

BMO Commercial Card Alliances

BMO ePurchasing Solutions ranks among the 10 largest issuers of commercial credit cards in North America. It issues for Bank of Montreal in Canada and Harris Bank in the U.S. All three businesses are units of BMO Financial Group. BMO ePurchasing Solutions has provided purchasing cards to Canada's federal government since 2001 and now also supplies most provincial governments. As is the case in the U.S., contracts to provide government purchasing cards require hundreds of different program-management reports. The expertise gained by meeting those demands becomes an asset issuers can take to the private sector, particularly when competing for business at multinational corporations, a market pursued by BMO ePurchasing Solutions.

To help it win contracts with multinationals, BMO has begun expanding its network of card-issuing partners in other countries. This will let it supply MasterCard commercial card products in all markets where multinationals might have a local office.

BMO has added 5 financial institutions in the Asia/Pacific region and Europe during the last three months, and is in discussions with 23 other potential card-issuing partners outside of North America. It collects and consolidates data generated by the MasterCard network, and formats that data for clients using its proprietary reporting software. Terry Wellesley is Managing Director of Corporate Cards at Bank of Montreal in Toronto, Canada, (416) 232-8732, terry.wellesley@bmo.com.

BMO Commercial Card Partners

China Merchants – in China

Commonwealth Bank – in Australia

Credit Saison – in Japan

Credit Mutuel – in France

Royal Bank of Scotland – in United Kingdom

Nordea – in Scandinavia

Banco Santander – in Chile