

Product data sheet: BusinessShop

By opening a BusinessShop, providers post an electronic product catalogue on Unite. This means new and existing customers can be reached via leading e-procurement systems. It also enables providers to incorporate themselves into their customers' procurement process.

Connecting to just one platform streamlines sales and accounting. Moreover, your product range is digitised efficiently and inexpensively. Any number of customers can be served and personal business relationships with customers can be maintained.

- ✓ Simple configuration
- ✓ Different prices for different customers if required
- ✓ Advertising material provided to promote your BusinessShop
- ✓ Product, catalogue and contact data can be easily updated
- ✓ Single Creditor Model available for customers

Available on the following e-procurement systems:

- ✓ SAP Ariba
- ✓ Integra
- ✓ BeNeering
- ✓ Mercateo

Requirements

- ✓ Register on Unite
- ✓ Sign the BusinessShop service description
- ✓ Additional information depending on the customer's e-procurement system:
 - Registration on [Mercateo](#)
 - Supplementary agreement for SAP Ariba: Ask for a contract using the Spot Buy [request form](#) and sign it.

Catalogue requirements

For Mercateo:

- [BMEcat 1.2](#) or [CSV](#)
- Ideally product classification eCl@ss

For other e-procurement systems:

- [BMEcat 1.2](#)
- Product classification UNSPSC 9.05.01 Level 3 or 4 and eCl@ss (5.1.4 or higher)
- All item prices including shipping costs
- No minimum order values
- No items with price/quantity information

Other information:

- Depending on the transaction model, further details of how orders and invoices are to be sent
- Marketing information for landing page and app details page (logo, descriptive text)
- Customer contact

Features of the BusinessShop

App Store and details page on request

The BusinessShop can be listed along with a logo in the App Store, Unite's digital showroom, and found via the search function. The app details page contains information about the provider's company, product range and services. Customers can click to activate your BusinessShop.

Contract administration

This is where customer enquiries as well as BusinessShop and customer activations are managed and customer-specific prices are assigned.

App management

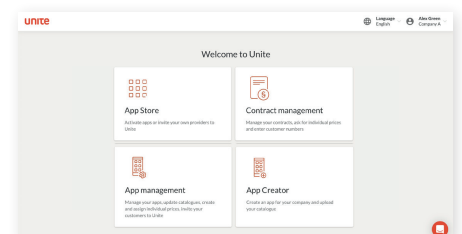
Profile information, catalogues and prices can be managed here, and activation options (manual/automatic) and contact data for customer enquiries can be set up.

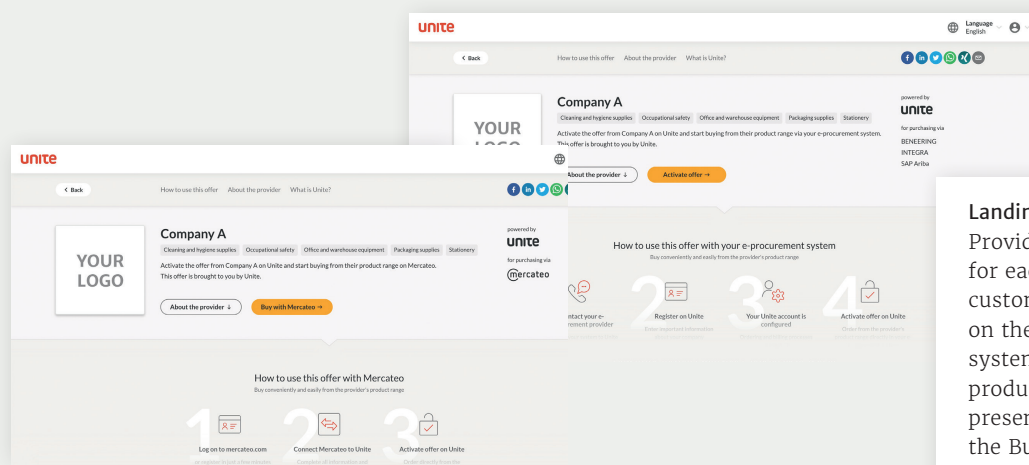
App Creator and catalogue creation

This is where providers can create their own BusinessShop online. Assistance with catalogue creation and transformation is available from Unite ('Catalogue Transform').

Visibility in the customer's system

The provider is displayed to customers in search results. Moreover, on Mercateo, the provider is positioned prominently on the landing page.





Landing page

Providers are given a landing page for each BusinessShop for direct customer acquisition (depending on the customer's e-procurement system). The provider's company, product range and services are presented here. Customers can activate the BusinessShop here or request activation.

Comparison of transaction models

	Order forwarding	Agency model	Commissionaire Model	Commissionaire Model Plus
Available on	Mercateo		SAP Ariba, Integra, BeNeering	Mercateo
Order digitisation	✓	✓	✓	✓
E-invoicing**		✓	✓	✓
Payment processing		✓	✓	✓
Single creditor		✓	✓	✓
Single debtor			✓	✓
Credit guarantee***			✓	✓
Customer service				✓
Fee	€0.20 per order	1.7%*	3.5%*	6%*

* Percentage of the net invoice amount including shipping costs

** Excluding additional services such as invoice signing and invoice delivery via central platforms

*** Mercateo performs a credit check and pays up to a defined amount set for each customer

Price list

Position	Costs
BusinessShop setup	€500 (first connection) €200 (each additional connection)
Hosting	€50 (monthly for the first BusinessShop) €20 (monthly for each additional BusinessShop)
Technical support from Unite by phone	Free
Transaction fees	Depending on the transaction model
Optional:	
Presence in the Unite App Store	Currently free of charge
Catalogue conversion ('Catalogue Transform')	€320 (per year, per catalogue)



Unite charges customers a monthly fee for the activation and use of a BusinessShop. Customers are granted monthly allowances which are offset against the fees incurred for their BusinessShops.

The prices shown are net prices and are exclusive of statutory VAT. Contact us for prices in other currencies.