



» Über die Schnittstelle zum Mercateo Netzwerk erreiche ich alle wichtigen Lieferanten für den indirekten Einkauf. «

**Kivanc Karakoc**  
Strategischer Einkauf  
HORA – Holter Regelarmaturen GmbH & Co. KG



» Wir nutzen das Mercateo Business-to-Business für Kunden, die nach einer professionellen Einkaufslösung suchen. «  
**Andreas Ruster**  
Geschäftsführer  
ISO Schalter Deutschland



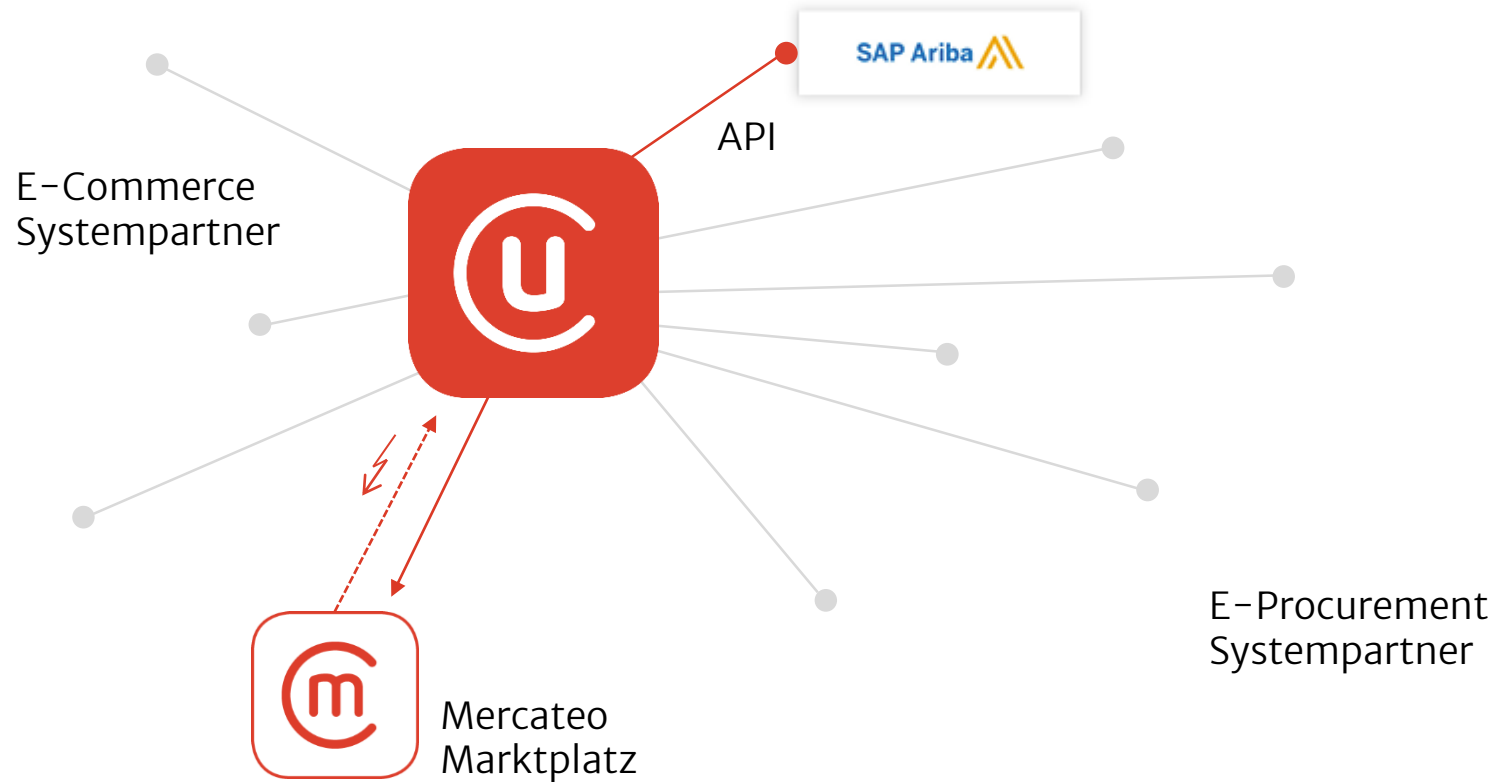
Konzerne als Kunden gewinnen: Ihr Business-Shop in E-Procurement-Systemen – am Beispiel von SAP Ariba  
Benjamin Storm – Head of Partner Management

SAP

Run Simple



# Unite. Mit der Welt vernetzt!



# Unite and Mercateo Shop

Two visions. One company.



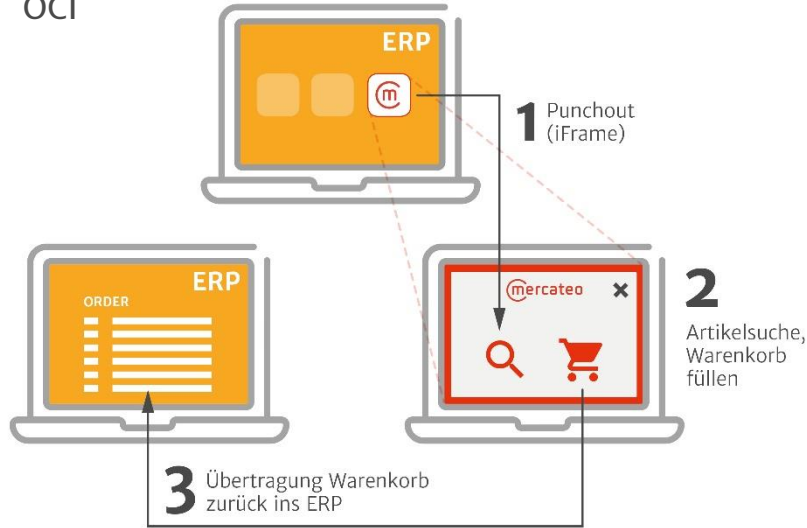
## Mercateo Unite

- Platform for easy onboarding of seller content
- Invoice and payment solution from a single creditor
- Supplier AppStore

# Mercateo Unite API for external systems

## Difference between OCI and API

### OCI



#### Advantages:

- Includes all advantages of the mercateo platform
- Integration via iFrame

#### Disadvantages:

- No comprehensive search via internal catalogues

### API



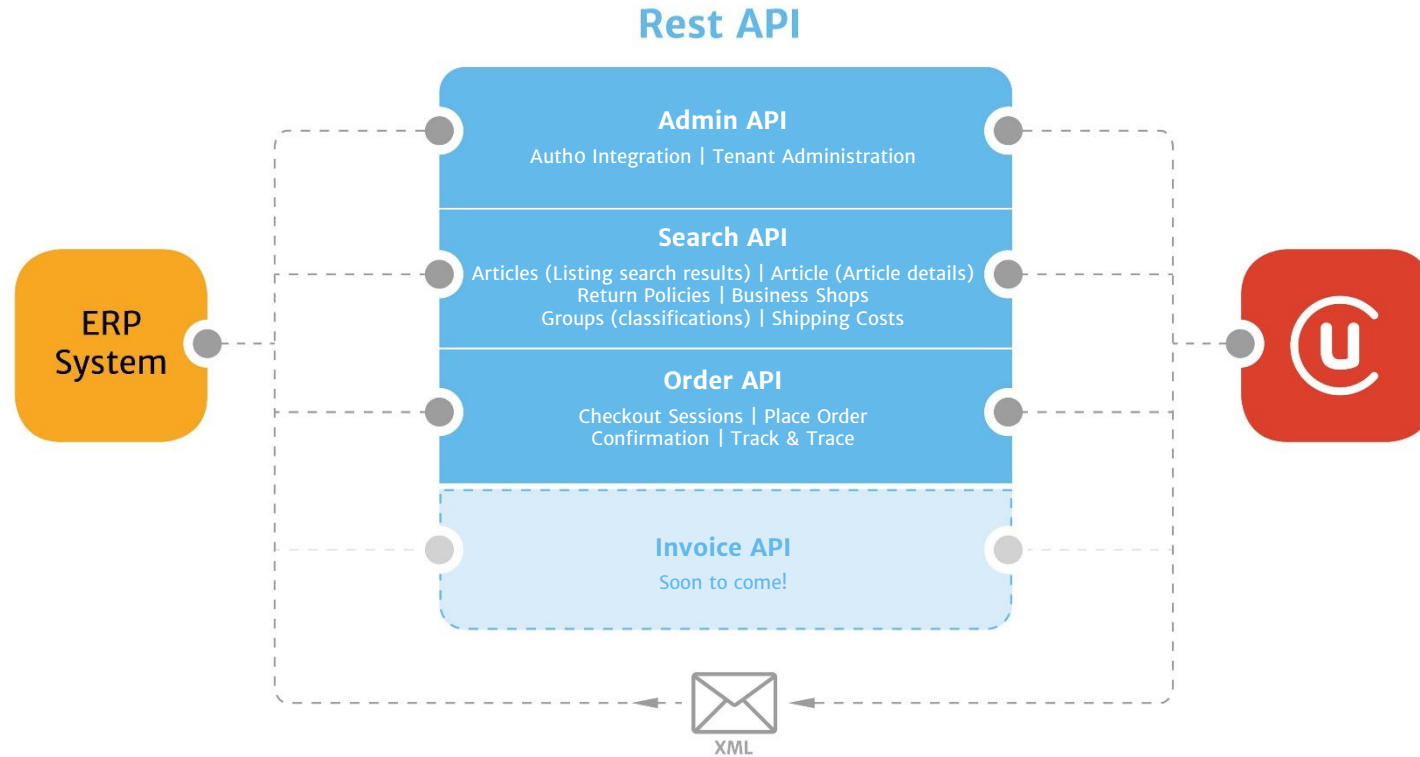
#### Advantages:

- API first strategy
- Banfer will stay in familiar setting
- Availability guaranteed

#### ~~Disadvantages:~~

# Mercateo Unite API for external systems

## Our APIs

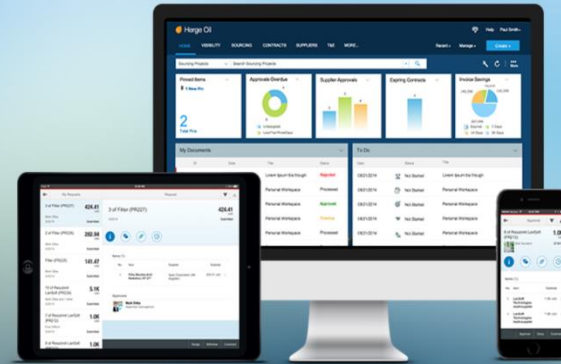


## Anmelden



Anmelden

Haben Sie Ihren **Benutzernamen** oder Ihr **Passwort** vergessen?



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# The different players on Unite

Unite offers you several options to connect



Business Shop via  
AppStore



Invited Seller



Partner Enabled



Ariba Seller on  
Unite



# Advantages for sellers

Making e-commerce easy.



Your customers can make use of existing infrastructure and their e-procurements system.



Unite is a back door to big corporations without integration efforts.



Buyers are able to search for their preferred sellers on SAP Ariba Spot Buy and other e-procurement systems.



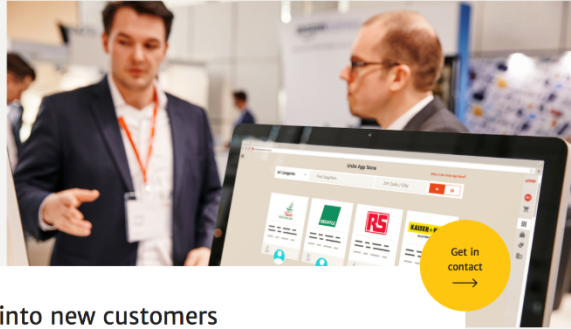
Keep existing customers and get access to new ones.



Your customers will use a Single-Creditor Model. Numerous suppliers – only Unite Financial Services as a creditor.



Digitise your assortment on a strong networking platform.



## Tap into new customers SAP Ariba Spot Buy & Mercateo Unite

Mercateo Unite is your gateway to customers, who rely on SAP Ariba Spot Buy to fulfill their indirect procurement needs. Provide your assortment and services to companies, without the need to set up your own IT-infrastructure. With the networking platform Mercateo Unite, you can easily serve more than just one ERP-infrastructure and supply to a multitude of customers, who profit from single creditor capability.

## Ways to participate



### SAP Ariba Seller on Unite

Mercateo Unite is your gateway to SAP Ariba customers. With Mercateo Unite's infrastructure, you receive instant access to all SAP Ariba customers. The contractual relationship is in place between SAP Ariba and you. SAP Ariba customers can opt out from what you offer.



### SAP Ariba Spot Buy enabled

Mercateo Unite is the ideal way to make your assortment available to SAP Ariba customers via the App Store on Mercateo Unite. To participate you have to fulfill the Spot Buy requirements. In return you will have access to SAP Ariba and Mercateo Unite customers.



### Invited by an SAP Ariba customer

Receive instant access to the customer that invited you as well as to other Mercateo Unite customers. The contractual relationship is in place between Mercateo Unite and you. It is your opportunity to become both, Spot Buy enabled and to sell to other SAP Ariba customers.

### **BusinessShop with Single Creditor**

First of all, you will need a Business Shop on Unite.

### **BMEcat Catalogue**

Requirements for a Business Shop

In order to implement a Business Shop on Unite you will need to provide a BMEcat catalogue.

### **Costs for a Business Shop on Unite**

BusinessShop Installation: 500 € one-time charges

BusinessShop Hosting: 50 € per month

Transaction fee: 0,20 € per order + 1 % Single Creditor

# SAP Ariba Spot Buy

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**To be eligible to become Spot Buy Enabled, suppliers who have a Mercateo Unite Business Shop must:**

- Agree to all applicable Unite legal requirements.
- Demonstrate proven performance and delivery of products.
- Maintain ethical operation of business
- Evidence of an Ariba Network Account as proof of acceptance of [Ariba Terms of Use](#).
  - Signed [Spot Buy Addendum](#) to the Ariba Terms of Use including Gross Commerce Value of 6% and invoiced by Unite; and Support Returns and Refunds Policy as well as SAP Ariba SpotBuy harmonized terms.

## **Technical integration to the Unite platform**

- One catalog for each committed countries; Pictures for all products; Rich descriptions; Regular updates to stock and price; Product Classification to UNSPSC (v. UNDP unspsc\_v9.05.01) at 3 or 4 code level for each catalog item.
- Process Spot Buy Orders including: Purchase Orders; Order Confirmations (including estimated ship dates, rejections); Ship Notices (including ship date, ship from location, tracking numbers); and Invoices

We bring the customers to you!  
You provide your product, we your buyers.



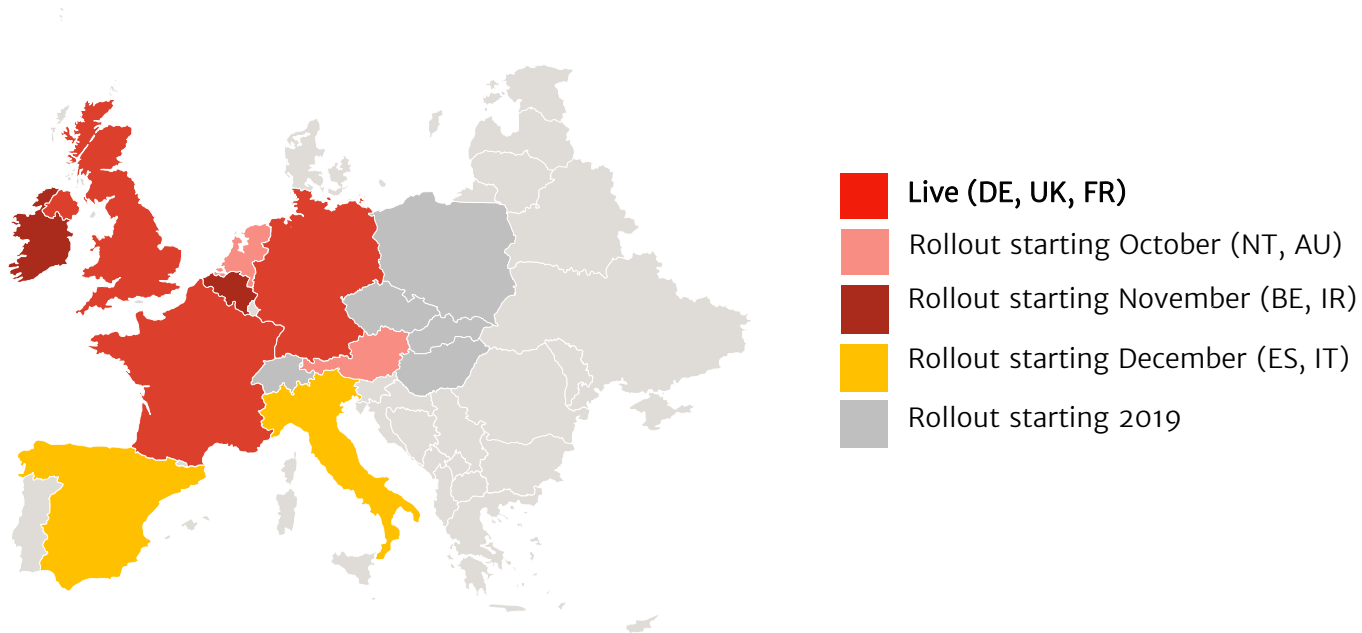
We bring the customers to you!

A few customers in our pipeline



# SAP Ariba Spot Buy Rollout Schedule

Advancing internationally

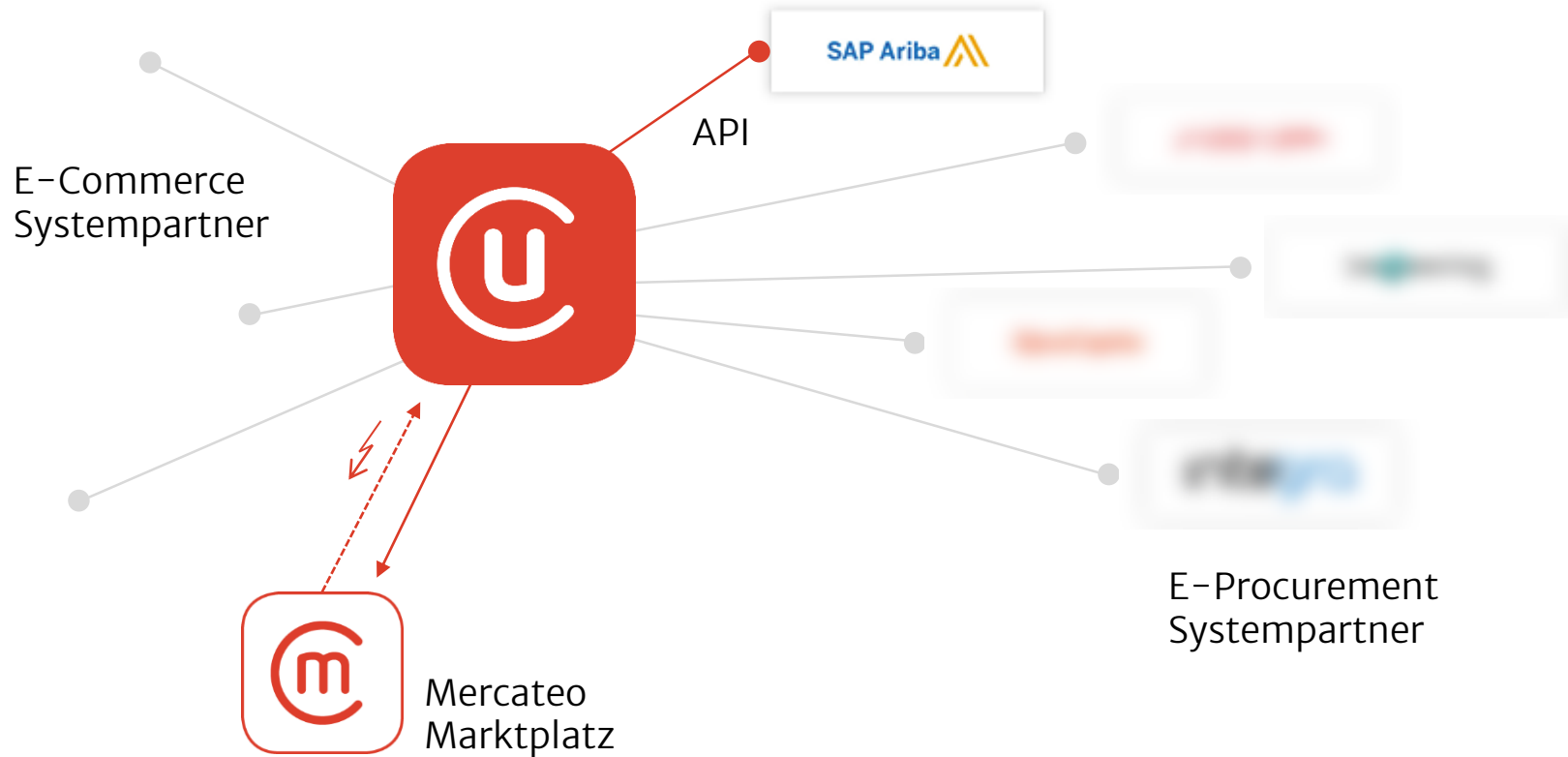






# Mercateo Unite APIs for external systems

Unite Partners





# Unite Seller Conference

LEIPZIG 2018

