

Mercateo Unite cooperates with e-procurement specialists

## Mercateo Unite and Integra agree to work together

**Munich/Hamburg, 4 December 2018 – Hamburg-based company Integra will integrate the neutral B2B networking platform Mercateo Unite into its cloud-based Integra eProc spend management solution as an "out-of-the-box" procurement solution. As Integra Internet Management GmbH and Unite Network AG announced today, Mercateo Unite will be available to Integra's customers in Germany from mid-December 2018. Unite Network AG is a spin-off of Mercateo AG and provides neutral infrastructure for inter-company networking via its B2B networking platform.**

Founded in 1999, Integra Internet Management GmbH offers Integra eProc as a complete solution for sourcing from catalogues or enquiries, e-invoicing, contract management and spend analysis on a platform specifically designed for the cloud. Based on Integra eProc, an individual solution is developed for each customer. The customers come from the manufacturing, mechanical engineering, trade, telecommunications and food sectors, predominantly in German-speaking markets. Businesses of all sizes, including Kromi Logistik AG and Hüppe GmbH, rely on Integra to help organise their logistics and procurement operations.

With Mercateo Unite, Integra customers will have access to a wide range of peripheral items as soon as the system goes live. In addition, thanks to the seamless integration of Unite and its growing network of providers, they will have the opportunity to network with their own suppliers and also to integrate new providers.

Unite Network AG Board member Dr Bernd Schönwälder is looking forward to the partnership: "Our neutral networking platform Unite allows the unhindered digitisation of business relationships between companies without neglecting established personal relationships. Especially for small and medium-sized enterprises, where Integra is very active, Unite provides the ideal addition to the existing features of the Integra portfolio, and complements these with a provider network that can be flexibly expanded. Buyers thus benefit from the seamless integration of our platform into their usual procurement processes. Our partnership with Integra gives small and medium-sized companies even greater access to digitisation."

Thomas Behrens, Managing Director of Integra Internet Management GmbH, also sees significant added value for his customers as a result of the new alliance: ""Integra eProc does not have any standard suppliers or catalogues when activated. The integration of Mercateo Unite gives our customers the ability to easily access a full range of products and suppliers. This will enable an even faster "go live" for the launch of Integra eProc as well as increased system acceptance thanks to seamless integration with Mercateo Unite. Our partnership with an established sourcing partner with a strong market presence such as Mercateo Unite really helps us to achieve our medium-term goal of establishing eProc as the standard e-procurement solution for the SAP Business One ERP system."



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About Integra Internet Management GmbH

Since 1999, Integra has pioneered innovative software products in fast-growing markets. Founded in 1999, the company offers expertise in five technology fields: e-procurement, product information management, integration technologies, cloud solutions and business process management.

Integra eProc has established the company as a leading provider of cloud-based spend management solutions. Integra helps companies worldwide to manage their strategic and operational processes, and to sustainably reduce costs. Integra eProc is a complete solution for sourcing from catalogues or enquiries, e-invoicing, contract management and spend analysis via a consistent platform that is specifically designed for the cloud.

[www.2im.de](http://www.2im.de)

About Unite Network AG

Unite Network AG operates the vendor-neutral B2B networking platform [unite.eu](http://unite.eu). Buyers, retailers, manufacturers and service providers use this digital infrastructure for cooperation and transactions, regardless of their previous level of digitisation. Manufacturers and retailers are now resolving the channel conflict in multi-level B2B sales through new forms of cooperation, thus meeting customers' expectations for modern purchasing processes and services. Unite Network AG belongs to the Mercateo Group. It also includes Mercateo Deutschland AG, which has operated its affiliated companies in 14 countries since 2000 in what is now Europe's largest independent B2B marketplace. In 2017, the Mercateo Group increased its turnover to over EUR 250 million. The Group employs more than 500 people across Europe and is currently active in 14 countries.

[www.unite.eu](http://www.unite.eu)

**Press release and pictures for download:**

[www.unite.eu/de\\_DE/pressrelease/mercateo-unite-kooperiert-mit-integra](http://www.unite.eu/de_DE/pressrelease/mercateo-unite-kooperiert-mit-integra)

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