

Mercateo Unite adds to its portfolio of partners

OpusCapita and Mercateo Unite establish partnership

Munich/Dortmund, 27 November 2018 – OpusCapita, a global provider of source-to-pay, cash management and product information management solutions, will in future work hand-in-hand with Mercateo Unite, the neutral B2B networking platform. Mercateo Unite will be available to OpusCapita customers as early as December.

Dr Bernd Schönwälder, board member at Unite Network AG, explains the background to this new alliance:

"OpusCapita is a provider of solutions along the entire source-to-pay chain and a worldwide network of users. Its portfolio will now be complemented by new, valuable opportunities thanks to its partnership with Mercateo Unite. Our neutral networking platform Unite allows the unhindered digitisation of business relationships between companies without neglecting established personal relationships. Buyers benefit from a seamless integration into their familiar procurement processes and gain access to a growing network of suppliers, which can be expanded in a flexible manner."

Founded in 1984, OpusCapita has over 400 employees and is based in Helsinki. Its headquarters for the German-speaking market operates from Dortmund. The company has 3,000 customers in over 100 countries and handles more than 220 million electronic transactions annually.

For Dirk Fischbach, Head of Procurement & Invoice Automation at OpusCapita, the new partnership is an ideal way to expand the company's existing services: "As a full-service provider of software for the financial process chain, the partnering with Mercateo Unite is an important building block in honing OpusCapita's products and expanding our "everything-from-a-single-source" philosophy as well as our e-procurement portfolio. For our customers, the advantages are obvious: a faster Go2Market as well as significant streamlining of processes and thus faster implementation of projects."

Dr Bernd Schönwälder also welcomes the partnership with OpusCapita as a sign of the strong widespread interest in Mercateo Unite: "As an independent and neutral infrastructure for the digital networking of business relationships, Unite is an ideal addition for many providers of e-procurement, purchasing and spend management solutions. At the end of the day, the customer always benefits."



Cooperation OpusCapita and Mercateo Unite [Photo: Mercateo]

About OpusCapita Software GmbH

OpusCapita enables companies to quickly and securely manage their sales, purchasing and payment processes via access to real-time data. More than 3,000 customers in more than 100 countries use the company's source-to-pay, cash management and product information management solutions to connect with each other, share information and grow. OpusCapita handles more than 220 million transactions annually through its business network, which includes nearly one million companies worldwide and more than 11,000 financial institutions. With over 30 years of experience, OpusCapita also supports the transition to e-invoicing with structured data.

OpusCapita is based in Helsinki, Finland; its head office for the German-speaking market is located in Dortmund.

www.opuscapita.com

About Unite Network AG

Unite Network AG operates the vendor-neutral B2B networking platform 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

Press release and pictures for download:

www.unite.eu/de_DE/pressrelease/partnerschaft-opuscapita-und-mercateo-unite

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