

Unite expands network

Newtron cooperating with B2B network Unite

Leipzig/Dresden, 9th July 2019 The B2B network Unite is adding a further e-procurement partner to its portfolio with Newtron. Newtron is a provider of web-based solutions to optimise business relationships between purchasing companies and suppliers. With the cooperation, Newtron will integrate the Unite network for all users into its own procurement solution and will make the network's new functions available in six countries in the future.

For all users of Newtron's procurement solutions, the cooperation also means access to a growing range of products. They can extend the pre-integrated suppliers available on Unite with their own suppliers and thus bundle indirect procurement within one platform. Unite also offers a single creditor model that reduces the number of creditors for purchases from different suppliers in the network to a single creditor. "We are delighted that, with Unite, we have found an ideal partner to offer our customers even better service. This includes efficient and transparent processes, lower costs and greater market penetration by connecting additional suppliers," says Patrick Schmiedehaus, Head of Sales and Marketing at Newtron. The integrated functions can be used by all Newtron customers in Germany, Austria, United Kingdom, France, the Netherlands and Spain. Newtron's customer base includes medium-sized companies from all industries.

Dr. Bernd Schönwälder, board member at Unite Network AG, comments on the new cooperation: "Like us, Newtron can look back on 20 years of experience in indirect procurement. We are pleased to be able to create added value for our customers and their customers by standardising procurement processes internationally with this established partner." Unite already works with various well-known e-procurement partners that allow users to seamlessly incorporate the platform into trusted procurement interfaces.



Unite is cooperating with Newtron. [Photo: Mercateo]

About Newtron GmbH

Newtron GmbH is a provider of web-based solutions to optimise business relationships between suppliers and purchasing companies. With 20 years of process expertise, Newtron works in partnership with its customers to create the optimal solution for increasingly important process streamlining while meeting the highest quality and safety requirements. Newtron GmbH serves more than 1,000 purchasing companies and 80,000 suppliers.

www.newtron.de

About Unite Network AG

Unite Network AG operates the provider-neutral B2B network Unite on the domain unite.eu. Purchasers, retailers, manufacturers and service providers use this digital infrastructure for collaborations and transactions, regardless of the degree of digitalisation they have achieved to date. Manufacturers and retailers solve the channel conflict in multi-level B2B sales through new forms of cooperation and thus meet customers' expectations of modern purchasing processes and service. Unite Network AG is part of the Mercateo Group. The Group also includes Mercateo Deutschland AG, which, with its affiliated national subsidiaries in 14 countries, has been operating Europe's largest independent B2B marketplace since 2000. The Mercateo Group increased its turnover to over 280 million euros in 2018. The corporate group has more than 550 employees throughout Europe.

www.unite.eu

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