

More choice in procurement for JAGGAER customers

JAGGAER and Mercateo Unite Develop Strategic Partnership for European Markets

Munich/Morrisville, November 28, 2018 – JAGGAER, the world’s largest independent spend management company, announces a partnership with Unite Network AG, part of the Mercateo Group.

Mercateo Unite, a neutral B2B networking platform, will soon be integrated into JAGGAER’s solution for indirect procurement, and will be available to the company’s customers in Europe. Mercateo is Europe’s leading procurement platform; interacting with hundreds of suppliers, thousands of manufacturers and over a million business customers. JAGGAER’s European customers include well known companies Heraeus, Villeroy & Boch, and Wienerberger, among others.

With Mercateo Unite, JAGGAER customers will have access to a growing network of suppliers on a neutral platform, where buyers and suppliers can connect and build direct business relationships. Each procurement process has its own unique challenges, but one off, spot buys are difficult for businesses to control. Buyers generally lack the resources to effectively qualify suppliers and manage bids. This leaves significant savings on the table, and suppliers miss out on opportunities to expand and win new business.

“JAGGAER chose to partner with Mercateo Unite because of their transparent processes, Single Creditor solution, their neutral positioning with multiple networking opportunities, and the option to access a marketplace offering millions of items. This will allow us to offer our European customers a truly unique and complete solution to help them process their indirect requirements faster, more efficiently, and more cost-effectively,” explains Robert Bonavito, CEO of JAGGAER.

“Our neutral B2B networking platform, Mercateo Unite, is a great addition to JAGGAER’s solution. The partnership will give buyers access to a flexible supplier network,” says Dr. Bernd Schönwälder, a board member of the Unite Network AG. Mercateo Unite’s seamless integration with JAGGAER’s solution will enable buyers to include multiple potential suppliers in the sourcing process while relying on trusted processes.

“Suppliers will also benefit from the new partnership,” explains Dr. Bernd Schönwälder, “They will have the opportunity to access a global network of buyers who spend billions of euros each year on indirect goods and services. Manufacturers and vendors can offer their goods and services where they’re needed. Because Mercateo Unite is a neutral platform, it is the perfect addition for many system and solution providers in indirect procurement.”

The platform will be implemented in the first quarter of 2019 and will be available to all of JAGGAER’s European customers.



Cooperation JAGGAER and Mercateo Unite. [Photo: Mercateo Unite]

About JAGGAER

JAGGAER is the world's largest independent spend management company, with 2,000 customers connected to a network of 3.7 million suppliers in 70 countries, served by offices located in North America, Latin America, throughout Europe, the United Kingdom, Australia, Asia and the Middle East. JAGGAER offers complete SaaS-based Source to Pay eProcurement solutions with advanced Spend Analytics, Sourcing, Supplier Management, Contract Lifecycle Management, Savings Tracking and intelligent workflow capabilities. JAGGAER has pioneered spend solutions for over two decades and continues to lead the innovation curve by listening to customers and analyzing the market. Our solution suites are trusted by the world's largest manufacturing, education, health care, retail, consumer package goods, logistics, construction, utilities companies and public service organizations. Additionally, JAGGAER holds 38 patents—more than any other spend management company.

www.JAGGAER.com

About the Unite Network AG

The Unite Network runs Europe's largest B2B networking platform unite.eu. Through Mercateo Unite, buyers, suppliers, manufacturers and service providers can connect their systems directly with each other and digitally process transactions regardless of their current level of digitalization. Manufacturers and vendors are able to solve channel conflicts in B2B business with new forms of cooperation and are therefore better able to meet customer demand for modern procurement processes and services. The Unite Network is part of the Mercateo Group, which has been running the largest independent B2B marketplace in Europe since 2000. In 2017, Mercateo's revenue increased to more than 250 million EUR. Mercateo operates in 14 European countries and employs more than 500 people.

www.unite.eu

Press release and pictures for download:

www.unite.eu/de_DE/pressrelease/jaggaer-und-mercateo-unite-kooperieren-in-europa

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