

Mercateo Unite enters a new partnership

Mercateo Unite reaches agreement with BeNeering

Munich/Hünxe, 29 November 2018 – Mercateo Unite, the neutral B2B networking platform, will complement BeNeering's portfolio in the future. BeNeering is a specialist provider of SAP software with a focus on web shop design for group purchasing. The partnership was announced today by BeNeering and Unite Network AG, which is part of the Mercateo Group and operates the B2B networking platform for business customers under the Mercateo Unite brand. The new solution will be available to BeNeering customers in the first quarter of 2019.

Dr Bernd Schönwälder, board member at Unite Network AG, which operates the networking platform within the framework of the Mercateo Group, explained the reasons for the new alliance: "BeNeering's expertise, especially with regard to SAP software, coupled with the neutral networking platform Mercateo Unite, opens up completely new possibilities for buyers. Users of BeNeering solutions will have access to a provider network for procurement, which digitally supports networking without displacing personal business relationships. The straightforward integration of suppliers into BeNeering's system via the Mercateo Unite infrastructure will accelerate procurement processes."

Christoph Moll, Managing Director of BeNeering, also expects strong impulses for his company from the cooperation: "By partnering with Unite, we are integrating a new marketplace into the BeNeering Cloud. Through Unite, our customers in Europe will have access to a much wider range of products that significantly exceeds the catalogues negotiated by the purchasing department. Thanks to the ground-breaking API connection, search results can be integrated in a user-friendly manner – without system interruption for the users. Another advantage for our customers is the possibility of ordering using the single vendor model." BeNeering was founded in 2007 and is now successfully established in 60 countries. The company's software is used by well-known customers such as Deutsche Post DHL, Telekom, Beiersdorf and Lufthansa.

Dr Bernd Schönwälder stresses the importance of such partnerships for the Mercateo Unite networking platform: "Integrating Unite as an independent and neutral infrastructure for digitally networked business relationships benefits many vendors in the area of e-procurement, as well as sourcing and spend management solutions. At the end of the day, the customers always win."



Cooperation BeNeering and Mercateo Unite. [Photo: Mercateo]

About BeNeering GmbH

As a SAP Silver Partner, BeNeering develops innovative purchasing solutions based on SAP SRM, S4 Procurement and S/4 HANA. BeNeering offers cloud-based add-on solutions for SAP to optimise usability through guided buying. The company is based in Hünxe in North Rhine-Westphalia and employs 25 people at 3 locations. Currently, BeNeering solutions are used by SAP customers in 60 countries worldwide.

www.beneering.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:

https://unite.eu/de_DE/pressrelease/mercateo-unite-kooperiert-mit-beneering

Press contact:

Mercateo Group
Melanie Globig
Corporate Communications
Am Neumarkt 9
04109 Leipzig
Tel.: +49 341 35 58 61 31
E-mail: presse@mercateo.com

Bachinger Öffentlichkeitsarbeit
Wolfgang Exler-Bachinger
Löwengasse 27 L
60385 Frankfurt am Main
Tel.: +49 69 9 55 27 50
E-mail: w.exler-bachinger@bachinger-pr.de