



Discover
Unite



Unite – achieving more together

Unite B2B Network: Your key to diversity.

Unite is the B2B network of the Mercateo Group, which connects purchasers and suppliers with minimal IT expense and makes transaction processes fully digital and optimally efficient.

Unite provides the neutral infrastructure for digital business relationships enabling buyers and suppliers to benefit from numerous standardized processes. Purchasers can use the Unite platform to keep a clear overview of their supplier relationships. Manufacturers and dealers can expand their customer base via unite.eu

without additional sales expenditure. Unite supports personal relationships and promotes value-adding collaboration between companies. The more the network grows on unite.eu, the more benefits are created for each participant. Unite provides its process services via interfaces in e-procurement and e-commerce systems – these can be integrated into existing interfaces without significant IT expense. In addition to Germany, the B2B network can also be reached by companies in many other European countries and will continue to expand in the coming years.

Unite for purchasers: Your system connected to the world.

With Unite you can establish a standardised, digital purchasing process without sacrificing supplier diversity. Purchasers have access to a growing product range from their own system interface. At the same time, you can use your own suppliers to expand your range of offerings and bundle indirect procurement on a single platform.

Unite works with several well-known e-procurement partners, enabling users to seamlessly integrate the platform into familiar interfaces and access multiple suppliers without punch-outs. In addition, you have access to the Mercateo Shop with numerous suppliers and millions of articles.

- ✓ Stay in your familiar environment
- ✓ Seamless integration into your e-procurement system
- ✓ Add your own suppliers
- ✓ One creditor for all suppliers
- ✓ No more punch-outs via API



Designing diversity with the single creditor model

In the single creditor model, you only maintain one creditor regardless of the number of suppliers you work with via Unite. As a result, many of the manual processes that are normally associated with maintaining a large variety of suppliers no longer apply for the customer. Purchasers can thus combine their need for a diverse selection of products and suppliers with a lean and simple process. This solution greatly simplifies the accounting process.

Benefit from synergies with Mercateo and Unite

Mercateo brings together the benefits of an extensive marketplace with a variety of e-procurement capabilities and, together with Unite, provides a holistic purchasing solution. Mercateo users can access Unite from the procurement platform to discover a wide variety of new suppliers. Depending on their needs, purchasers can then simply integrate new providers into their usual digital procurement processes via Mercateo. Bulky processes become leaner and cheaper thanks to functions such as the single creditor model.



Buying with Unite:

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Unite for suppliers: Benefit from our network.

Unite provides manufacturers, distributors and suppliers with a central point of access to e-procurement systems such as SAP Ariba, Jaggaer and Opus Capita and their users. Become part of a constantly growing network and continuously reach new customers – without additional acquisition measures or ongoing IT

expense. Exploit the strengths of an international, neutral network and benefit from continuously increasing range. Allow purchasers to easily integrate your business into their digital sourcing process, or offer your existing customers a free e-procurement solution with you as the primary supplier.

- ✓ Reach more than one million business customers
- ✓ Strengthen your customers' loyalty via digital process design
- ✓ Position your business within established e-procurement systems
- ✓ Low transaction fees – only pay for specifically requested services
- ✓ Save individual prices for your customers

Use Unite as a hub to reach Mercateo customers

Connecting to unite.eu creates a direct channel for suppliers within well-known e-procurement systems such as Integra, Beneering and Mercateo. If you set up a BusinessShop on Unite, you will immediately reach more than one million Mercateo customers, because users of the Mercateo procurement platform can see the Business-Shops in the Unite AppStore on their interface.



Set up a BusinessShop – network with customers

The Unite BusinessShop enables suppliers to provide an electronic product catalogue via Unite. Suppliers who set up a business shop in the AppStore can present their product range to purchasers via the familiar e-procurement systems. The more cooperation partners Unite acquires, the greater the reach of each connected BusinessShop. In addition, by digitising the purchasing process, suppliers can meet the needs of their own customers that do not have e-procurement systems.

The agency model

With the agency model, Unite offers BusinessShop providers an optional transaction service that enables a more efficient invoicing process. Purchasers thus benefit from the single creditor model. In this case, Unite takes care of invoicing and payment processing. Customers eliminate the high accounting overhead that would otherwise be required to maintain a relationship with the supplier.



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Unite for partners: Stronger together.

Strategic partnerships are critical for the sustainable success of a business. Integrating Unite into your e-commerce or e-procurement system enables your customers to network with business partners in a new and comfortable way. Your understanding of the needs of your customers combined with the features

offered by the Unite B2B network will enhance the level of service for all participants. As an e-procurement partner, you will also provide purchasers with access to the pre-integrated product range of the Mercateo marketplace, which includes several million articles.

- ✓ Open up new markets for your suppliers
- ✓ Convince purchasers by offering them a large variety of suppliers
- ✓ Keep your customers within their own system environment



System partner with interface

As a provider of an e-procurement, ERP or e-commerce system, you can seamlessly integrate Unite into your system. Your customers will benefit from additional transaction channels without additional IT expense.



Consulting partners

As a consulting partner, you can design your own purchasing or e-commerce projects and advise on market developments. Include Unite in your portfolio and offer your customers the innovative solution they need.



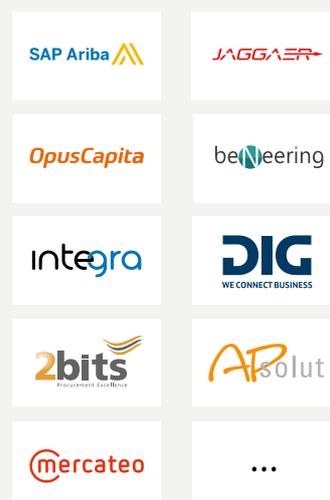
Implementation partners

For implementation partners who are developing solutions for their customers' IT systems, the Unite B2B network offers a valuable expansion of the existing system functionality.

“Unite integration gives our customers the ability to easily access a comprehensive range of products and suppliers. This enables an even faster “go live” for the launch of Integra eProc as well as increased system acceptance thanks to seamless integration with Unite.”

Thomas Behrens,
Managing Director of Integra Internet Management GmbH

A selection of our partners



Do you want to become a partner?



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