

Solutions for buyers

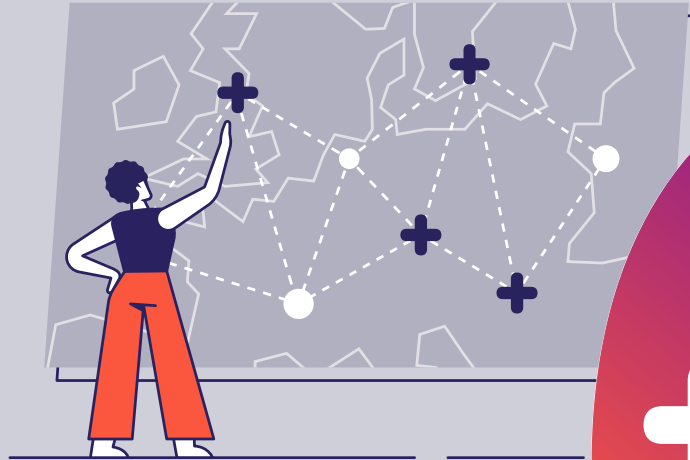
- › Value proposition
- › Benefits
- › Features and functions



Value proposition

Unite is the only e-procurement platform with a B2B supplier network and an integrated B2B marketplace, our Spotmarket.

We offer products and services through one customisable B2C-like buying experience.



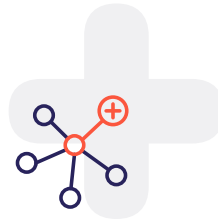
Benefits

Our platform offers you many business benefits



Service the full spectrum of indirect spend

- › Buy ad-hoc items and planned volumes
- › Buy from our Spotmarket, Europe's largest indirect B2B assortment of products
- › Benchmark offers between direct suppliers and our Spotmarket



Build your supplier network

- › Find and set-up multiple suppliers fast using our 'activate' feature
- › Develop direct value-led relationships by negotiating conditions of trade
- › Invite your own suppliers to join Unite



Standardise your P2P processes

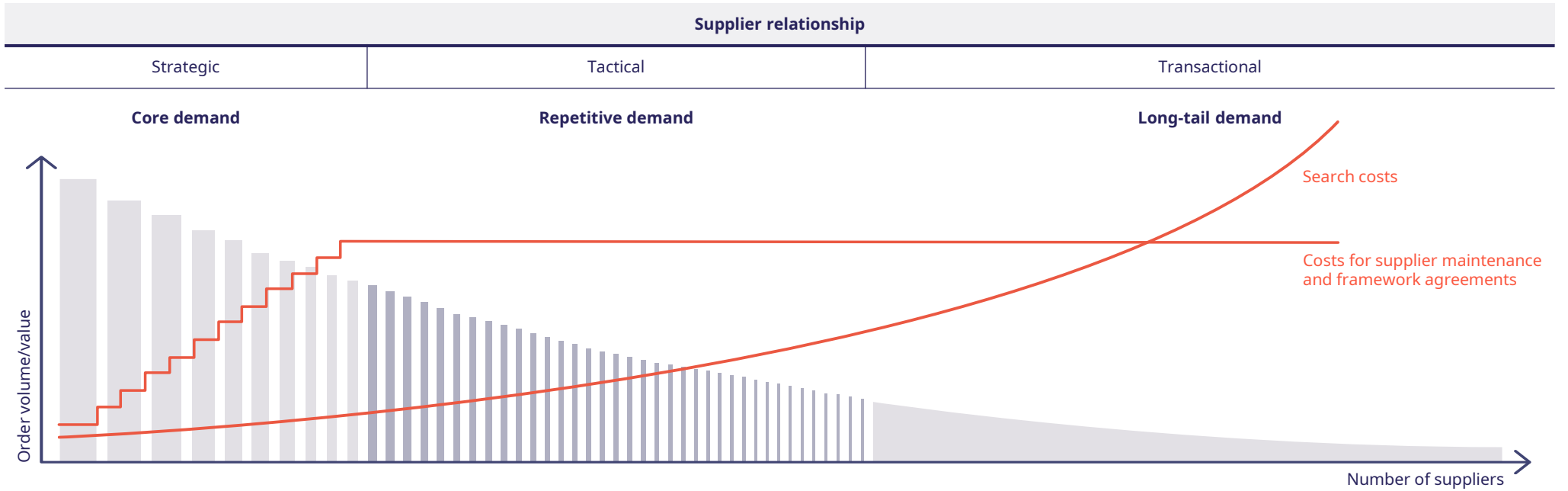
- › Streamline search, ordering and invoicing
- › Control maverick spending and ad-hoc buying
- › Bundle payments with account payable automation and e-invoicing



Mitigate risks

- › Uphold European data sovereignty with a platform *made in Germany*
- › Embrace sustainability goals relating to localism and environmental standards
- › Order from pre-qualified and vetted suppliers

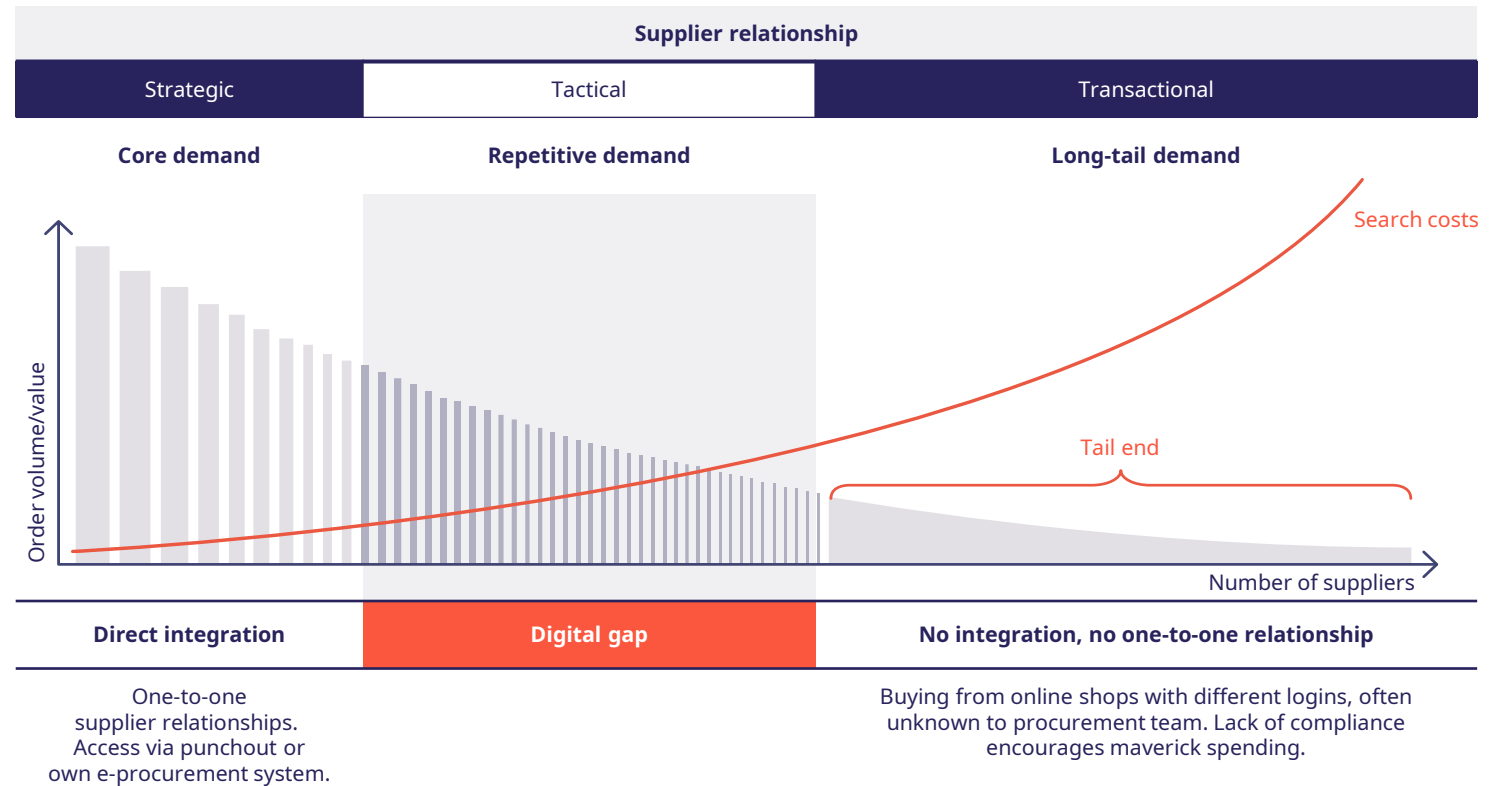
We cover the full spectrum of indirect spend



Two ends of the indirect spend curve

Existing solutions

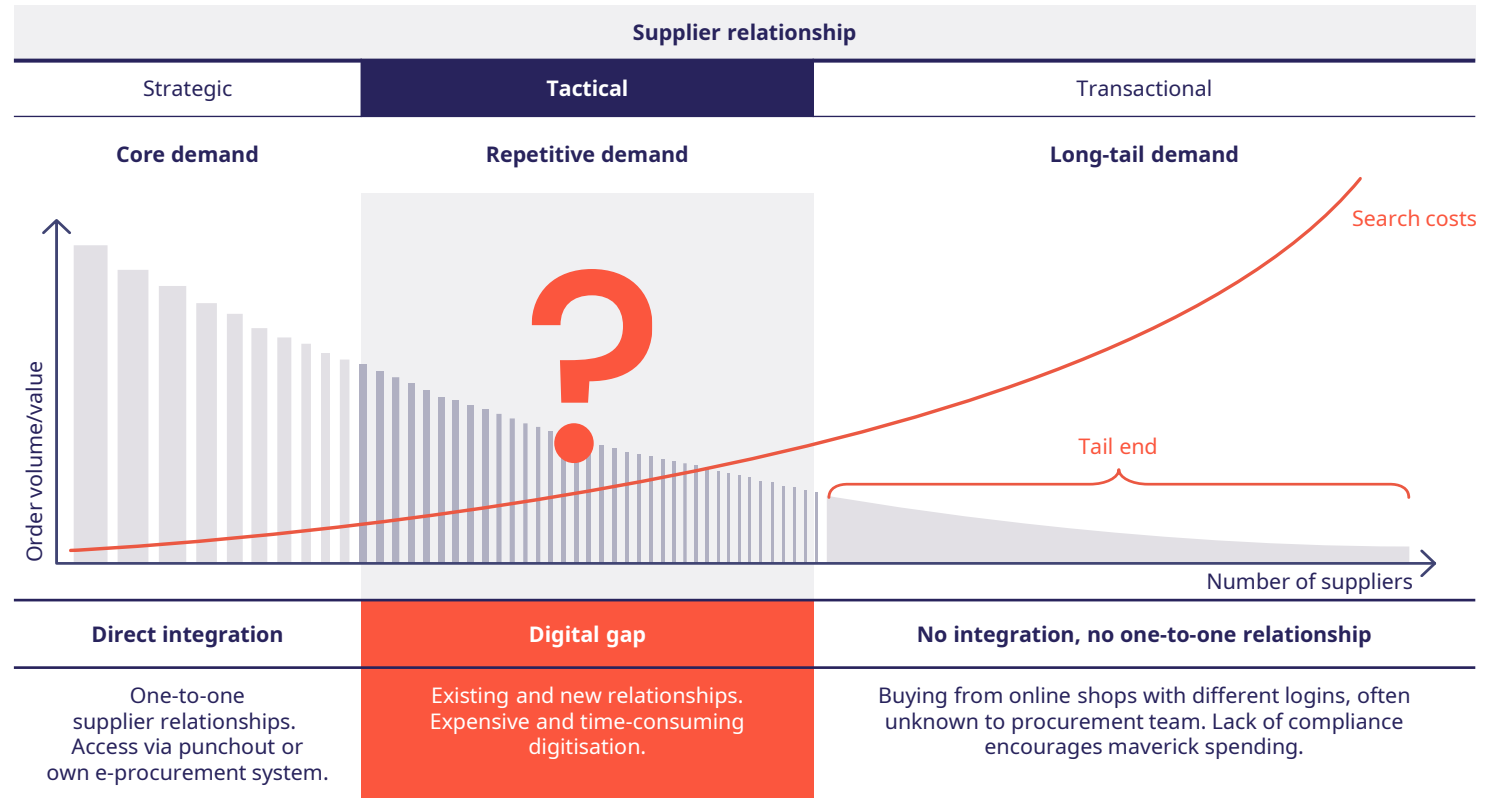
- **Strategic:** contractually bound suppliers with a high order volume. Direct integration via own e-procurement system is justified.
- **Transactional:** suppliers with low order volumes. Here, buyers often use different online shops to handle demand for a wide range of products.



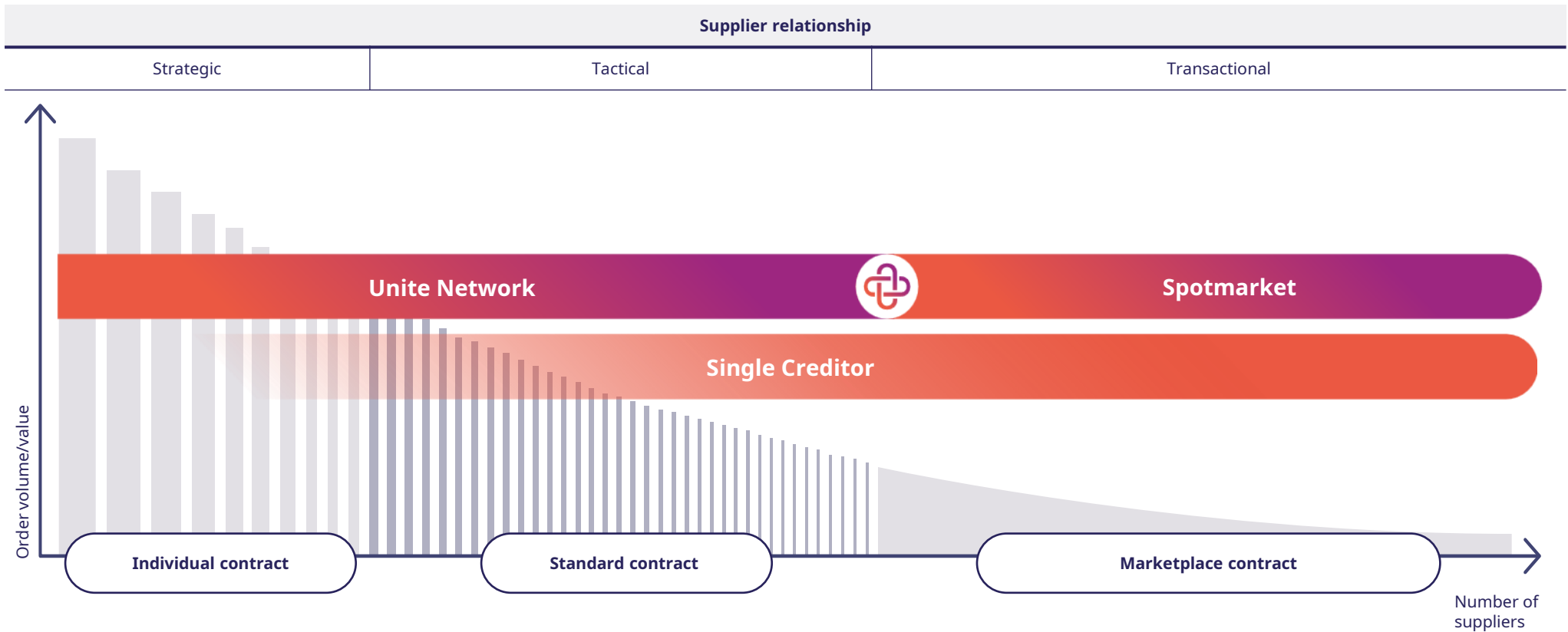
Two ends of the indirect spend curve

The digital gap

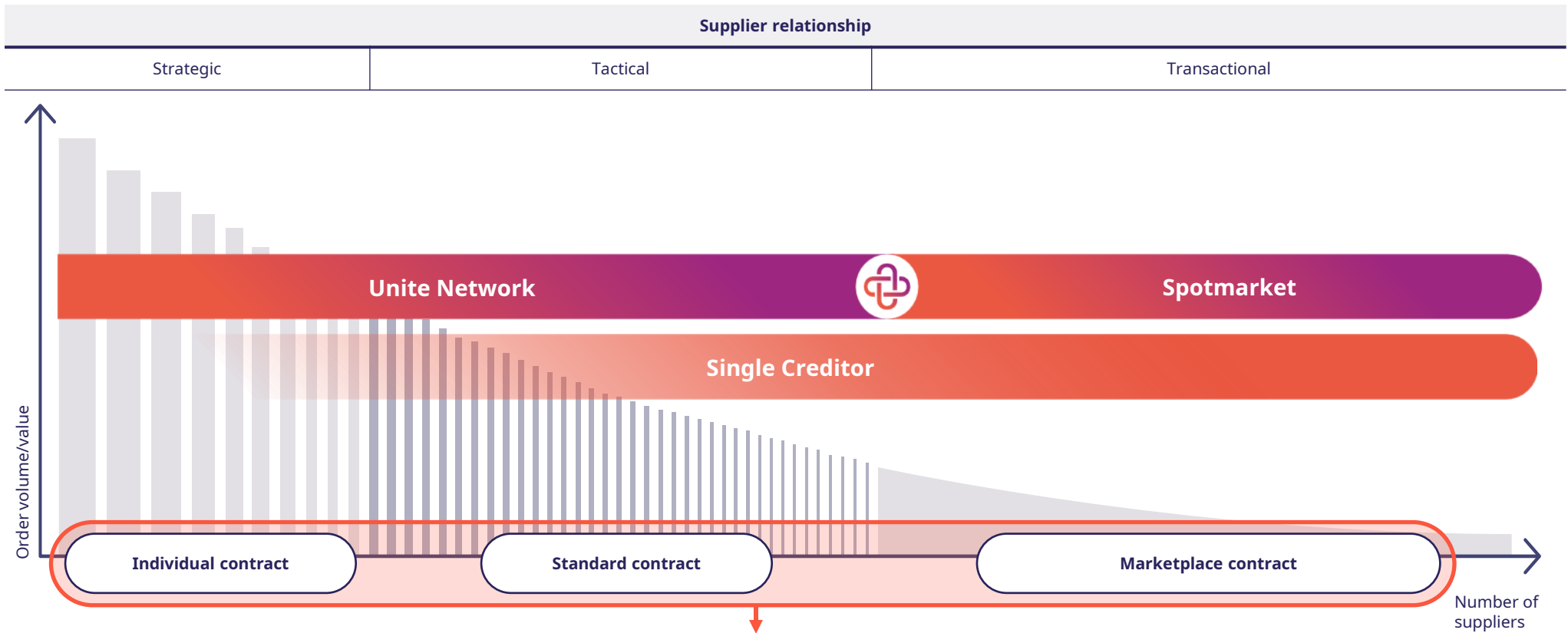
- **Tactical:** important suppliers but often not yet digitally connected
- This is where most free text orders are placed because these suppliers cover repetitive demand
- Without an overview of tactical purchasing, it's impossible to manage spend or drive a procurement strategy



Unite covers the full spectrum of indirect spend



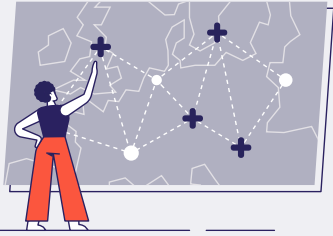
Unite covers the full spectrum of indirect spend



Better business buying

Activate

Find, activate suppliers and build your network.



Procure

Optimise procurement and steer internal demand.



Buy

Customise your B2B marketplace and decide how to shop.



Pay

Capture indirect spend and simplify reconciliation.



Analyse

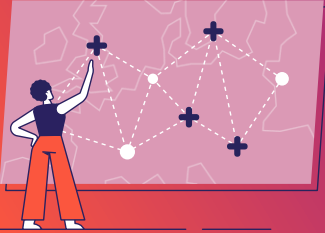
Get insights and support from ecosystem specialists.



Better buying for business

Activate

Find, activate suppliers
and build your network.



Activate

Build your supplier network



Find suppliers

- › Activate pre-integrated BusinessShops of pre-qualified B2B suppliers in the Unite Network
- › Choose from a growing number of suppliers*

[Go to Unite Network](#)



Invite suppliers

- › Invite your preferred suppliers to join Unite
- › Give your business access to personalised product assortments on negotiated terms

[Invite suppliers](#)



Manage suppliers

- › View information about suppliers and framework agreements
- › Manage contracts, contacts and billing data

Activate

Build your supplier network

“Setting up new suppliers caused us large amounts of admin effort in the past. Now we can add suppliers to our network and adapt it to suit our needs. This has also truly helped us in going digital. It’s a completely revolutionary way of handling indirect spend.”

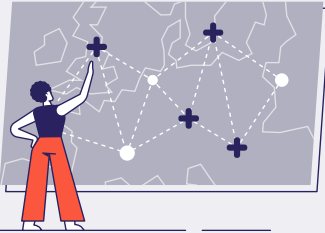
Ralph Ulmer, Head of Corporate Purchasing and Executive Vice President of Hoerbiger Germany



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Procure

How you can access the Unite platform



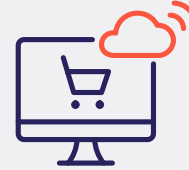
Web-based: start now

SMEs or corporations that don't have their own e-procurement system and want a quick set-up can use Unite.



Via punchout: from your system

Companies with an existing e-procurement system can punch out (cXML/OCI) to our platform.



Via API: seamlessly integrated

Companies that want their employees to stay in their familiar purchasing interface can integrate the **Unite Network** and our **Spotmarket** using our API.

Procure

An overview of features and functions



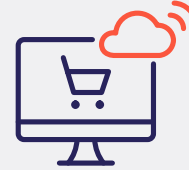
Web-based: start now

- › Easy and free registration
- › Accessible from anywhere
- › Intuitive user interface



Via punchout: from your system

- › All your punchout catalogues in one system
- › Simple digital transfer of invoices, order data and product groups (ECLASS, UNSPSC)



Via API: seamlessly integrated

- › Seamless integration via API
- › Stay within your purchasing system
- › Build and keep your network independent of your system provider

Procure

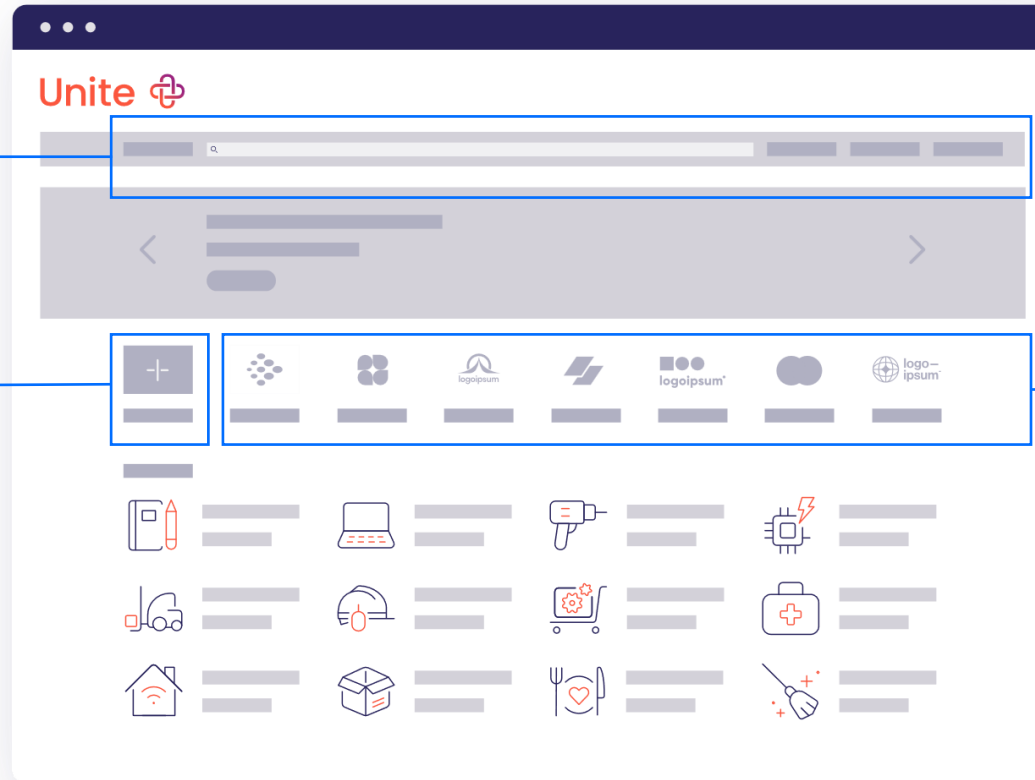
For web-based and punchout customers
Use our platform, Unite formerly Mercateo

The Unite Platform with integrated marketplace

Create a customised purchasing experience

Instantly buy from our integrated B2B product assortment, our **Spotmarket**

Access the **Unite Network** and activate supplier catalogues called BusinessShops



Buy from your activated BusinessShops alongside your framework catalogues

The Unite platform with integrated marketplace

Smart procurement features

- **Built-in Spotmarket for ad-hoc spend** - compare millions of products and hundreds of pre-vetted suppliers for easy, efficient purchasing
- **Easy access to the Unite Network** - curate a customised multi-supplier B2B marketplace by activating supplier BusinessShops
- Digital mapping of your **framework agreements**
- **Control what's included in product assortments** and who can access them
- **Powerful product search** and filters across multiple catalogues
- **Standalone user management*** - allocate user/multi-user rights, spend controls and approval workflows
- **Define billing and delivery addresses**, cost centres and ledger codes
- **Shopping basket optimisation** - ensure best price and delivery across multiple suppliers at checkout
- **Access order reports** to analyse expenditure and identify potential savings with order and payments data (ECLASS, UNSPSC)
- **Full compatibility** with over 40 ERP and third-party solutions

Unite platform with integrated marketplace

Benefits for punchout customers

- › **Familiarity** - buy from your suppliers as usual
- › **Compliance** - adhere to compliance standards with ease
- › **Minimal effort** - if your system is already supported, otherwise we'll help you connect it
- › **Flexibility** - transfer your network, contracts and creditors with ease when changing e-procurement systems



Just a few examples of ERP and e-procurement systems punching out to Unite.

Procure

For API customers

Access our Unite Network and Spotmarket

Unite Platform via API

Combine the features of your preferred system with access to the Unite Network and our Spotmarket

- Seamless integration via API
- Stay within your purchasing system
- Build and keep your network independent of your system provider

SAP Ariba

DIG
WE CONNECT BUSINESS

beNeering

JAGGAER

OpusCapita

integra

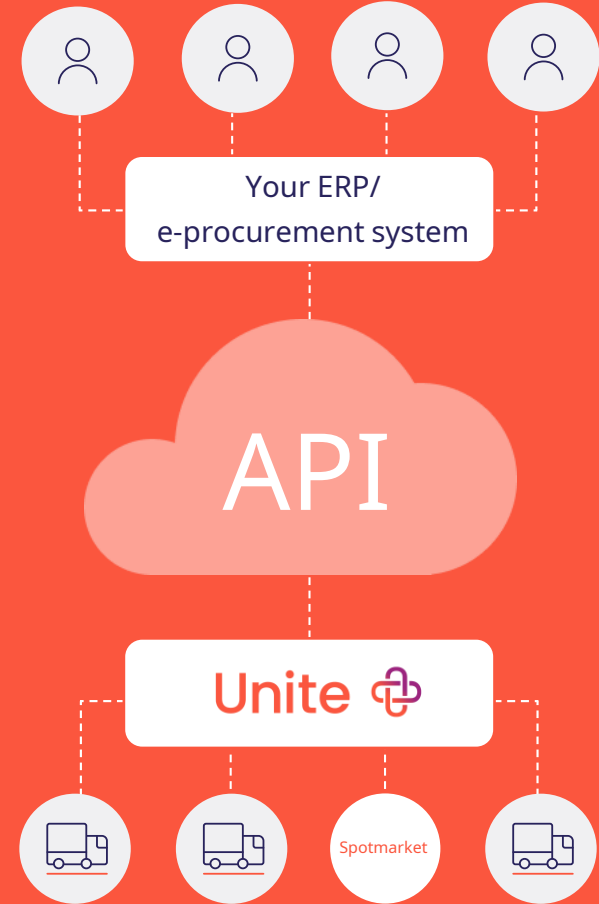
NEWTRON

Brütsch-Rüegger
Tools

2bits
PROCUREMENT EXCELLENCE

Unite 

Buyers

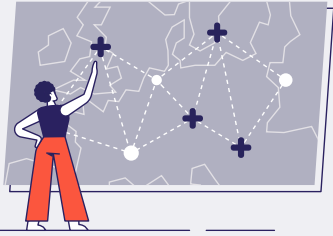


Suppliers

Better business buying

Activate

Find, activate suppliers and build your network.



Procure

Optimise procurement and steer internal demand.



Buy

Customise your B2B marketplace and decide how to shop.



Buy

However you want to buy, we've got you covered



BusinessShop

- + Pre-integrated digital catalogues in the Unite Network
- + One-click activation to create your own customised B2B marketplace
- + Negotiate one-to-one pricing with suppliers



Exclusive Catalogue

- + Bring your negotiated one-to-one conditions or special product assortment
- + Get notified and approve catalogue changes



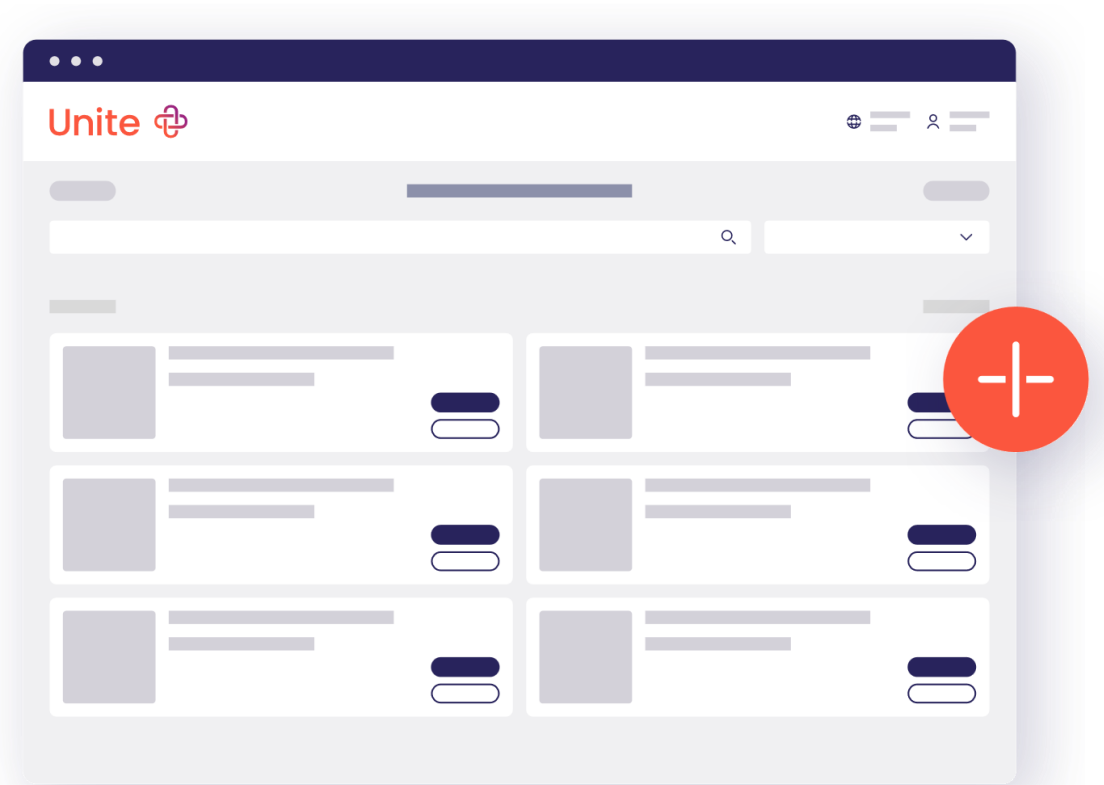
Spotmarket

- + For your ad-hoc buying
- + Over 100 million items across Europe
- + Hundreds of pre-qualified suppliers

Buy BusinessShop

Take control of the way you buy with our BusinessShops

- Activate pre-integrated e-catalogues, called BusinessShops, with one click in the Unite Network
- Start buying from suppliers right away
- Negotiate prices and conditions – a BusinessShop offers enough space for individualisation
- Pricing transparency – benchmark your BusinessShop items against our integrated B2B Spotmarket



Buy

Spotmarket – more than xy (insert per market) categories



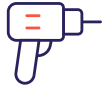
Stationery



Building services, engineering



Occupational safety



Professional tools



Hotel and catering supplies



Medical, therapy, and laboratory supplies



Office and warehouse equipment



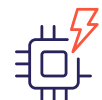
Computers and accessories



Shipping, packaging



Industrial



Electronics



Other categories

Buy

Spotmarket – International coverage

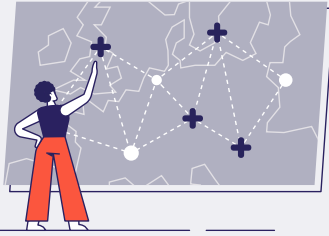


Status: May 2024

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Pay

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Pay

Payments made easy

Make payments easier for your accounts team with our standardised digital invoicing

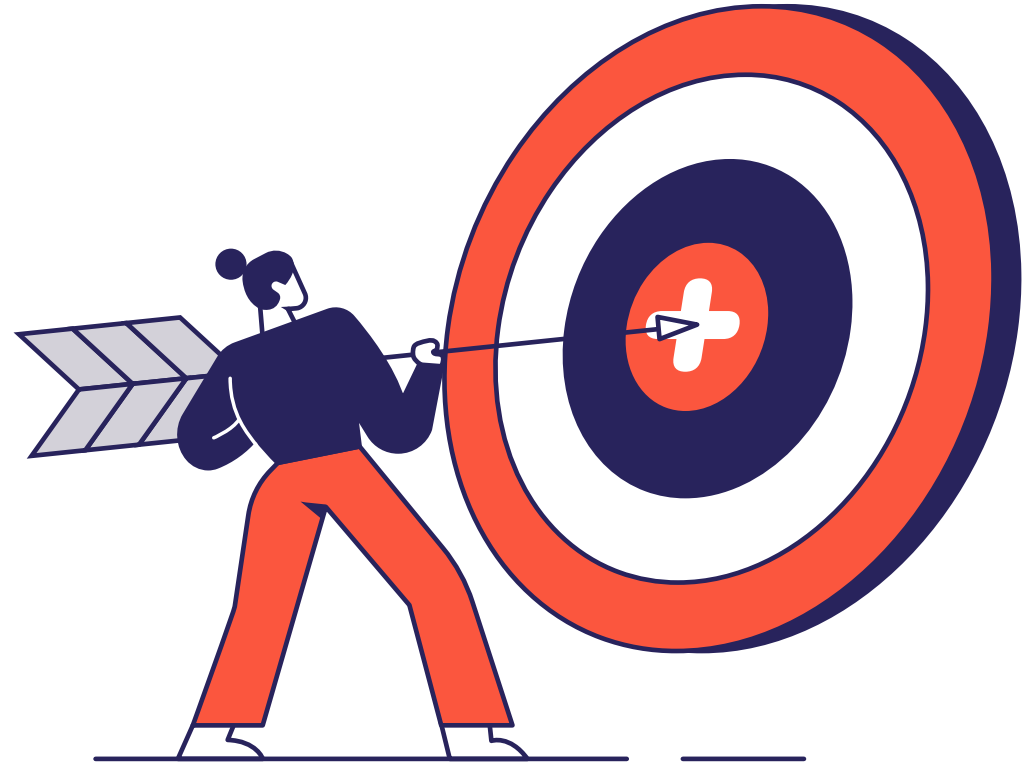
- › Simplify invoice and payment processing with the Single Creditor*
- › Use our analysis to keep an overview of expenditure
- › Automate payment processing and e-invoicing to minimise the risk of accounting errors
- › Use self-billing
- › Enjoy flexible payment terms**



Pay

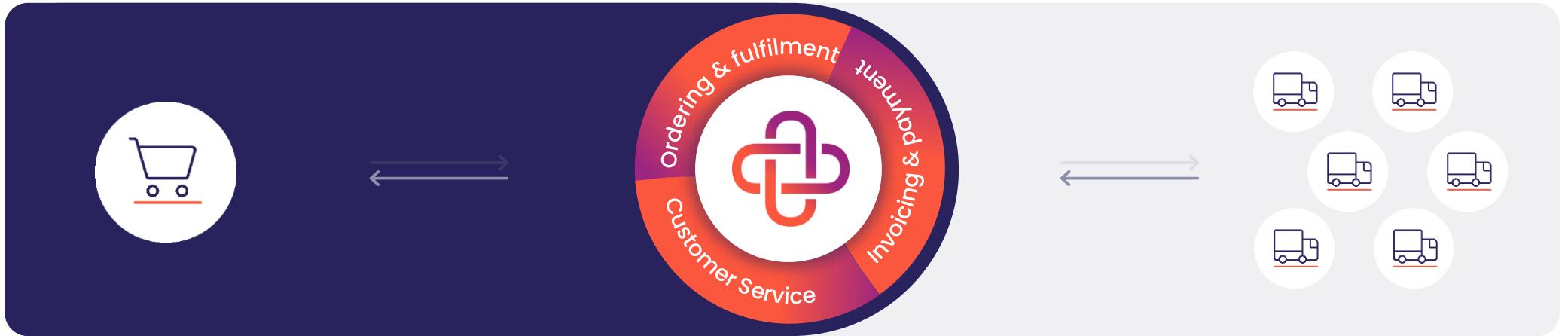
Single Creditor

- **One creditor, but as many suppliers as you want** - place all your orders, from your activated single-creditor BusinessShops and our Spotmarket, through one Unite account
- **Streamlined, accurate accounting** - with accounts payable automation and e-invoicing
- **Greater visibility of your spend** - easy access to order and payments data helps you see the bigger picture
- **Flexible payment terms to suit you** - when buying via our platform, you can extend your payment terms for up to 60 days*
- **Save time with self-billing** - with VAT compliance and invoice checking taken care of*



Pay

How the Single Creditor service works



WHAT UNITE COVERS

Ordering & fulfilment

You specify orders and preferences; Unite handles procurement on your behalf, coordinating with suppliers to deliver your goods directly to you, ensuring individual pricing conditions are met.

Invoicing & payment

You'll receive invoices from Unite as your single creditor for all your orders and only pay Unite.

Customer Service

Unite is your single point of contact for all the steps in the ordering and payment process and operates in your local language. Covering all Network and Marketplace suppliers.

Pay Single Creditor



Order

You place orders with single-creditor BusinessShops and the Spotmarket.

Invoice

Your suppliers send their invoice data to Unite.

Bundle

We bring all your invoices together on one Unite account.

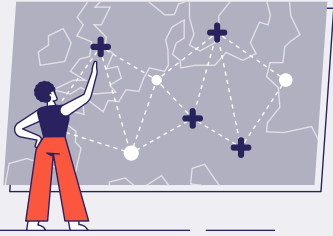
Pay

You pay your Unite invoice and we take care of the rest.

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Analyse

Get insights and support from ecosystem specialists.



Analyse

Reporting and data management



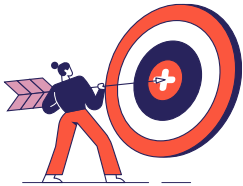
Comprehensive reports

Analyse your operational spend using comprehensive reports (.csv/API/xml).



Increased automation efficiency

Accelerate purchase-to-pay cycle times with frictionless integration using a punchout.



Smart insights and actionable data

Gain visibility into your tail spend and ad-hoc purchasing to identify savings and carbon footprint.



Tail spend analysis and auditing

Capture and process spend data (ECLASS, UNSPSC) to ensure it is standardised and accurate.

Contact

Ready
to book
a demo?

Unite 



unite.eu