

Press Release

Unite and JAGGAER deepen partnership to simplify procurement across Europe

20 November 2025, Leipzig, Germany

Unite, Europe's largest B2B marketplace for catalogue-based indirect procurement is strengthening its partnership with JAGGAER, a global leader in enterprise procurement and supplier collaboration. This collaboration brings Unite's extensive supplier ecosystem and Single Creditor model directly into the JAGGAER ONE eProcurement platform, benefiting customers across the DACH region, Italy, Spain, the United Kingdom and beyond.

Through a seamless API-based search integration, procurement teams can access Unite's catalogue of over 100 million products from trusted, pre-vetted suppliers. The experience combines punchout functionality with real-time product and pricing, simplifying purchasing and invoicing through one unified platform.

"By integrating real-time embedded search with Unite, we enable customers to seamlessly tap into an extensive supplier marketplace," said Alastair McMullan, Vice President of Product Management at JAGGAER. "Together, we're delivering a smarter, more transparent way to manage indirect spend, combining local supplier access, simplified buying, and seamless invoicing in a solution that scales with our customers' needs."

As a result, JAGGAER customers can now:

- Access Unite's B2B marketplace with a wide assortment of indirect goods from over 100 million items across 12 European markets.
- Streamline procurement with Unite's Single Creditor model, reducing invoice volume, accelerating reconciliation, and minimising supplier onboarding.
- Ensure compliance and transparency with built-in ESG insights and consistent governance across suppliers.

"At Unite, we're redefining how organisations manage indirect procurement," said Peter Stenov VP of Strategic Accounts and Partnerships at Unite. "Our partnership with JAGGAER empowers organisations to simplify operations, reduce supplier complexity, and build a more transparent and sustainable procurement strategy."

The Unite and JAGGAER partnership is now live in DACH region, Italy, and Spain, with additional European markets to follow.

About the JAGGAER

JAGGAER is a global leader in enterprise procurement and supplier collaboration, and the catalyst for enhancing human decision-making to accelerate business outcomes. We help organisations to manage and automate complex processes while enabling their highly resilient, accountable, and integrated supplier base. Backed by 30 years of expertise, our proven AI-powered industry-specific solutions, services, and partnerships form JAGGAER One, serving direct and indirect, upstream and downstream, in settings demanding an intelligent and comprehensive source-to-pay solution. Our 1,200 global employees are obsessed with helping customers create value, transform their businesses, and accelerate their journey to Autonomous Commerce.

About Unite

Unite (formerly Mercateo) connects the economy for sustainable business. The trusted e-procurement platform with its integrated marketplace enables effortless sourcing and purchasing for private and public sector organisations.

Bringing buyers and suppliers together for mutual benefit, Unite has established a solid foundation of fair competition and trustworthy partnerships. The platform's scalable infrastructure supports connections, business stability and a robust supply chain.

Unite revolutionises procurement for B2B and the public sector by adding and sharing value for markets and communities. In 2022, Unite became the first platform business accredited with the Fair Tax Mark, representing the global standard for responsible tax practices.

Unite was founded as Mercateo in 2000 and is headquartered in Leipzig, Germany. It operates in 12 European countries, with over 700 employees working both in-office and remotely. In 2024, Unite achieved revenue of €448.7 million.

For more information, visit unite.eu.

Press contact

Need more info?

Contact us: communications@unite.eu