



Working with Mercateo – Suppliers

Become a supplier for Europe's leading procurement platform for business customers

€ 316 million

Group Turnover

23 %

Year on Year Growth

600

Team Members

- Europe's leading B2B procurement platform
- IT company that was founded in Munich in 2000 and is now active in 14 European countries
- The Mercateo procurement platform (MPP) allows companies to cover their general business and specialist requirements from a huge range of products in a process-optimised manner
- MPP also offers many e-procurement functionalities for efficient purchasing

Mercateo for Suppliers



A black icon of a hand with the thumb pointing up, representing a thumbs up gesture.

ADVANTAGES FOR SUPPLIERS

- A neutral platform – effectively a safe harbour allowing suppliers to create new revenue streams within a B2B environment through a safe and transparent procurement network
- Fair competition – We do not use seller ranking and favour certain distributors
- No global competition from cheaper imported alternatives
- No subscription or listing fees. Mercateo is free for strategic suppliers

1. Supplier selection

Our goal is to select the best suppliers who successfully meet our objective and comprehensive criteria.

2. Supplier evaluation

We regularly evaluate the performance of our suppliers in order to maximise supplier sales opportunities and growth potential.

3. Supplier development

Active account management provides supplier development to secure and strengthen the supplier market position.

Maintenance Repair Operations



1.7 million

items available with direct
relationships with leading
brands

Office



200,000+

available office products

IT

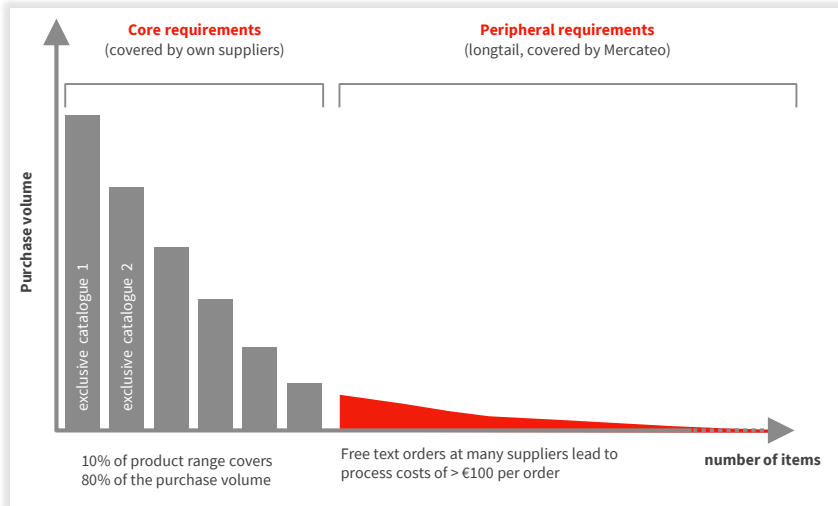


Lexmark™

1.3 million

items across 10 categories

Our Value Proposition



- Customers reduce procurement costs through a single creditor model
- Consolidate hundreds of suppliers in their tail end spend down to one – Mercateo
- Our digital procurement process provides clarity and allows customers to benefit by saving time and money
- Access to tested and quality-assured suppliers/trusted supply chain and constantly growing product range

CHALLENGES WITH MARKETPLACES:

- Untrusted – Throughout existing marketplaces, there is a common problem of lack of trust
- Competitive nature – Selection is often driven through favouring better-known distributors
- Threat from Global competition – Lower quality and cheap imported products affecting domestic supplier sales revenue
- Costs/Commission – High subscription fees and commission

Utilities

RWE

e.on

innogy

**uni
per**



npower



Industrial Manufacturing

CLARIANT

PILKINGTON

SunChemical

dyson

KÄRCHER



Higher Education



**Durham
University**



**UNIVERSITY OF
Southampton**



UNIVERSITY OF LEEDS

Services



SAP

Allianz

NATS

sky

accenture

Atos



Direct Customers

Suppliers have access to our customer base consisting of 1.5m+ active business customers, which continues to grow through successful customer acquisition.



Network Customers

Mercateo is an exclusive partner of SAP Ariba Spot Buy. This partnership allows for your product range to also be visible to Spot Buy Customers.



Thank you for your attention.

Contact us:

www.mercateo.co.uk/corporate/info/join-mercateo-as-a-supplier/