



## **Working with Mercateo – Suppliers**

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

**€ 285 million**

Group Turnover

**23 %**

Year on Year Growth

**550**

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



## **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

A black thumbs-up icon.

## **ADVANTAGES OF USING MERCATEO**

- 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

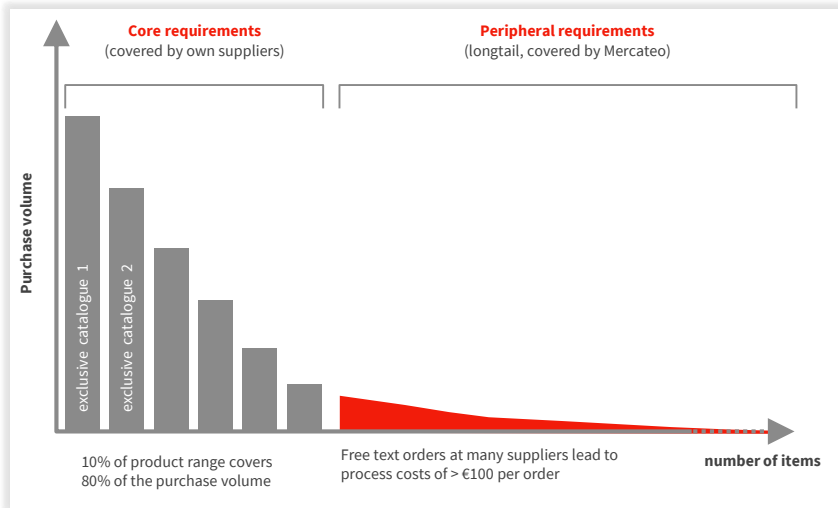
### IT



**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



**Utilities**



**Industrial  
Manufacturing**



**Higher Education**



**Services**



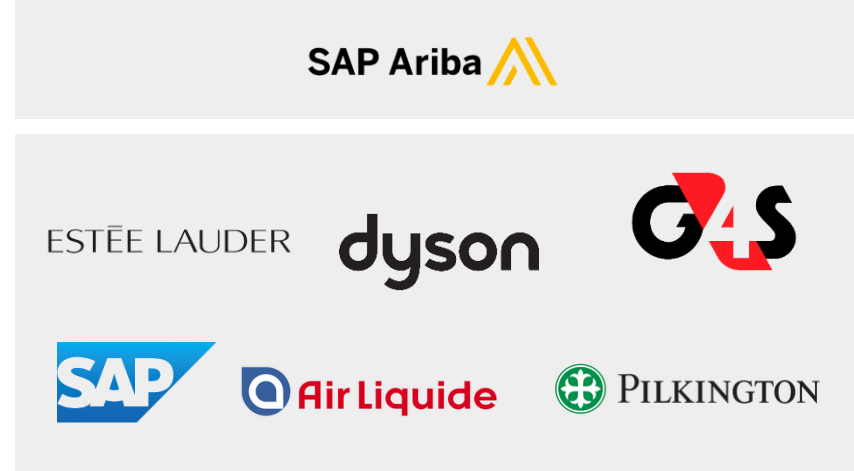
## Direct Customers

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.



**Thanks for your attention!**



**Contact us:**

Mike Elliott

Supplier Manager UK&I

[www.mercateo.co.uk](http://www.mercateo.co.uk)

Tel: +44 (0) 2920 100812

Mobile: +44 (0) 7935 220947

[mike.elliott@mercateo.com](mailto:mike.elliott@mercateo.com)



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