# RM6202 – Tail Spend Solution

# Unite Solution

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# Icon  Description automatically generatedUnite – Mercateo Procurement Portal

## For enquiries and a demonstration, contact us:

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## Transforming your tail spend, indirect purchasing and account management

* Unite’s Mercateo Procurement Portal is an advanced end-to-end solution that can seamlessly integrate into your own systems allowing you to purchase strategically and within governance.
* Quickly access millions of cross-category products from hundreds of pre-vetted suppliers.
* Create a personalised marketplace and bring your trusted suppliers into our exclusive Unite Store.

## Your compliant e-procurement platform

### Key benefits

* Minimise supplier research and selection
* Quickly find and compare millions of products from an extensive category range
* Curate a customised multi-supplier B2B marketplace from our Unite Store by activating supplier BusinessShops
* Map and forecast your spend

### Features and functions

* Full compatibility with over 40 ERP and third-party solutions
* Standalone user management independent of ERP systems
* Customisable P2P integration points
* Allocate user/multi-user rights, spend controls and approval workflows
* Define billing and delivery addresses, cost centres and ledger codes
* Benefit from automatic basket optimisation at checkout to ensure best price and delivery across multiple suppliers
* Analyse expenditure and identify potential savings with order and payments data (eCl@ss, UNSPSC)

## Effortless sustainable sourcing, buying and accounting

### Procure:

* Simplify your contract and **framework management**.
* Purchase online or fully integrate our platform into your existing e-procurement systems via a seamless Punchout process.

### Buy:

* Activate supplier ‘BusinessShops’ within our exclusive **Unite Store** feature to build a bespoke B2B marketplace.
* Negotiate prices and terms, and even invite your own trusted suppliers into the Unite network to create a **single point of purchase**.

### Pay:

* Place all your orders in one Unite account with our **single vendor** solution.
* Streamline your accounting with bundle payments, lean P2P transactions and e-invoicing.

## Control, efficiency and transparency across your organisation

Optimise your indirect buying and supplier management.

### Research and procure

* Minimise multi-supplier research and requisition
* Reduce individual framework and contract management
* Maximise value from your strategic suppliers
* Ensure colleagues buy from preferred pre-vetted suppliers
* Mitigate risk – supply chain visibility helps you meet your compliance criteria

### Search and buy

* Simplify your catalogue and assortment management
* Receive quality products at competitive prices
* Minimise online price and product comparison
* Buy from SME, minority and local businesses to support your social and sustainability goals
* Reduce maverick, rogue and ad-hoc spend

### Pay and reconcile

* Manage complex purchasing within one account
* Reduce costs and accounting pressures
* Get clear visibility across your collective spot buying and tail spend
* Receive e-invoicing from a single vendor
* Obtain comprehensive reporting for efficient tracking, auditing and spend analysis

### ERP and P2P integration

Seamless connection to your existing systems

* Digital compatibility via Punchout integration.
* Integration with P2P solutions, including Basware and SAP Ariba.
* Simple exchange of order data and commodity groups (eCL@SS, UNSPSC).
* OCI/cXML and order interface.
* Digital transfer of invoices – no further manual intervention required.
* Payment by auto-generated credit note.

### Example supported platforms

* SAP Ariba
* SAP
* Basware
* Proactis
* Jaggaer
* Microsoft Dynamics
* OpusCapita
* Integra
* Newtron
* 2bits
* IFS
* Beneering
* DIG
* Proalpha

## Single Creditor solution

Multiple suppliers, one account, minimal administration. No matter how many suppliers you add to your customised marketplace you’ll only deal with one creditor in your system, us.

### Order

Place your order with our single-creditor suppliers.

### Invoice

Your chosen suppliers send their invoice data to Unite.

### Bundle

We bring all your invoices together on one account so you only have to deal with us.

### Pay

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

## Reporting and data management

### Ensure transparency and control within your processes.

* exported reporting

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

* increase automation efficiency

Frictionless integration accelerates the purchase-to-pay cycle times improving your internal procurement and supplier performance.

* smart insights and actionable data

Gain visibility of your tail spend and ad-hoc purchasing to identify savings and to inform strategic and operational decision-making.

* tail spend analysis and auditing

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

# Mercateo Spotmarket

Efficiently manage and streamline your long tail spend using a cohesive marketplace solution that facilitates accelerated purchasing of ad-hoc, low-volume, low-spend goods.

### One portal for on-the-spot purchases

The Mercateo Spotmarket delivers on your specialist or complex procurement requirements.

### Key product categories:

* stationery and office supplies
* office and warehouse equipment
* professional tools
* industrial goods
* building services and engineering
* computers and accessories
* occupational safety
* shipping materials and packaging
* hotel and catering supplies
* electronic equipment
* medical, therapy, and laboratory supplies
* cleaning products

### Advanced product and supplier search filters

* quick and easy search and browse features
* if you’re looking for something specific, our extensive product filters allow you to quickly narrow down your search for fast and efficient buying
* filter by manufacturer, model, supplier, weight, colour, energy efficiency, order availability and more

### Cross-catalogue search and comparative product pricing

* easily compare multi-supplier product availability and prices
* once you’ve selected the product you would like to purchase Mercateo’s advanced comparative pricing feature allows you to instantly review prices, stock levels and shipping options from various suppliers.

### Automated basket optimisation

* get the best price and delivery at checkout.
* compare prices across your suppliers and the marketplace then let Mercateo automatically optimise where to buy from, ensuring you get the best deal.

# Supplier BusinessShops

Make multi-supplier purchasing easy and efficient by using the Unite Store, an exclusive feature unique to the Mercateo platform.

## Curate a personalised multi-supplier marketplace

* you can create a customised multi-supplier B2B marketplace to meet your organisation’s specific needs and requirements.
* activate your preferred suppliers’ BusinessShops and e-catalogues from the Unite Storefor direct access to pre-integrated product catalogues.
* the individual BusinessShops will appear in the ‘My Exclusive Suppliers’ dashboard on the home page.

## Build your bespoke supply chain network

### Key benefits

Our exclusive Unite Store solution gives you greater supplier diversity to meet complex buying needs.

* fast multi-supplier research, sourcing and set-up
* negotiate prices and individualise conditions of trade
* have full oversight of checks and approvals
* develop direct value-led relationships
* expand your marketplace – invite your trusted suppliers to join the Unite Store
* embrace social value and sustainability goals relating to localism, environmental standards and minority suppliers

### Features and functions

Activate suppliers, manufacturers and household brands for fast and efficient purchasing.

* activate supplier BusinessShops with one click
* no onboarding required
* customised supplier dashboard for fast and immediate access
* pre-integrated supplier e-catalogues
* cross-catalogue search
* single-creditor model for multi-supplier purchasing
* bundle payments with account payable automation and e-invoicing

### One-click preferred supplier activation

1. Once a supplier’s BusinessShop is activated you can immediately and directly start buying from their catalogues.
2. Negotiate prices and conditions or choose special assortments to tailor the offering to meet your requirements.
3. You can limit your users’ access to certain product selections to ensure they buy within set parameters.

# Would you like a demonstration?

Why not explore the **Mercateo Procurement Portal** for yourself via our easy-to-use online demonstration platform?

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

**User:** ccsuk\_demo

**Password:** Start123!

If you have any questions or would like to chat about your specific requirements, please call us on 0292 150 9669.

# User guides

Our innovative platform has features you won’t find anywhere else…

Learn more on [YouTube](https://consent.youtube.com/ml?continue=https://www.youtube.com/c/unite-global/playlists?cbrd%3D1&gl=GB&hl=en-GB&pc=yt&uxe=23983171&src=1).

* ‘How to navigate the platform and benefit from our purchasing features’
* ‘How to create an account and access the Unite Store’
* ‘How to explore and activate BusinessShops’
* ‘How to use our cross-catalogue search’

# Social value and responsibility

* Drive digital transformation across your procurement processes
* Embrace social value and environmental considerations
* Work within your policy parameters
* Create value for your community

## Responsibility and sustainability

Build a better future into your supply chain.

The sustainable future of our industry rests on one simple idea: The creation of shared value.

Alongside anonymous spot buying and one-to-one partnerships, our platform is centred around the evolution of enduring and effective relationships, empowering SME businesses, and ensuring supply chain resilience.

By choosing Unite’s **Mercateo Procurement Portal** your organisation enhances opportunities to embrace social value and sustainability considerations. You can support small and minority suppliers and work towards your ‘buy local’ and environmental goals.

###

### Our values

### Fair competition and collaboration

Our platform helps smaller, innovative and more diverse suppliers to become visible. It makes it easier for organisations to include sustainability into their digital transformation. **70% of our suppliers are SMEs.**

### Fair Tax for a better business world

Unite is committed to paying corporate tax responsibly and transparently. Our company has been audited by the Fair Tax Foundation and has met an exemplary level of compliancy. We were proudly awarded the **Fair Tax Mark** in 2022.

### Minority Supplier Development UK

We want to bring greater diversity to supply chains across Europe. By supporting **MSDUK**, we’re part of a community that champions British ethnic minority businesses working collaboratively to build a more inclusive economy.

### Reducing carbon emissions

Within our Spotmarket we identify suppliers by region and postcode meaning you can support your local businesses and **‘buy local’**. Our decentralised delivery solution means we don’t have warehouses or fulfilment centres. Your products come directly from the suppliers helping you work towards your carbon net-zero goals.

### About the Unite Group

Europe’s e-procurement experts: transforming procurement for over 20 years.

* Years in existence = 22
* Brand countries = 15 (UK: Cardiff, Wales)
* Turnover in Euro = 407m (e)
* Employees = 700

### Mercateo Procurement Portal

* A single digital management system.
* Consolidate all your tail and indirect purchasing.

### Unite Spotmarket

* Hundreds of pre-vetted suppliers.
* Millions of cross-category products.

### Unite Network

* Pre-integrated supplier BusinessShops.
* Invite trusted suppliers to join the network.

### Unite Financial Network

* A secure European payment service.
* Single creditor provider.