
London, 24 September 2014

Mercateo UK: Networking at eWorld Purchasing & Supply in London

On 24 September 2014, Mercateo UK Ltd. was one of the sponsors of eWorld Purchasing & Supply in London. "This event is one of the most important forums in the field of e-procurement, e-sourcing and process chain management in the United Kingdom, and is therefore of particular importance for Mercateo," highlighted Caroline Brzezek, Country Manager UK.

In addition to many interesting presentations, it was important for Mercateo to use the event to show its presence on the British market, so as to continue strengthening the prominence of Europe's leading procurement platform.

The eWorld Purchasing & Supply is oriented towards managing directors, heads of procurement and strategic purchasing agents. Thus, the event was visited by just the kind of audience Mercateo wants to address with its e-procurement solutions as a procurement platform. In addition, the event was an opportunity for Mercateo to become more familiar with the English e-procurement market, its customers and competitors, and to spark their interest in Mercateo in return. Roland Svennberg, Senior Key Account Manager at Mercateo, had great success with this in his "Tail Spend – a Paradigm Shift" presentation, which was received with great interest. In his speech, he explored the question of why companies keep spending so much time on the procurement of indirect materials, which leads to high process expenses. In this context, Svennberg introduced Mercateo as the solution for simplifying the whole procurement process. This sparked considerable curiosity, and many of the attendees used the chance to ask in-depth questions about Mercateo's e-procurement solutions.

Mercateo will be attending the eWorld Purchasing & Supply again next year, as the feedback from the event's attendees has shown that there is a considerable level of interest in Mercateo in the market in Great Britain.



About Mercateo

Mercateo is Europe's leading e-procurement platform for business customers. At www.mercateo.co.uk, companies in the UK can order from a wide range of products, including office material, IT and industrial supplies. The offering covers general business needs as well as specialist commercial requirements, stretching to include exotic product categories. The customer base includes Freelancers, small and medium-sized enterprises as well as international corporations. In addition to the standard range of products, companies can also integrate their own framework agreement suppliers on a customised basis and use a modular system of e-procurement functions. These include catalogue hosting, personalised views and product labelling.

In addition to the UK, Mercateo is present in more than ten European countries. In 2013, turnover totalled 135 million Euros, with an average annual growth rate of over 25 % in the last five years.

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