
London, 19 November 2014

Best global supplier of RWE

Mercateo is awarded the RWE Supplier Award „Quality Global“

At the 7th RWE supplier conference on 18 November 2014, Mercateo received the "RWE Supplier Award Global Quality" for being the energy provider's best international supplier. With this award, RWE recognised international work for procurement at Group Business Services GmbH (GBS) and the national subsidiaries over the past four years.

Yesterday, at the 7th RWE supplier conference, Mercateo was awarded the "RWE Supplier Award Global Quality". The prize was presented to Peter Ledermann, Director; Dr. Bernd Schönwälder, Head of Sales and Marketing, and Heike Kleine, Senior Key Account Manager. Mercateo's work for RWE includes developing an international content management-system, creating a legal and tax framework and setting up a single international infrastructure and uniform standards, for example for catalogue content. The company has also continuously expanded the industry range, provided a multilingual customer service and created transparency for the country-specific content strategy. "The international buy-side solution developed with Mercateo has been running successfully in all countries since 2011. The partnership with RWE, the country subsidiaries abroad and Mercateo AG is close and constructive. This award is our way of thanking Mercateo for its excellent work over the past few years," explains Andre Lückert, Head of Master Data at RWE.

RWE group procurement and Mercateo have been working together since 2007, and the two companies have formed a close and constructive partnership. Heike Kleine has been the key account contact person from the outset. "The aim was and remains providing the Mercateo range for RWE users to reduce maverick buying and increase reach with electronic order items." The provision of a catalogue solution including content management, combined with view management, was the key step to further market penetration and the next stage of the business relationship. Since 2009, RWE users have had access to over 100 catalogues of RWE contractual suppliers in a Mercateo user interface. After the success in Germany, the RWE group procurement started to roll out the successful model internationally in 2011. The objective was and remains extend this good experience and these successful processes, initially for a further six countries. Today, the Mercateo platform is available for RWE contractual suppliers in Poland, Slovakia, Hungary, the UK, the Czech Republic and the Netherlands.

The "RWE Supplier Award Global Quality" is the positive response to a close, cooperative and successful partnership that is to be developed further. "RWE is not simply one of our key accounts. RWE is a strategic development partner that has helped us to understand group structures and purchasing solution requirements and tailor our developments to those needs," says Mercateo director Peter Ledermann.



PHOTO: [Presentation of the "RWE Supplier Award Global Quality" – photograph: Peter Ledermann, Director of Mercateo, Heike Kleine, Senior Key Account Manager at Mercateo, Andre Lückert, Head of Master Data at RWE, and Dr. Bernd Schönwälder, Head of Sales and Marketing (from left to right)]

[Photo: Mercateo]

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.

Contact:

Mercateo UK Limited
16 Great Queen Street
London WC2B 5AH
E-mail: press@mercateo.co.uk
Web: www.mercateo.co.uk