

London, 01 March 2017

Efficient procurement in a volatile world

Mercateo was represented at eWorld Procurement & Supply in London with a booth for the fourth time. The trade fair is one of the most important events in Europe for the companies and decision makers in procurement. Topics this year included managing business risks in a volatile world, collaborative networks for the procurement and optimisation of processes.

Mercateo was involved at eWorld this year with a guest lecture and as a sponsor. Mercateo Senior Key Account Manager Roland Svennberg spoke about “Tail Spend Management: Creditor Reduction vs. Supplier Increase” in a guest lecture and presented options with which the procurement of periphery requirement articles can be organised more transparently, efficiently and using less resources. Roughly 30 participants attended the lecture and then found out about the solutions that Europe’s largest procurement platform offers on the Mercateo booth afterwards. A review has been published as a video on the organiser’s website.

The trade fair itself is also an important opportunity for Mercateo itself to meet customers and hold initial consultations. Managers responsible for procurement from UPS, University of Bristol, Telegraph, CooperVision Manufacturing and Ledvance, a spin-off of German Osram Licht AG, visited the booth. Mercateo is also cooperating with Ledvance in other European countries, which showed eWorld trade fair visitors that Mercateo is successfully offering its customers solutions for the whole of Europe.



About Mercateo

Mercateo is Europe's leading B2B procurement platform that combines the advantages of a B2B marketplace and networking platform.

Buyers, suppliers, manufacturers and service providers connect their systems to each other through this infrastructure and process transactions digitally with each other, regardless of their current level of digitalisation. Buyers and suppliers therefore organise their business processes

more efficiently as a result of standardisation and benefit at the same time from the variety on offer and direct relationships with their partners: buyers receive a suitable tailored offer. Suppliers tap into new target groups or focus more intensively on existing customers and

therefore meet customers' expectations of efficient procurement processes and service.

Besides the networking platform, which is positioned neutrally between suppliers and buyers in the B2B segment, Mercateo has also been running Europe's largest B2B marketplace since 2000.

Mercateo increased its sales by 25 % to more than EUR 200 million in 2015. The company operates in 14 European countries and has more than 400 employees.

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