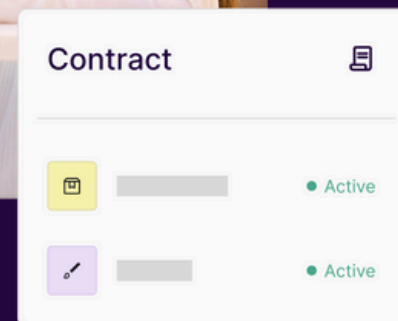
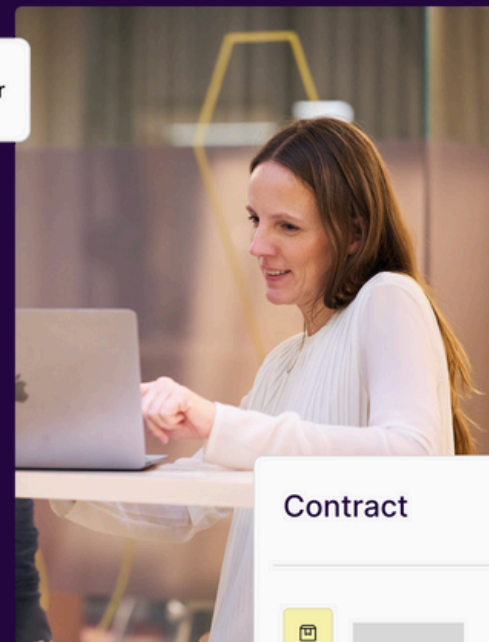
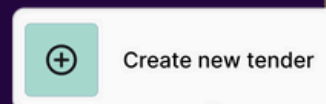


# MerCell Tendering Product Overview

Leading Tender Platform for Public Buyers



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# Public Procurement is at a crossroad

Procurement departments are navigating complex challenges in pursuit of efficiency and integrity.

80%

of all available contracts in the public sector are sourced below threshold and not published in a national database.

**Hoekman et.al 2024 (TED)**

+65%

increase in tender lead time over the past 10 years, from the overall decision making period up to the time of contract award.

**EU Auditor Report 2023**

60%

of tenders received only one bid suggesting a lack of competitive dynamics in the procurement process.

**EU Auditor Report 2023**

**Digitalisation** is becoming a necessity to ensure standardised processes and workflows, as well as user-friendliness, to enable speed and quality in both above and below threshold sourcing and tendering.

# Merzell Tendering

**The preferred European tender platform** for public buyers.

Whether for small or large procurement needs, Merzell equips public buyers with a unified, scalable, end-to-end tender platform that supports compliant and efficient tendering while enabling equal opportunity for all suppliers to the public sector.



## Unified Platform with easy data integration

- Integrated workflow to interconnect all tender processes.
- Integration with external systems (i.e. ERP, PowerBI)
- APIs



## Wide network of suppliers

- 400,000 active suppliers, spanning local, national and EU-based businesses.
- Open new opportunities.
- Higher quality of goods, better pricing and increased competition.

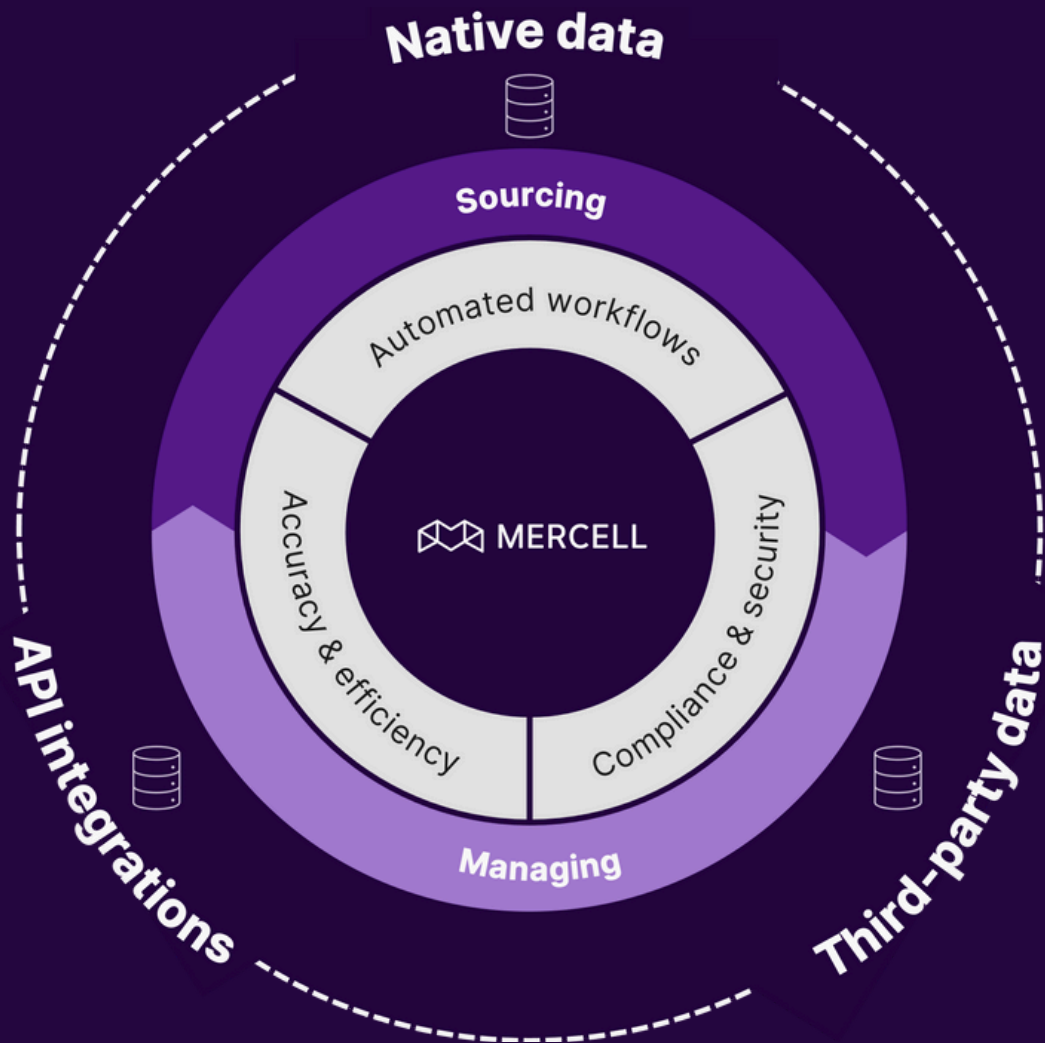


## Seamless compliance with regulations

- EU and national public procurement regulations
- Safeguard your procurement processes
- Leading industry security

# Explore Mercell Tendering Offering

A unified tender platform that ensures compliant and efficient tendering for all procurement needs.



Supplier Discovery

Procurement Planning

Sourcing Below Threshold

Sourcing & Tendering

Contract Lifecycle Management

Supplier Relationship Management

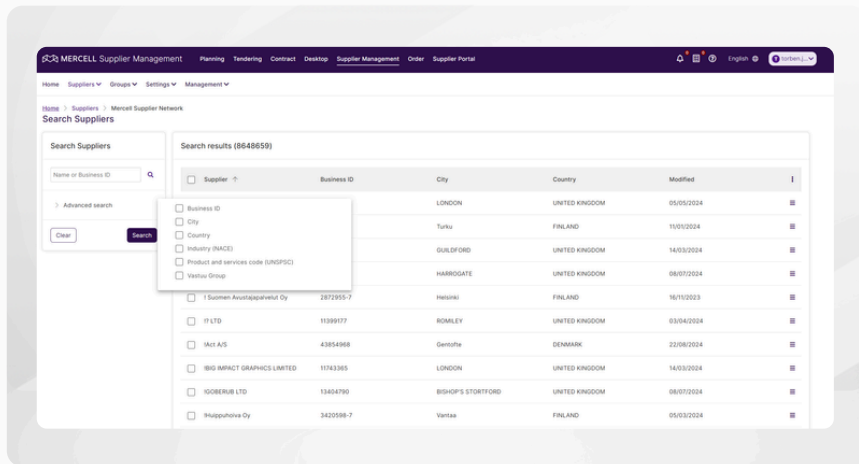
Spend Analysis

Spend Management

# Supplier Discovery

Unlock new opportunities with access to our growing network of registered suppliers. Mercell's Supplier Discovery transforms procurement by enabling buyers to harness their purchasing power fully and amplify competitive dynamics.

Our platform opens the door to an expansive network of suppliers, from local innovators to significant European entities, inviting buyers to expand their horizons and uncover groundbreaking market opportunities.

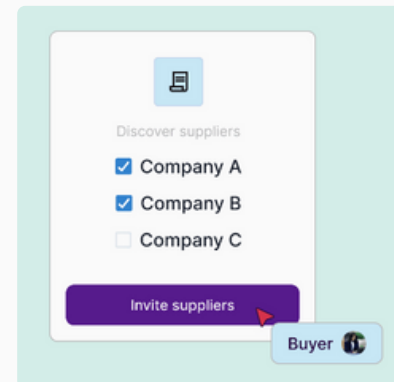
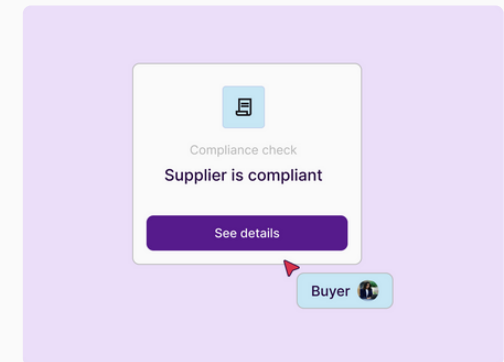


# New Suppliers one click away

Expand your horizons by discovering new suppliers and access a large network in your country and beyond.

## Find New Suppliers

Find and screen your ideal suppliers easily to lower risks.



## Unlock New Opportunities

Broaden your scope with access to our growing network of registered suppliers.

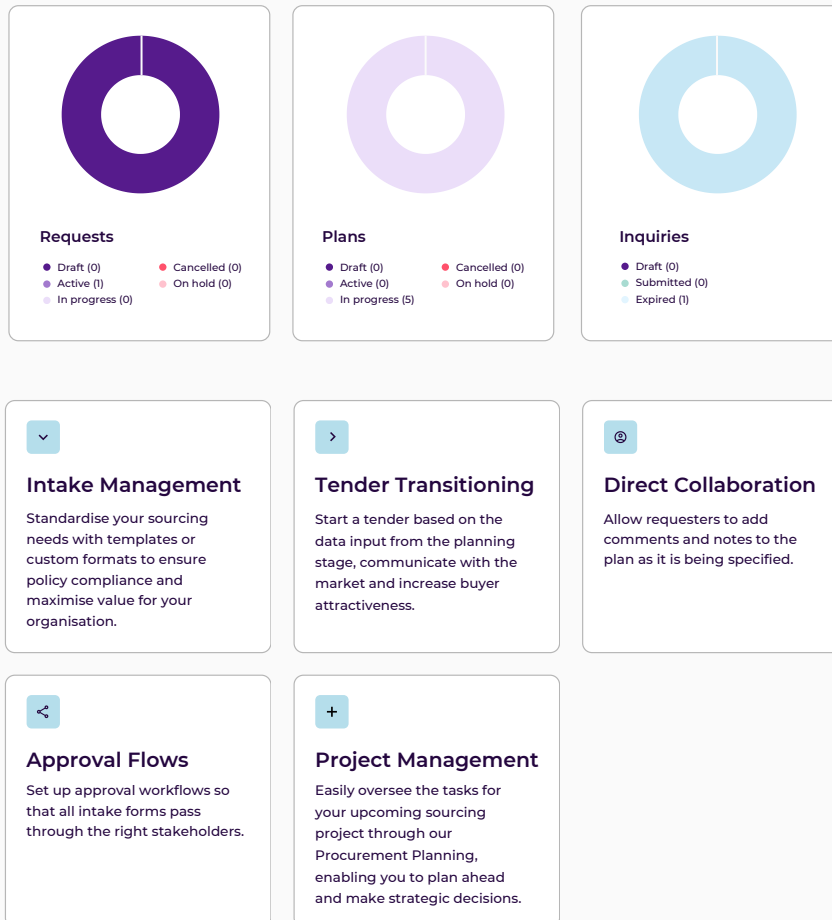


**Access a network of 400,000 active suppliers.**

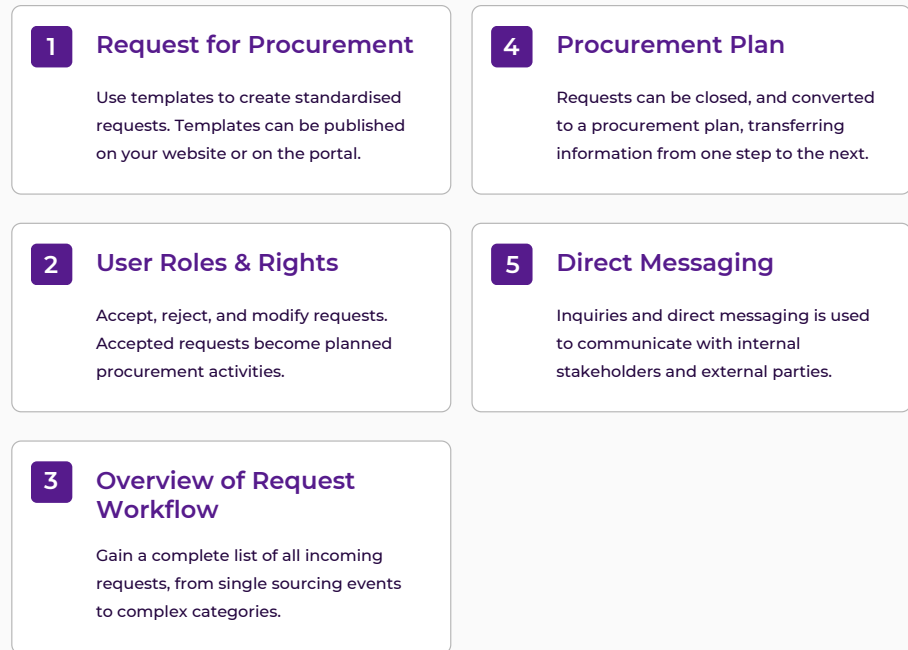
Enrich your supplier collaboration, by tapping into the Mercell supplier ecosystem of over 400,000 local and EU-wide suppliers.

# Procurement Planning

Create purchasing plans based on incoming or recurring assignments. Improve efficiency in planning and executing both current and future sourcing projects, from single sourcing events to complex categories. This full fledged project management tool enhances collaboration by enabling cross-functional teamwork and coordination with external partners.



# Procurement Process Flow



**The procurement plan allows you to:** work dynamically in the planning phase, set up calendars, assign permissions, and add products. Once the planning phase is completed, tenders can be created directly from the plan, and the information is carried forward into the tender.

# Sourcing & Tendering

Boost efficiency and collaboration, both internally and externally, while maintaining strict control and regulatory compliance. Simplify the entire tender process from planning to monitoring with easy-to-follow guidance. Enable access to multiple users and launch tenders quickly with predefined templates.



## Comprehensive Tender Management

Track every step in real-time, from creation to follow-up. Enable comprehensive search by tender description, deadline, value, and type of notification.



## Supplier Engagement

Engage with suppliers directly on our platform, ensuring a transparent and fair process that complies with all requirements.



## Compliance Check

Use our intuitive interface to verify if supplier responses and documents meet your requirements, ensuring you're ready to proceed with evaluations.



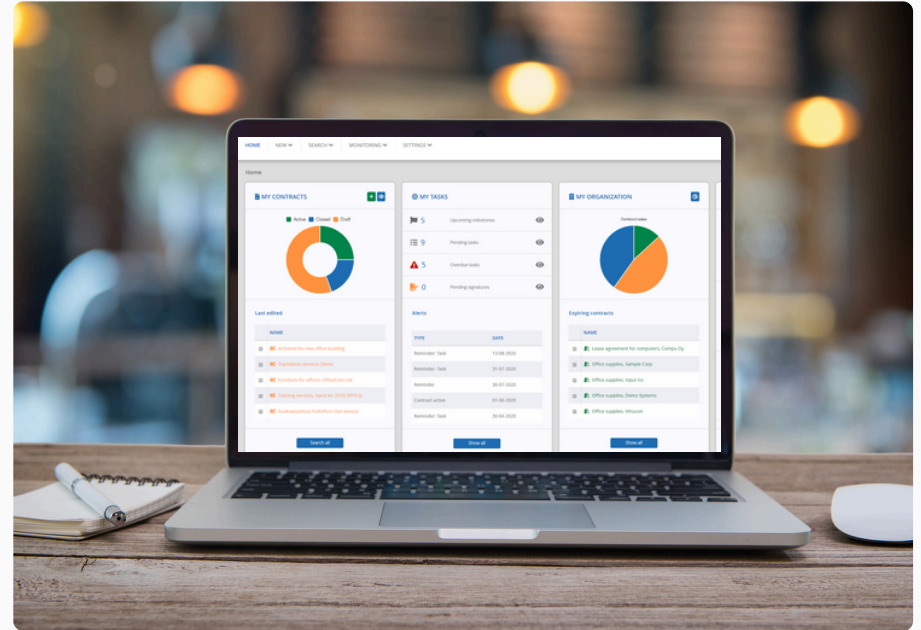
## Tender Templates

Speed up your tender creation with easy-to-use templates for questionnaires and pricing. It's as simple as writing an email. Choose from premade templates, create your own, or use ones shared by peers.



## Dynamic Purchasing System

Simplify below-threshold tenders, allowing buyers to manage decentralised tenders, reducing risk, and enhancing compliance independently.



**Easy setup of supplier qualification and sourced items criteria.** Access pre-saved supplier qualification criteria from previous RFQs and set sourcing criteria with your minimum requirements and acceptance criteria.

## Sourcing Below Threshold

Merrell offers an efficient sourcing platform that revolutionises traditional procurement methods. Our platform supports every step - from discovering suppliers to awarding contracts through the lifecycle - ensuring a user-friendly experience. It empowers your team to manage sourcing independently without the central department losing oversight.



### Direct Offer Evaluation

Easily evaluate offers, communicate with suppliers, and award contracts through a user-friendly interface.



### Dynamic Dashboards

Stay informed with visual updates on your tenders using our dynamic dashboards, keeping track of progress effortlessly.



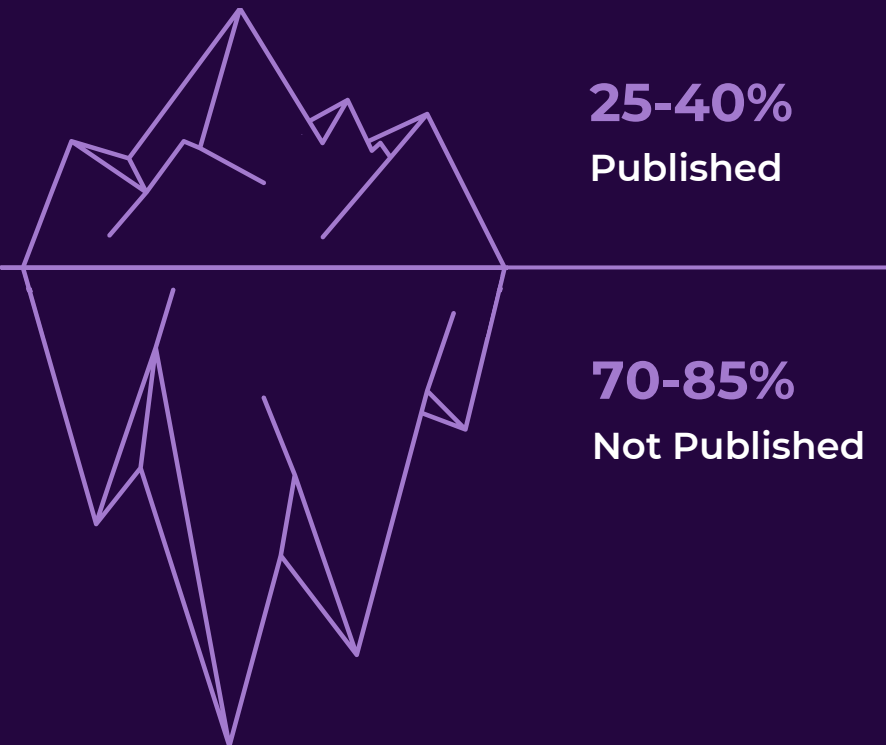
### Comprehensive Tender Management

Monitor your tender process in real-time, from creation to management and follow-up. Everything is centralised in one place for simpler, faster, and error-free tender management.

## The Untapped Potential of Public Procurement

Sourcing below threshold aims to streamline procurement for lower-value contracts, following fewer formalities and reduced administrative burdens, while supporting local economies.

Up to 85 % of all available contracts in the public sector are not published in a national database, reducing market exposure and leading to a decline in competition.



# Contract Lifecycle Management

Manage all supplier contracts in one place. Ensure that reviews, negotiations, renewals and other obligations are met. Monitor deadlines and deviations via direct claims throughout the entire lifecycle, with dynamic follow-up within the system.

## Reduce risk

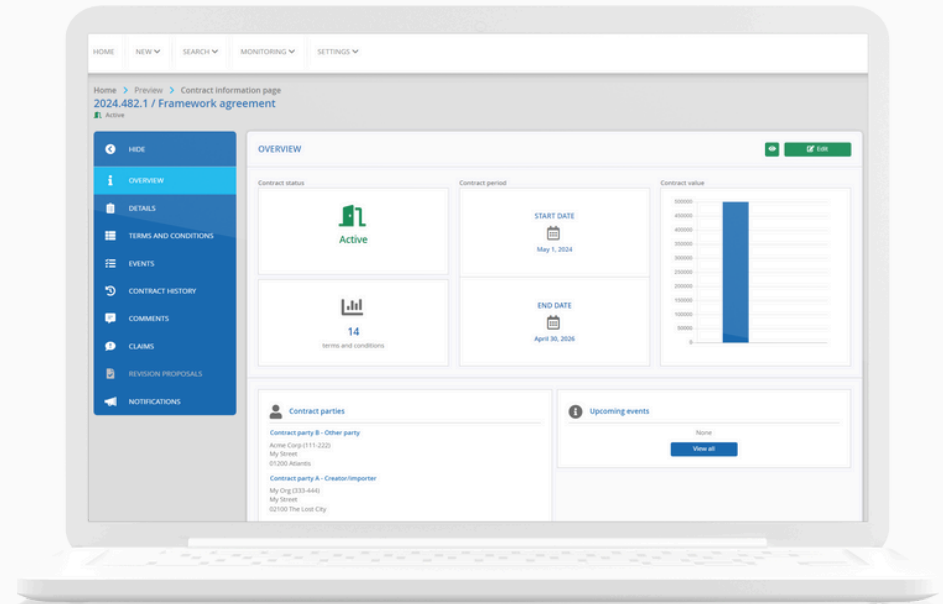
Standardise contract creation and follow-up within a structured framework, ensuring a clear overview and consistent approach.

## Increase administrative efficiency

Centralise contract management, ensuring buyers and contract managers have instant access to current information.

## Transform hidden costs to savings

We enhance contract visibility and centralise records, empowering you to uncover hidden costs and turn them into savings.



### Contract Template & E-sign

Easily create new contracts with templates and expedite the process with electronic signatures.



### Claims & Event Alerts

Automatically alert suppliers about needed actions or quickly propose contract claims in case of violations or disputes.



### Contract Overview Engagement

Easily view your contracts, including their number, value, responsible persons, and current lifecycle stage.

## Create a contract

Generate a contract manually or have it pre-filled, if the contract was generated from a tender.

## Advanced Search

Get a personal overview of your contracts or for any "Person in charge".

## Contract Registry

Comprehensive contract lists and dashboard with health status check and upcoming events.

# Supplier Relationship Management

Keep track and consolidate all supplier information and data into one view. With actionable insights, workflows, and collaboration functions, you can foster robust partnerships, gain transparency over expenditures, and address issues proactively.

## Facilitate dynamic collaboration


Proactively engage with suppliers to address supply chain bottlenecks early.

## Ensure accountability

Easily document and store information for quick access, boosting transparency and accountability.


## Improve supplier performance

Strategically and systematically enhance supplier efficiency, ensuring they meet their obligations.




### Supplier Database

Build and manage a database of business partners.



### Category Management

Segment suppliers to enable procurement reporting on category level.



### Supplier Discovery

Tap into an ecosystem of 400,000 active suppliers for increased competition.



**Simplify supplier onboarding** with easy collection and validation of supplier information, while assessing vendor compliance and risks.

# Enrich Your Supplier Database

- **Create new suppliers.** Add the needed supplier information by creating a new supplier in the system.
- **Invite suppliers to join your database.** Send out defined questionnaires to suppliers to fill out.
- **Access Supplier Discovery.** Browse through 400,000 active suppliers, with data from public databases.
- **Integrate to your ERP system.** Import supplier data to Merccell Tendering.

## Supplier Card

### Supplier Information

- Multiple business IDs
- Pre-qualification regimes
- UNSPC and NACE codes
- Owner Structure
- Financial Information


### Contracts and Claims

Groups and Assessment Scorecard


Request for Information

# Spend Analysis


Connect your invoicing data to track individual supplier spend or spending across suppliers, aiding in making strategic decisions to optimise operations. Use an ERP system integration to organise invoices and group suppliers into similar categories, enabling comparison of spending within specific groups for better financial oversight.

**Data Import & Visualisation**

Centralise sourcing and invoicing data from ERP systems.

**Individual or Group Analysis**

Analyse spending on individual suppliers or by category.

**Dynamic Dashboard**

Use dashboards to narrow searches from invoice to individual lines.



# Spend Management

Use smart analytics tools to leverage your tender, contract, and invoice data, and turn it into actionable insights through industry leading BI-platforms for advanced spend management.

## Data-driven decisions


Enhance your understanding of consumption to strategically manage your organisation's spending.

## Reduce costs


Collaborate with suppliers to rectify discrepancies, correct invoicing errors, and secure reimbursements.

## Customize


Tailor your approach by linking invoices to contracts, creating a category model customised to your organisation's specific needs.

**Data Import & Visualisation**

Centralise sourcing and invoicing data from ERP systems.

**Real-time Updates**

Stay current with real-time data pooling from active systems.

**Dashboard Configuration**

Predefined templates or custom displays for specific data needs.

# Why choose Mercell Tendering



## Intuitive Interface

**Clear Layout:** Facilitate seamless interaction and minimizes the learning curve with consistent use of graphical elements and navigation menus.



## Automated Workflow

**Unified Platform:** Seamlessly integrated platform to support ease of use and a consistent workflow.



## Grow with your business

**Pick & Choose Capabilities:** Built to scale as your organisation grows, adding new functionalities at your own pace.



## Leading Security

**Certifications** show our commitment to maintaining rigorous security protocols, ensuring that your tendering activities are protected against potential threats.



## 400,000 Active Suppliers

**Expand your pool of suppliers** with new and innovative local, national, and EU-based suppliers.



## Regulatory Compliance

**Ensure Compliance:** Mercell helps you and your suppliers follow procurement regulations at every stage.

# About Mercell

Mercell is dedicated to **enhancing connectivity between public buyers and suppliers**. Our platform solutions streamline the public procurement journey, fostering increased efficiency and collaboration. Covering both small and large procurement needs, Mercell assists customers in realising better opportunity matches and ensuring legislative compliance across Europe.

**+5.000**

Public entities use Mercell to manage and source tenders.

**+400.000**

Active suppliers.

**+€200 B**

Europe's largest coverage of public business opportunities.

**29.000**

Our markets, covering 29.000 customers.



For more information, see [mercell.com](https://mercell.com)