

Merzell Tendering

# Procurement Planning

## The first step in every successful procurement

In the public sector, many challenges arise long before the tender stage. When early planning lacks structure and is handled through disconnected processes, procurement needs are not clearly defined and information is spread across teams and tools.

Procurement teams lose control at the point decisions matter most, leaving little room for quality or strategy. That is why effective procurement depends on clear and structured planning from the very beginning.





# Procurement Planning for better procurement outcomes

As the entry point to the MerCell Tendering platform, Procurement Planning establishes the foundation for the entire procurement lifecycle.

Designed for public sector complexity, Procurement Planning is a centralised planning system that replaces spreadsheets and ad hoc coordination with a shared, structured view of upcoming tenders, timelines, and priorities. It enables your team to act earlier, align stakeholders, and prepare higher-quality tenders with less risk.

## From reactive requests to sourcing ready plans

### Fragmented Procurement Planning

Requests arrive late and incomplete

Limited visibility into upcoming tenders

Uneven workloads and bottlenecks

Fragmented collaboration via email

Low supplier participation

Missed bundling opportunities

Increased audit and legal risk

### Integrated Procurement Planning

One intake of all procurement requests

Shared Gantt-style procurement roadmap

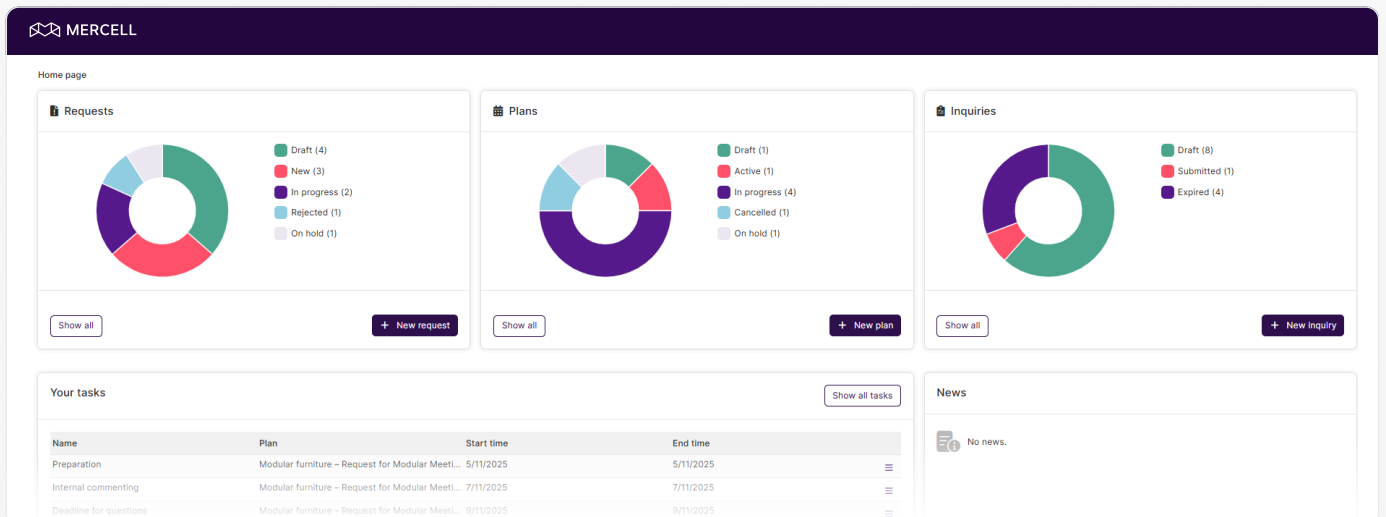
Balanced resources across the pipeline

Shared planning views across functions

Early market engagement and stronger bids

Category-based planning and optimisation

Early risk identification and compliance





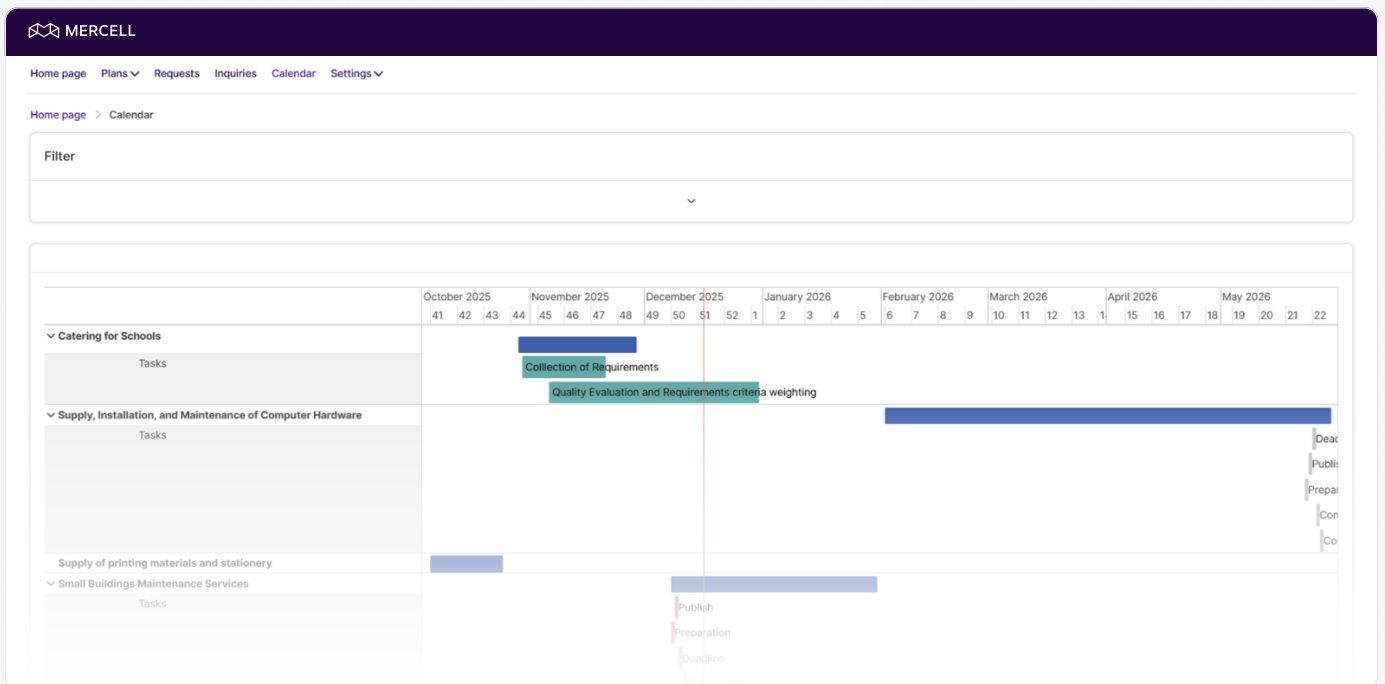
# One organisation-wide procurement roadmap

## Challenge

Procurement activities are often initiated by isolated units, leading to overlapping timelines, duplicated efforts, and lost synergies. Without a centralised overview, procurement becomes tactical and last-minute.

## Procurement Planning provides

- A shared procurement calendar with Gantt style visualisation
- Full visibility into planned and ongoing activities
- Filtering by department, category, and responsible owner
- Alignment with budgets, policies, and organisational goals





# Structured and centralised intake process

## Challenge

Coordination between departments, legal teams, and procurement is often manual and inefficient (i.e. emails, spreadsheets). Procurement requests arrive late, incomplete, or via disconnected channels.

## Procurement Planning provides

- One structured intake workflow for all procurement needs
- Customisable intake forms for consistent and complete requests
- Early involvement of procurement and stakeholders
- Fewer revisions and smoother execution during tendering

The screenshot displays the MerCell software interface. At the top, there is a dark purple header with the MerCell logo and name. Below the header, a breadcrumb trail reads "Home page > Plans > Information page". The main title of the page is "Inf 0010 / Design, Supply and Installation of Solar Power Systems for Public Facilities", with a sub-status "In progress" and a refresh icon. On the left side, there is a vertical navigation menu with the following items: "Hide", "Summary" (highlighted in dark purple), "Information", "Users and user rights", "Schedule", "Requested items", "Items to be acquired", "Procurements", "Messages", "Inquiries", "Comments", and "Contracts". The main content area is divided into three sections: "Basic information", "Attachments", and "Links". The "Basic information" section contains a table with the following data:

Person in charge	Mark Johnson
Name	Design, Supply and Installation of Solar Power Systems for Public Facilities
Unit	Mercell PMM
Description	Design, Supply and Installation of Solar Power Systems for Public Facilities
Categories	Construction and Infrastructure
Estimated value	14000000 GBP
Identifier	Inf 0010
Request	<a href="#">Design, Supply and Installation of Solar Power Systems for Public Facilities</a>

The "Attachments" section contains a button labeled "Open file upload" with an upload icon. The "Links" section is currently empty.



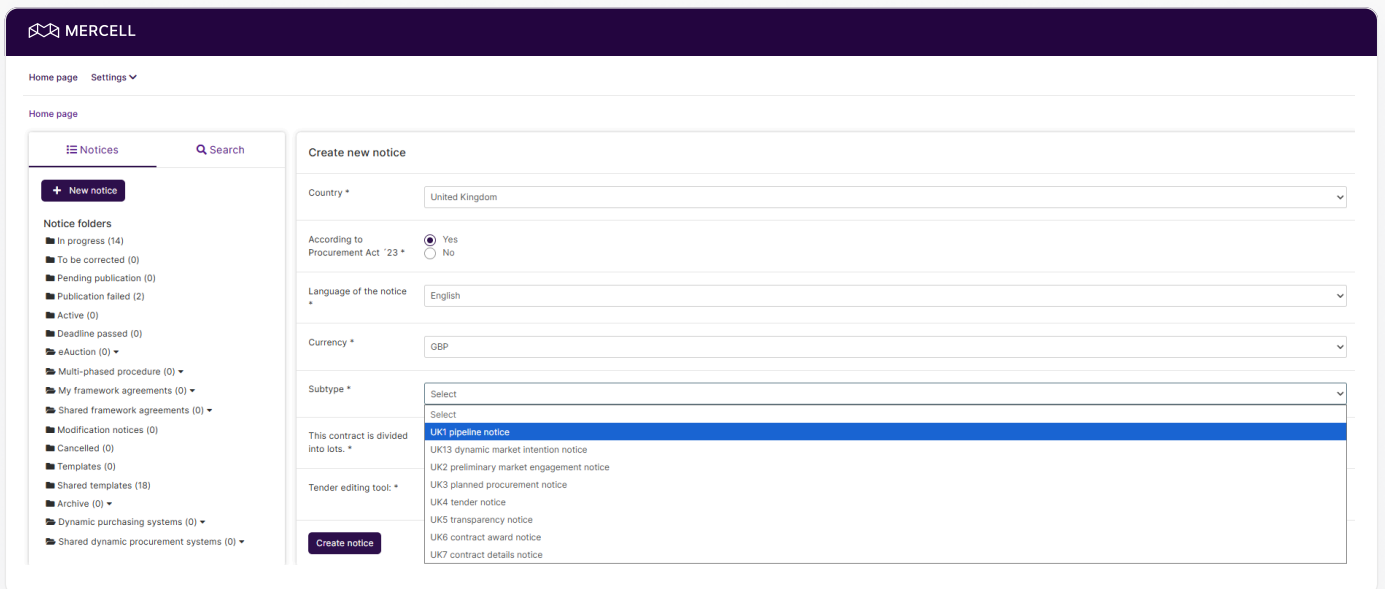
# Early market engagement

## Challenge

Short tender timelines limit supplier participation, reduce competition, and often lead to weaker responses. When the market has little visibility into upcoming procurements, suppliers have less time to prepare, innovate, or engage meaningfully.

## Procurement Planning provides

- Earlier market analysis and dialogue based on planned procurement timelines
- Clearer signals to the market about upcoming opportunities
- Higher supplier participation and healthier competition
- Increased competition, innovation, and response quality





# Category-based procurement optimisation

## Challenge

When similar needs are sourced separately, procurement teams miss opportunities to bundle demand, align timing, and engage suppliers strategically. This often leads to higher costs, duplicated effort, and fragmented supplier relationships.

## Procurement Planning provides

- Identification of bundling opportunities across departments
- Alignment of expiring contracts with future sourcing needs
- Better timing and sequencing of category level sourcing
- Support for long term and strategic sourcing approaches

The screenshot displays the MerCell web application interface. At the top left is the MerCell logo. Below it, a navigation breadcrumb shows 'Home page > Plans'. The main content area is divided into two sections: a search sidebar on the left and a search results table on the right.

**Search for plans sidebar:**

- Search for plans (with a star icon)
- Enter keyword (input field with a plus icon)
- Only search for the plans I have created (checkbox)
- Inverted search (checkbox)
- Select search criteria (dropdown arrow)
- Clear (button)
- Search (button)

**Search results (13):**

Buttons: Import plans, New plan

Identifier	Name	Unit	Created	Person in charge	Status	
Inf 0010	Design, Supply and Installation of Solar Power Systems f...	Mercell PMM	15/1/2026 14:...	Mark Johnson	In progress	
67	MRI Equipment	Mercell PMM	30/12/2025 1...	Mark Johnson	Closed	
WC/2026	Contribution to the Town Together 2030 Plan	Mercell PMM	4/11/2025 11:1...	Mark Johnson	In progress	
DOJ 1/20215	Modular furniture – Request for Modular Meeting	Mercell PMM	3/11/2025 11:1...	Mark Johnson	Closed	
2025/10:1001	Catering for Schools	Mercell PMM	28/10/2025 11:...	Mark Johnson	Closed	
767	Planned Procurement 2026	Mercell PMM	9/10/2025 09:...	Mark Johnson	In progress	
4021	Supply of printing materials and stationery	Mercell PMM	2/10/2025 12:...	Mark Johnson	Closed	
4020	Castle Fields Park Play Area Refurbishment	Mercell PMM	2/10/2025 11:...	Mark Johnson	Active	
4019	Financial Audit Services for the Fiscal Year 2025	Mercell PMM	1/10/2025 17:...	Mark Johnson	Cancelled	
4018	Construction of a Community Health Center	Mercell PMM	1/10/2025 17:1...	Mark Johnson	In progress	
4017	Supply, Installation, and Maintenance of Computer Hard...	Mercell PMM	1/10/2025 17:1...	Mark Johnson	Active	
4016	IT Services	Mercell PMM	1/10/2025 17:1...	Mark Johnson	In progress	
4015	Small Buildings Maintenance Services	Mercell PMM	1/10/2025 17:1...	Mark Johnson	In progress	

View: 20



# One connected flow from planning to tendering

Public procurement is meant to be a connected process, where planning leads naturally into tendering.

Procurement Planning is embedded in the Merccell Tendering Platform to keep the process together, allowing plans to flow directly into sourcing and tendering without duplicate work or data re entry. This creates a smoother transition from planning to publication and keeps decisions, documentation, and intent intact throughout the process.



## Procurement Planning

Procurement Planning helps teams bring all sourcing requests into a single planning view, improving visibility, alignment, and tender quality.



## Tendering & Sourcing

Tendering and Sourcing support structured, compliant tender execution from publication to award.



## Contract Lifecycle Management

Contract Lifecycle Management enables secure, compliant, and fully governed contract management across the entire contract lifecycle.



## Supplier Relationship Management

Supplier Management centralises supplier information and performance to support stronger collaboration and accountability.



## Analytics

Coming soon

Analytics provides insight into procurement and contract spend to support informed, data-driven decisions.

 Plan with confidence

## See Procurement Planning in action

Explore how Procurement Planning turns early needs into clear and coordinated plans.

[Book a demo](#)

### About Mercell

Mercell is the leading European provider of public tendering and bidding technology, dedicated to enhancing connectivity between public buyers and suppliers. Its platform solutions effectively streamline the public procurement journey, fostering increased efficiency and collaboration throughout the tendering process.

Covering both small and large procurement needs, Mercell assists customers in realising better opportunity matches and ensuring legislative compliance across all of Europe.

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