Unite



DATASHEET • AEROSPACE & DEFENCE

From procurement complexity to mission readiness

Aerospace and defence organisations rely on fast, compliant access to MRO, spare parts, tooling, PPE and other indirect goods to keep assets available and programmes on schedule. Unite helps teams centralise buying, improve supplier control and create a governed route to market that supports compliance, resilience and operational readiness – and to cut costs.

Key Aerospace & Defence purchasing facts at a glance



Non-Competitive Spend
Share of UK Defence procurement

Source: PWC



ICT Spend Growth
YoY increase across A&D primes — fastest-growing indirect category



Electrical Eng. Spend
YoY increase on Automation & Process Control across A&D primes



Process Cost Reduction
Average reduction per order in the ELT Group case study

- £40.6 billion paid by UK Defence to organisations in 2024/2025.
- 14,000 units current aircraft manufacturing backlog

The A&D Procurement Challenge at Scale

The wider A&D market is under pressure. PwC reports that global aerospace and defence revenue reached $922 billion in 2024, global defence budgets rose 9%, and aircraft backlogs exceeded 14,000 units, all of which point to sustained demand and continued strain across supply chains. This has led to a +66% year-on-year increase in indirect spend on Electrical Engineering, Automation & Process Control across A&D primes.

UK

Defence Core Department paid £40.6 billion to UK and foreign-owned organisations in 2024/25.

France

€49 billion earmarked for military maintenance planning, including €3 billion in MCO-A support for aerospace.

EU

Defence equipment procurement reached €88 billion in 2024 as part of an EU-wide procurement surge.

Global Market

PwC reports global A&D revenue of $922 billion in 2024, with defence budgets rising 9% year-on-year.

The big picture: A **+43% year-on-year growth** in total indirect procurement spend across Europe.

The Fragmented Buying Problem

Indirect procurement is operationally important but often administratively fragmented. Teams may need urgent access to MRO goods, spares, tooling, workwear, safety items, calibration services or site consumables, but buying activity can still sit outside standard sourcing processes.

What Teams Need

- MRO goods and spare parts
- Tooling and calibration services
- Workwear, safety items and PPE
- Site consumables and ad-hoc items

Common Problems

- Poor visibility over who is buying what, from which suppliers, and at what price
- Manual ordering and approval that slow teams down and increase process cost
- Maverick buying that weakens policy control and makes audit response harder
- Suppliers across low-value categories, adding complexity for procurement and finance

What Problems Does Unite Solve?

Long-tail procurement often sits outside core sourcing processes, yet it absorbs disproportionate effort from procurement, finance and operations teams. For procurement teams that can mean poor price control, maverick buying and hidden process costs.

Reduce Cost Leakage

Gives buyers access to competitive pricing and a simpler buying path.

Support Compliance

A governed, audit-ready route to market aligned with overall procurement needs.

Cut Manual Effort

Managed onboarding, purchasing rule set-up and system integration support.

Improve Visibility

Structured reporting and better control over tail spend.

100% Sovereign Supply Chain

Hosted, supply chain and owned within the EU.



Benefits & Business Outcomes

For A&D buyers, Unite helps reduce the true cost of purchasing by lowering process complexity, improving price visibility and reducing maverick spend. It provides a compliant procurement route that supports legal obligations, auditability and standardised buying behaviour.

Key Benefits	Business Outcomes
Access to 30+ million items from vetted European suppliers, with transparent pricing and supplier neutrality	**Lower total cost to serve** for indirect and long-tail purchasing
Fewer suppliers and standardised purchasing through a Single Creditor model, reducing effort and process complexity	**More time** for procurement teams to focus on strategic work
Faster deployment because Unite provides managed services, not just software	**Faster rollout** with less internal resource pressure
Real-time benchmarking and catalogue optimisation to keep negotiated terms competitive and ensure lowest purchase prices	**Lower total cost to serve** for indirect and long-tail purchasing
Stronger compliance support through framework-backed public-sector purchasing and audit-ready processes	**Better compliance and visibility** for public-sector buying
Local European supply networks that support resilience, continuity, and responsible sourcing	**More resilient supply chains** backed by reliable European supplier structures
Less disruption because existing customers and contracts can be brought onto the platform	**Accelerated rollout** with reduced internal resource pressure

Success with Unite: ELT Group

ELT Group is a defence company headquartered in Rome, Italy, founded in 1951 and active in **11 countries across four continents.**

Challenges

- Indirect procurement spread across dozens of stakeholders and several departments, with **more than ten process steps** for standard orders
- **Time-consuming** sourcing of niche and ad-hoc items, often leading users to buy through e-commerce sites or one-off suppliers paid by credit card
- Supplier and transaction complexity across several divisions created **high management effort** and inefficient order handling

Solutions

- Unite connected to SAP Ariba via punchout, extending ELT Group's existing e-procurement setup with **access to a broader range of indirect categories**
- **Access to hundreds of** vetted suppliers and over 100 million items through Unite Marketplace, with comparison tools and a standardised buying route
- Single Creditor Solution simplified purchasing and invoicing, while BusinessShops gave ELT Group **exclusive conditions with dedicated** suppliers for packaging materials and tools

Results

- **33% time and resource savings** per order through optimised supplier management and lower transaction costs
- **Broader product range** helped prevent maverick buying and supported more standardised purchasing behaviour
- **P2P processes** were streamlined across divisions, with standardised products and optimised order volumes
- **Positive results achieved** within less than six months, and punchout orders were reduced from weeks to only a few days of processing

" In 2023, we placed many orders via Unite, resulting in a time and resource saving of one-third compared to the previous year. "

— Alberto Angeli, Category Specialist, ELT Group



See Your Potential Savings

Discover how Unite helps manufacturers simplify indirect procurement, strengthen compliance and gain clearer control over spend through one scalable platform.

Unite Process Cost Calculator

Use the Unite Process Cost Calculator to see where your business may be losing time and money — and where savings could be unlocked.

Try the Unite Process Cost Calculator

Why Unite for A&D?

- Europe's only 100% European procurement platform
- 100% sovereign supply chain — hosted, supply chain and owned within the EU
- Managed services, not just software — faster deployment with less internal resource pressure
- Brings existing contracts and customers onto the platform
- Supports compliance, resilience and operational readiness

What Unite Does

Unite is Europe's only 100% European procurement platform that helps organisations control indirect and long-tail spend through one managed purchasing environment. It combines access to vetted suppliers, a single creditor model, guided buying, approval rules, reporting and integration support to make day-to-day purchasing simpler and more governed.

Centralise Procurement

Centralises indirect and MRO procurement in one controlled platform, reducing supplier complexity across fragmented categories.

Preserve Existing Contracts

Bring existing contracts and customers into the marketplace, rather than forcing a disruptive rip-and-replace approach.

Configure & Integrate

Configures purchasing rules and approval workflows to match internal policy and framework obligations. Integrates with ERP and e-procurement systems to reduce manual work and improve adoption.

Report & Optimise

Uses Level 3 reporting and better spend data to identify savings opportunities and governance gaps.