

DATASHEET • MANUFACTURING

From MRO chaos to control

Across the manufacturing industry, procurement teams are under pressure to cut tail spend procurement costs, maintain compliance and find more time to focus on higher-value work. Unite brings MRO and other indirect buying into one secure, managed platform that helps B2B organisations reduce total purchasing effort.

Key facts at a glance

72%

Average process cost reduction per order in the Biotronik case study.

30+ million

Items available from vetted European suppliers through Unite.

Top 5%

Unite holds EcoVadis Gold status, placing it among the top 5% of companies assessed.

One controlled route

Bring indirect buying into one governed platform with stronger visibility and compliance support.

Why this matters

MRO spend is rising, supplier bases are growing, and procurement teams are under pressure to deliver cost savings without sacrificing control. Manufacturers are using more suppliers than ever, facing growing complexity across indirect purchasing — making streamlined MRO buying a clear operational priority.

The Problem

Fragmented suppliers, manual buying, poor visibility, and compliance gaps driving up costs.

The Unite Way

One controlled platform with governed workflows, vetted suppliers, and full spend visibility.

The MRO procurement challenge

Manufacturing depends on MRO to keep production running and downtime to a minimum. Yet these purchases are often fragmented across teams, suppliers, and systems — making them hard to govern, slow to process, and expensive to manage.

Centralise Purchases

Bring MRO and indirect purchases into one governed place.

Reduce Friction

Cut approval delays and manual processing steps.

Improve Visibility

Gain better control over lead times and operational spend.

Support Compliance

Enable compliant buying through a trusted, governed route to market.

What Problems Are Manufacturers Facing?

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.

Common Pain Points

- Delays in sourcing MRO items increase downtime and disrupt production
- Fragmented supplier bases increase complexity and administrative effort
- Manual ordering and approval steps create maverick spend and poor visibility
- Compliance and sustainability requirements add pressure to standardise procurement

The Cost of Inaction

- MRO procurement is frequently held back by poor visibility, uncertain lead times, and compliance pressure. Urgent purchases often bypass approved routes, creating maverick buying and avoidable cost.
- Unite addresses these pressures with one centralised platform, a vetted supplier network, and streamlined approval workflows.

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.

Reduces 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 policy.

Cuts Manual Effort

Managed onboarding, purchasing rule setup, and system integration support.

Improves Visibility

Structured reporting and control over tail spend—tracking suppliers, purchases, compliance, costs, and performance improvement opportunities.



What Unite Does

Unite is a European procurement platform that brings indirect spend into one controlled environment. A fully managed platform, Unite combines a single creditor marketplace with governed catalogue intelligence to make buying more controlled, compliant, and measurable.

Bring Existing Contracts Onboard

Integrate existing customers and contracts — no disruptive rip-and-replace.

Configure Rules & Workflows

Match internal policy and framework obligations with configurable purchasing rules.

Integrate with ERP & E-Procurement

Reduce manual work and improve adoption through system integration.

Access Advanced Spend Reporting

Use structured MI reports to identify savings opportunities and governance gaps.

Benefits & Outcomes

For manufacturers, Unite helps reduce the true cost of buying by lowering process complexity, improving price visibility, and reducing maverick spend — while providing a compliant procurement route that supports auditability and standardised buying behaviour.

Key Benefits	Business Outcomes
30M+ items from vetted European suppliers with transparent pricing	Lower total cost to serve for indirect and long-tail purchasing
Single Creditor model — fewer suppliers, standardised purchasing	More time for procurement teams to focus on strategic work
Managed services, not just software	Faster rollout with less internal resource pressure
Real-time benchmarking and catalogue optimisation	Competitive negotiated terms and lowest purchase prices
Local European supply networks	More resilient supply chains backed by reliable European supplier structures
Existing customers and contracts brought onto the platform	Accelerated rollout with reduced internal resource pressure

Success with Unite: Biotronik

Biotronik is a multinational medical device company headquartered in Berlin, Germany. Facing time-consuming tail spend processes, a complex supplier structure, and high maverick buying, Biotronik partnered with Unite to **transform its indirect procurement**.

Challenges

- Time-consuming, error-prone tail spend processes
- Complex supplier structure with more than 200 active suppliers
- Long delivery times of 5–7 days
- High maverick buying rate of more than 28%
- High process costs per order

Solutions

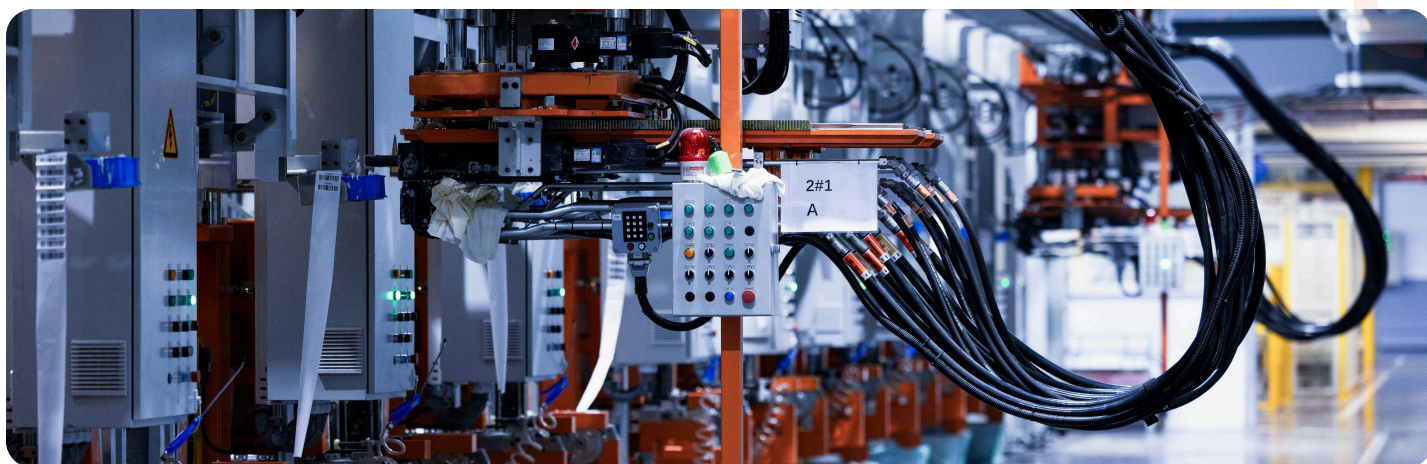
- Unite introduced as a central platform for indirect procurement
- Seamless integration into the existing Jaggaer landscape
- Use of Unite's pre-integrated catalogue and existing framework agreements
- Governed buying through one digital route
- Streamlined purchasing and accounting workflows

Results

- Greater control and transparency, with supplier reduction from 200 to one Unite creditor
- Product selection retained
- Order time reduced from several hours to 20 minutes
- Delivery times cut to 1–2 days
- Average process costs per order reduced by 72%, with maverick buying falling to under 5%

"Working with Unite means less effort, lower costs and greater transparency – all embedded in a scalable, future-proof system."

— **Leonardo Longaretti, Manager Sourcing Indirects Vascular Intervention, Biotronik AG**



See Your Potential Savings

Discover how Unite helps manufacturers simplify indirect procurement, strengthen compliance, and gain clearer control over spend through one scalable platform. Use the Unite Process Cost Calculator to see where your business may be losing time and money — and where savings could be unlocked.

Simplify

One platform for all indirect and MRO procurement.

Comply

Governed, audit-ready buying aligned with your procurement policy.

Save

Identify and unlock hidden process cost reductions across your organisation.

[Try the Unite Process Cost Calculator](#)