Eureca.com allows over 4 million SME´s in the UK to purchase like large corporations

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Recent reports form the European Commission show that by using electronic purchasing solutions, SME´s can save between 5 and 20% on their purchasing costs. Eureca.com, a new B2B market platform based in the UK, is an innovative platform looking to leverage SME´s purchasing power by delivering new Electronic Purchasing tools to all types of companies. By opening up the tendering process to the millions of UK SME´s, Eureca.com has been developed to help professionals buy and sell efficiently in a Business to Business environment.

While many larger businesses are already realizing savings through using sourcing and procurement tools, the adoption of this technology has been slow among SME´s. Existing platforms in the UK are costly to implement and are primarily focused on carrying out complex buying processes, rendering existing “eProcurement” tools useless for the typical UK SME.

Ironically, many of the suppliers that are forced to use sourcing and procurement tools from large companies don't use the tools themselves for their buying needs. The process of finding suppliers and putting contracts out for tender is typically done through email, fax or phone, something that leads to companies establishing a limited list of suppliers and a narrow perspective of the supplier market. In many cases, SME´s fail to leverage their purchasing patterns by negotiating favorable terms, instead following a traditional consumer purchase process.

Eureca.com wants to overcome these issues by providing SME´s, and their employees, a user friendly platform for managing purchasing activity. The platform allows users to monitor all the expenses associated with their purchases, as well as the details on offers from different suppliers. Centralising all the information from different suppliers allow users to compare suppliers and award contracts based on their own criteria. The platform itself is buyer driven, allowing buyers to post their needs, and then to evaluate the offers they receive from suppliers.

Also a product for people that want to sell

Eureca.com is also a marketplace where professionals from any type of company can find business opportunities in real time. After specifying business interests, suppliers will receive notifications of leads relevant to their activities, thereby opening up new sales opportunities.

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