

Press release

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Negometrix and Commerce-hub join forces

Dutch number 1 and 2 in e-tendering market merge

Today, Negometrix and Commerce-Hub announced to join forces. Both organisations are leading providers in the growing market for digital tendering and contract management solutions. Web based tools are increasingly used for private and public tenders, requests for proposals, and supplier relation management. Commerce-Hub and Negometrix are pioneers in this market in the Netherlands (and Bulgaria) and experienced a growth of 25% annually in recent years. By joining forces, further development in this increasingly demanding market is anticipated.

Jan Siderius, CEO of Negometrix: *"By merging, we create an exceptional knowledgeable organisation with 2 powerful platforms both with an impressive track record. This further strengthens our market leadership. Because we have focussed on different business segments, our areas of excellence are complementary. The merged organization will offer a richer solution attracting a broader clientele. Suppliers using our platforms to submit responses to our buyer customers will also benefit from more uniformity."*

Arnaud Honée, managing partner Commerce-hub adds; *"By combining the experience and resources of our organisations, we are in a better position to translate sensitive and complex buying workflows to secure and user friendly software. Today's buyers are setting ever more demanding requirements for procurement platforms; Together we can meet such requirements cost effectively. This offers our customers the long term continuity they seek."*

The market for digital tendering and supplier relation management has grown rapidly in recent years. In an effort to make public spend more transparent, evidence-oriented, streamlined and integrated with market conditions, digital tendering gradually becomes mandatory within the European Union. Even though public buyers can use a national tender platform free of charge, in 2016, 36% of all published Dutch tenders were conducted on commercial platforms. Due to an increasing number of value added features and services offered by commercial platforms, like Negometrix and Commerce-Hub, this market is expected to increase significantly.

The combined organisation has some 300 public, semi-public, and large-company customers. Most universities, hospitals, provinces, energy- & water utilities, and water boards are users of the platforms, but also municipalities and ministries are client. The joint transaction volume via the platforms exceeds € 10 billion annually. The merged entity employs 50 software engineers and consultants. Both the Negometrix and Commerce-Hub platform will continue to be developed guaranteeing continuity for all users.



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About Negometrix

Negometrix is an international software development- and support organisation headquartered in Utrecht, the Netherlands with a development centre in Sofia, Bulgaria. Public institutions and commercial companies alike, Negometrix offers clear insight, structure and support in selecting the best suppliers. Web-based contract management and supplier relation management tools ensure systemic performance- and contract monitoring avoiding revenue losses. Buyers and contract managers have been relying on our platform and our expertise based on 17-year experience.

About Commerce-hub

Commerce-hub is a knowledge based organization helping companies to fully make use of their purchasing potential. Our solutions are based on three principles: the latest ideas on purchasing, latest technologies potential and, not in the least, our daily experience with progressive clients and partners. We are a small, flexible and independent organization driven by change, vision, quality and commercial applicability. We like to engage our customers in our enthusiasm to improve processes with software, making them better, more efficient and more transparent.