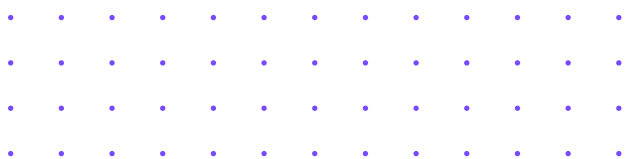


# Merce.com S.A.



Get to Know Us Better



**'merce**

Information about the eCommerce Platform  
manufacturer

# Who

## — Are We?



For over 15 years, we have supported eCommerce leaders in the digital transformation of sales. We provide eCommerce platforms and share the knowledge we have gained from numerous ambitious projects. Customer satisfaction with our products and the opportunity to share our experience drive us to continue developing and improving.



“ Companies have different histories and sources of success. Our strength lies in a team of experts who understand technology and business and communicate effectively with each other. Communication based on mutual trust opens us up to changes, drives project implementation and fosters innovation. Over the years, we have established top-notch work standards that translate into the quality of our products and how we interact with our business partners, bringing tangible benefits to all parties involved.

**Krzysztof Jaciw**

Co-founder of Merce.com S.A.

# Our ————— History



## We Have a Clear Mission

Online shopping can be easy and enjoyable. We create a fully functional platform to meet the expectations of both the businesses using it and their customers.

## We Have Experience in eCommerce

Beginning in 2005, we have travelled a long road to get where we are now. Our current CTO developed a solution to streamline the management of online auctions. This was the beginning of a company that started creating software for online sales entities.



# Our — History



## We Deliver a Proven Product

We Deliver a Proven Product

As our brand grew, we built increasingly advanced solutions and created functions tailored to individual projects. While these implementations were unique, they limited our scalability, prompting us to find ways to meet the demands of complex projects without building all platform elements from scratch each time. This approach would benefit both our partners and our organisation.

## We Are Ready for the Future

We started productising market needs, laying the foundation for today's merce platform. With each subsequent implementation and update, the platform received new features, offering more standard solutions. Today, after years of development and investment in the product, we can support a range of unique sales strategies and are technologically and organisationally ready for future eCommerce challenges.



# 'merce Platform

Our solution is a complete cloud-based eCommerce platform that helps businesses transform and automate sales processes.

## The Software Especially Supports:

### B2B

Manufacturing and distribution companies seeking to automate and integrate multiple data and processes in one digital place.

### B2C

Online businesses growing through further integrations and international sales, looking for a stable and scalable environment.

### Omnichannel

Retail networks combining online and offline sales, focusing on unifying sales processes, returns and customer service across multiple channels.

## Key Platform Metrics:

**2000**

Number of platform changes conducted annually

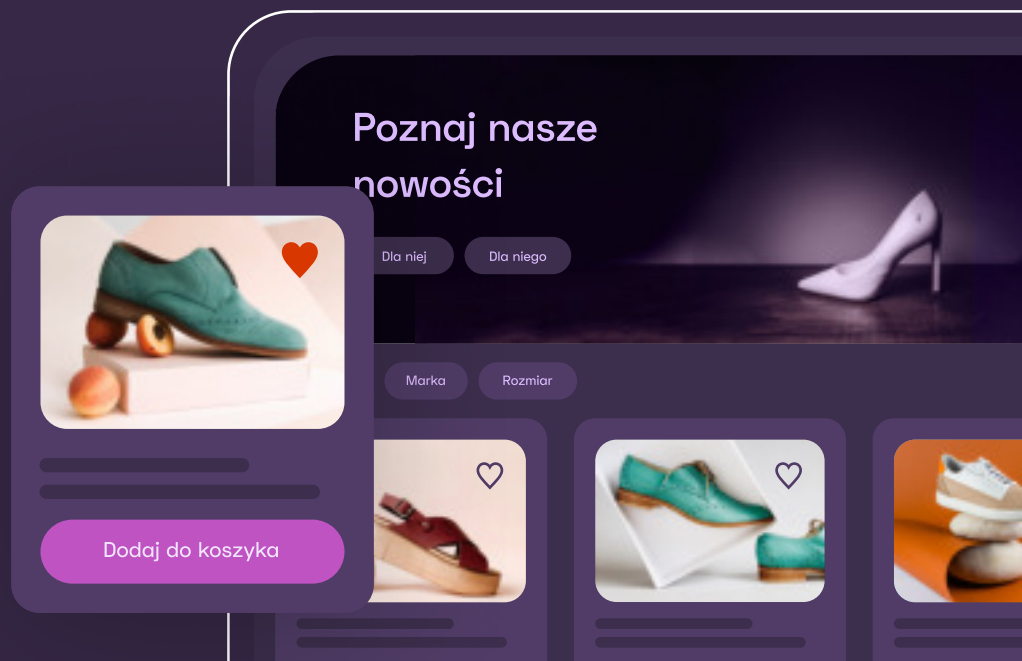
**1.9 billion PLN**

Annual transaction value processed by the platform

**99,9%**

Infrastructure availability guaranteed by the SLA agreement

'merce



# — Our portfolio



Over the years, we have completed projects for Polish market leaders. Our solutions are used by such brands as:



# Awards and Recognitions



FT 1000: Europe's Fastest Growing Companies



Inc. 5000 - Europe's Fastest-Growing Private Companies



Deloitte Technology Fast 500™ EMEA



Clutch Top E-Commerce Developers in Poland



Newsweek Poland, Innovation Initiator



e-Izba Decade Gala Distinction



Deloitte Technology Fast 50



Deloitte Technology Fast 50 EMEA



Digital Quality Mark SaaS eCommerce



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# #teammmerce

We pay great attention to the culture of the organization. We base it on three core values, on which we have developed an individual work style and direction:



## Trust

Building cooperation based on trust and open communication



## Impact

Creating functional products for other companies and having a tangible impact on the availability of online shopping



## Openness

Going beyond the norm – creating new solutions and introducing them to the market, appreciating the diversity and experience of employees

## We value diversity and experience

Our team consists of members specialised across various fields. This diversity is what allows us to implement new ideas and create further solutions in accordance with our established values.

**80+**

employees in the company

**76%**

of the 'merce staff is associated with the implementation and development of our platform

**55%**

of our team members have been with us for more than 5 years

**'merce**

# Management



## Team

The organisation is led by people with complementary skills. Their knowledge and experience have enabled them to build a stable company.



### Paweł Jaczewski, CTO

Developed the first version of proprietary eCommerce software in 2003. He oversees the operation of all technological solutions and directs platform development.



### Krzysztof Jaciw, CFO

An experienced entrepreneur with 20 years of experience, responsible for legal, administrative, financial, and HR&EB departments.



### Paweł Szewczyk, CMO

With over 15 years in the IT sector, he is responsible for the marketing, sales and implementation departments.



### Krystian Huptys, CCO

With over 10 years in the eCommerce industry, he specialises in combining business needs with sales system solutions, monitoring all project-related issues.



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# Let's talk

# business and more

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Would you like to learn more about our product, organisational culture or cooperation? Contact the person of your choice directly.

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## Sales

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