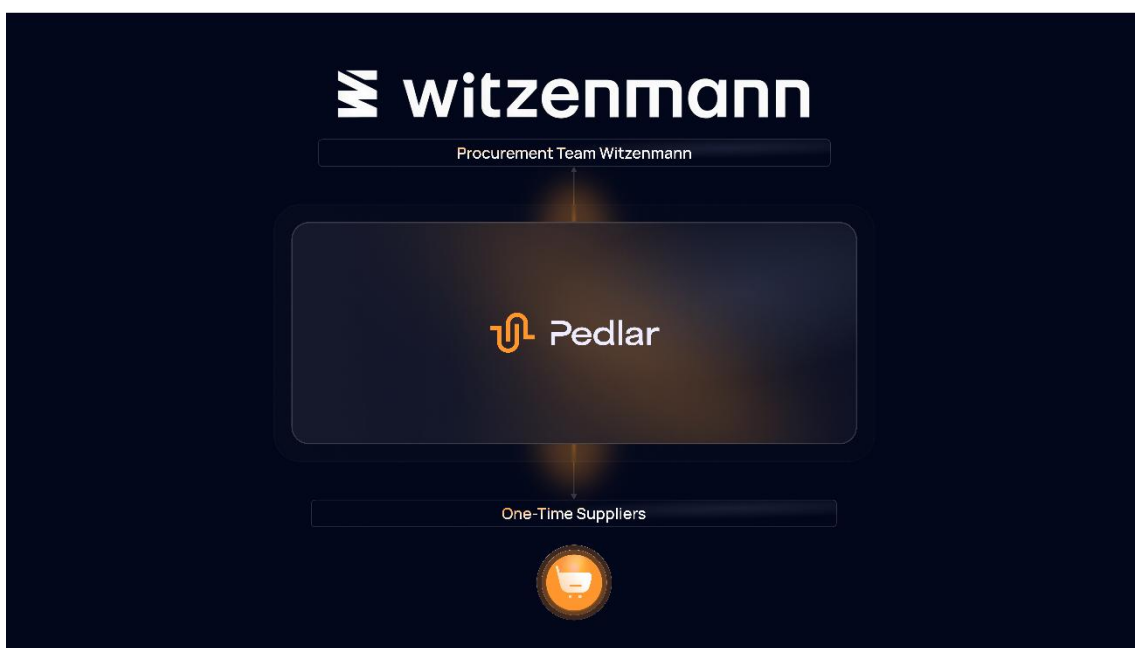


Press Release

Pforzheim, 21 August 2025

Process Innovation in Procurement: How Witzenmann Saves Over €35,000 Annually with Start-up Pedlar

Lean processes, noticeable relief, and measurable savings: Witzenmann GmbH has tackled a frequently underestimated cost driver in procurement – so-called one-off requirements. In cooperation with the start-up Pedlar (based in Essen, Germany), the industrial SME has found a solution that not only streamlines workflows but also delivers five-figure annual process cost savings.



Single-creditor model for procuring indirect requirements: Pedlar acts as an intermediary between procurement and suppliers. (Image source: Pedlar UG)

The Hidden Cost Driver in Procurement

For Witzenmann, the world's leading expert in the safe and efficient transfer of media and energy for mobility and industry, unplanned, short-term orders – known as one-off requirements – proved to be a real cost driver. They generate a disproportionately high administrative workload: complex supplier set-ups, manual compliance checks, lengthy coordination processes – all despite their low purchasing volume, with an average goods value of just €260 per requirement. The result: up to €140 in additional process costs per order – about 300 times a year. For the procurement team, this meant not only an excessively high use of resources but also annual additional costs of more than €40,000. This is precisely where the collaboration with the Essen-based start-up Pedlar came in – a smart process outsourcing solution that brings genuine efficiency gains.

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Streamlining Processes with Just One Email

What once caused manual extra work and consumed valuable time is now a smooth process. At Witzenmann, one-off requirements are now triggered with just one email – Pedlar handles everything else. The start-up manages the entire process: from supplier qualification to ordering and invoicing, through to support with delivery issues. “The manual supplier set-up, time-consuming compliance checks, and coordination are completely eliminated – procurement is noticeably relieved, processes are standardised and accelerated. The previously resource-intensive problem area of one-off requirements is now fully outsourced and efficiently solved at Witzenmann,” says Michael Schmid, Vice President Purchasing at Witzenmann.

Small Orders, Big Impact

This case demonstrates how intelligent process outsourcing can lead to significant savings – at Witzenmann now over €35,000 annually. The complete [case study](#) provides insights into the transformation process, specific savings potential, and the impact on the organisation and efficiency of procurement. It is an inspiring example of smart procurement in the mid-sized sector – relevant well beyond procurement managers.

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Pedlar

Pedlar was founded in 2023 by Christoph Herricht and Marvin Tekautschitz. The company specialises in procuring one-off requirements from online shops for businesses. Pedlar simplifies the purchasing process through a single-creditor model that processes all orders through one supplier, reducing administrative work and improving process compliance. For companies, this means an average time and process cost saving of 85per cent. The Essen-based company currently employs nine people.

The Witzenmann Group

Technology that connects. Perfection that moves.

We are your global technology leader for the safe transmission of media, and set standards worldwide. Manufacturers, suppliers and service providers in the building, mobility and industrial sectors around the globe benefit from our unique knowledge, outstanding engineering expertise and drive for perfection.

With our piping systems, metal hoses, expansion joints, metal bellows, pipe supports and vehicle components, we offer innovative product solutions and services – also for the key technologies of the future. Semiconductor manufacturing, the hydrogen economy or e-mobility: whatever the field, we are actively shaping the transition to a decarbonised world. Our solutions are reliable, efficient and sustainable, even in the most challenging applications.

We have one goal in mind: satisfied customers whose operations run smoothly and efficiently. With the world's most comprehensive and diverse product range, our family-owned company offers unparalleled solutions. And with around 4,400 dedicated employees in 16 countries, we are well prepared to support current as well as future customers – including you!

For more information, please visit: www.witzenmann.com



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Image and Caption



Caption: Single-creditor model for procuring indirect requirements:
Pedlar acts as an intermediary between procurement and supplier.

Image source: Pedlar UG

Image material and the case study can be downloaded here:

<https://share.followred.com/index.php/s/yix79W8ZqRdAnR3>