

CONNECTIONS

International customer magazine from MTS

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**INSIDE THIS ISSUE:
THE EXPANSION OF MTS**

MTS is Expanding

New Leader ...	1
New supplier product ...	2
Additional customers .. Oddfjell goes live	2
New office in Singapore	3
Christmas Greetings from MTS	3

A new leader...

Marine Transaction Services (MTS) has a new leader. Brynjar Gevelt has taken on the role of CEO.

Brynjar brings with him 14 years in the maritime software and service arena. His experience includes Corporate Software Development Manager in Marinor Shipping and Offshore Services AS, Technology Director Visma MarineAS (Spectec), and the and the latest 3 years as Director of products and projects in MTS.

Brynjar looks forward to building on MTS's long term strategy – targeting true cost efficiency for the industry through services and solutions that bring real value to both buyers and their suppliers.

In addition, a new developer has been employed in the MTS product development department. Roger Werner Laug comes from IT consulting company Tieto Enator where he has been specialising in the maritime industry.

MTS provides:

- Easy integration process with integration adaptors
- Quick access to e-commerce
- One common interface for all e-transactions
- Single data entry
- No comprehensive training of staff required
- Improved process efficiency
- Greater transparency of information,
- Cost savings!



Brynjar Gevelt – CEO



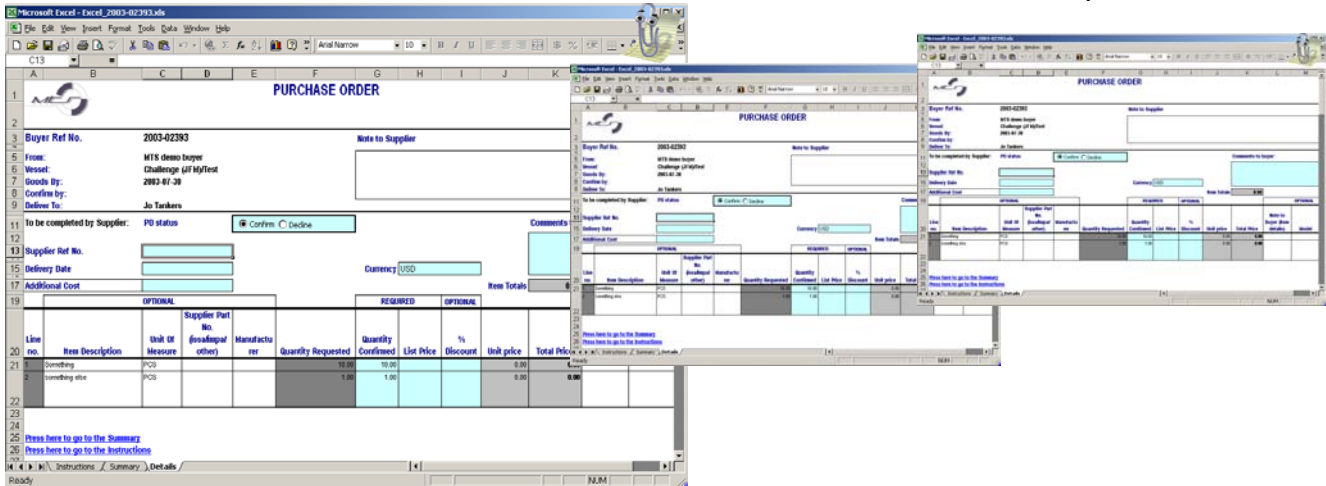
**Roger Werner Laug
System Developer**

New Supplier Product from MTS

MTS has launched a new product, SupplierAttach, which enables suppliers to answer quotes and orders from their customers, all they require is an email address. Customer quotes and orders will be received by email with a spreadsheet attachment which suppliers complete and return to their customers by email. The information is then imported into the customer's purchasing system.

SupplierAttach has been a popular choice as a supplier tool since its launch in the 3rd quarter this year. From the Shipowner/operator's viewpoint, they can begin trading electronically with more of their suppliers, sooner. And from a supplier point of view, if they are not at a stage where they are ready to invest time and resources in an integration project, there are a range of alternative solutions to choose from.

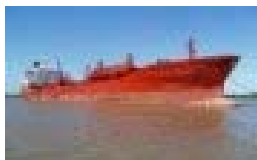
Jan Fredrik Munkey—MTS Director of Development, explains that "While some marine e-commerce providers began with what we refer to as 'basic solutions', MTS began with true B2B, by integrating customer's purchasing systems with their suppliers' sales order processing systems. This has meant that MTS has become the integration specialist, and, with the introduction of SupplierAttach, can now offer an extended product range for those supplier's choosing not to integrate their ERP systems at this stage. With SupplierAttach completed and in production, we can safely say that MTS has the most complete range of solutions available and operating in the marine market today."



Oddfjell goes live using MTS Services

In the last issue of CONNECTIONS, we announced the development of a global business-to-business (B2B) software and e-commerce solution for the shipping industry, together with SISCommerce. The solution is a "ship to cash" integration, including the entire procurement process from requisition to electronic invoicing.

Oddfjell began using this link to their marine vendors mid October and Wallenius, Norgas, and other Shipowner/operators using SISCommerce, have planned to begin using this link in early 2004.



MTS opens a new office in Singapore

Responding to customer demand, MTS has expanded operations in the Asia Pacific area by opening a regional office located in Singapore.

The MTS office has employed 2 representatives, an Area General Manager who takes on a strategic planning and implementation role, and an Area Sales and Marketing Manager who is the point of contact for customers and potential customers. The two new recruits come from within the industry, both with a background from the purchasing environment in Singapore and Malaysia.



Brynjar Gevelt - CEO of MTS, comments, "I'm thrilled with the development, especially as it is our customers in the area who have requested this, and we can now assure these same customers that competent support for the crucial integration and initial implementation phase, is close at hand. That both our representatives have an existing respected reputation in the Asia Pacific region can only be seen as positive".

Lim Boon Kwang (BK Lim—right), and Emily Tan (middle) can be contacted at the MTS Singapore office on +65 65368179.

Christmas Greetings from MTS



From all of us at MTS to you and your families—we send Christmas greetings and wishes for a healthy, happy 2004.

In lieu of sending paper xmas cards to you (given that we are an e-business provider!), MTS is donating 10 NOK for each of you on our distribution list, to our chosen charity—Doctors Without Borders.(Medecins Sans Frontieres).





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MARINE TRANSACTION SERVICES

*Created by the Marine industry -
For the Marine industry*

www.martranserv.com

- **MTS offers reductions in your procurement process costs**
- **MTS allows you to profit from your existing investments in IT**
- **Using MTS can increase your perfect order rate**
- **MTS services reduce your communication costs**
- **MTS services can influence cooperation with your suppliers**

Marine Transaction Services (MTS) is an initiative designed to bring greater efficiency into e-procurement. Providing the only “Ship to Cash” integration available in the marine market today, MTS is focused on customer friendly solutions and balanced benefits, for both owner/operators and suppliers.

MTS Solutions available:

BuyerOnline: web-based purchasing tool

BuyerLink: integration to ship operators existing procurement application, including electronic invoicing

SupplierAttach: spreadsheet solution for receiving and answering queries and orders

SupplierOnline: Web-based sales order management tool

SupplierLink: integration to supplier’s existing back office system, including electronic invoicing



E-business saves time and costs by simplifying the supply chain.