

# CONNECTIONS

International customer magazine from MTS

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THE EXPANSION OF MTS  
CONTINUES**

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## Top Norwegian Shipowner-operators & Managers choose MTS

MTS has had a busy start to 2004 with 3 new contracts signed, bringing with them over 40 new vessels that will begin trading electronically with their suppliers early this year.

Bergshav and Jo Tankers have chosen MTS's BuyerLink solution to integrate their AMOS Maintenance and Purchasing systems with their suppliers, streamlining their day-to-day purchasing processes.

Red Band has been working on 'merging' their onboard AMOS M&P systems with their central purchasing system - ShipNet. MTS's BuyerLink product will then integrate with Red Bands's ShipNet system, enabling communication to all their suppliers.

### 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!**



**Red Band's Purchasing Manager Jan Johannessen with MTS CEO Brynjar Gevelt**

## Another satisfied Purchasing Manager

We spoke with Terje Hesthamar, Purchasing Manager for Jo Tankers, regarding his recent choice of e-commerce provider.

### **Why is now the right time to begin e-business at Jo Tankers?**

Jo Tankers has followed e-commerce in the marine industry closely, for many years. We feel that the industry is now mature enough in terms of increased participation from shipowner/operators/managers and their suppliers; and also that the technology is developed to a stage which can be adapted to suit the needs of individual customers.

Internally, we have been working with our own purchasing system for some time and feel that we can now profit from this investment by utilising it (our AMOS M&P system) to its full extent.

### **How does your purchasing team feel about the changes?**

Individual purchasers are positive towards e-commerce and the solution provided by MTS. They see their day-to-day workload becoming more streamlined and therefore more productive than it is today.

### **You've been conducting supplier meetings since signing the contract with MTS. What has been the reaction of your suppliers when advised that you will begin sending orders electronically via MTS?**

Our suppliers are positive that Jo Tankers has chosen MTS. There are several who use solutions provided by MTS today and are very satisfied, these suppliers are looking forward to increased benefits by having additional customers using the same tool.

### **Why MTS?**

The choice wasn't easy I must admit! There are many similarities between MTS and their competitors. What is different with MTS is their wide range of solutions to suit suppliers' needs (satisfied suppliers = better prices for us!); and the superior integration technology used by MTS. We believe that the future of marine e-commerce lies in integrated solutions, and MTS has superior products and experience in this area.

### **Other comments?**

We look forward to a positive and constructive cooperation with MTS



**Terje Hesthamar - Purchasing Manager Jo tankers,  
and Brynjar Gevelt - CEO MTS.**



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## MARINE TRANSACTION SERVICES

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

[www.martranserv.com](http://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.**