

CONNECTIONS

International customer magazine from MTS

May 2004

INSIDE THIS ISSUE:

Jotun AS and Hellmann Worldwide Logistics partner up with MTS...

Marine Procurement 2004...

MTS first to implement electronic invoicing services...

E-commerce takes off...

Meet MTS at exhibitions and events ahead...

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!

Jotun AS and Hellmann Worldwide Logistics partner up with MTS

Marine Transaction Services AS (MTS) has been built up by the marine industry, for the marine industry and the solutions are open to all. During the first quarter of 2004, two new Industry partners have joined MTS. MTS is proud to welcome the two companies as partners and to be the chosen e-commerce provider of additional two global organisations: Jotun AS and Hellmann Worldwide Logistics.

MTS partnership model builds upon the idea that a wide spectrum of companies, considering area of business, will be most likely to steer the progress of e-commerce technology in a direction favorable to the marine industry as a whole. The funding partners of MTS are handpicked to create the ideal combination of industry understanding and know-how. A perfect assortment of partners contributes to a resourceful, inventive and efficient steering process. Today's funding partners of MTS are: Alfa Laval, BP Marine, Capgemini, Hellmann Worldwide Logistics, Jotun and Unitor.



SHORT ON OUR NEW PARTNERS:

Hellmann Worldwide Logistics

Thinking ahead and moving forward - is the guiding principle at Hellmann as they move through the fourth generation of their existence. Hellmann Worldwide Logistics seeks to achieve speed, endurance and to overcome vast distances as a result of thorough preparations, unbroken communication and, above all, loyalty to partners. Hellmann Worldwide Logistics offer a wide variety of transport and Logistic services.

Read more about Hellmann Worldwide Logistics on www.hellmann.net



Jotun AS

The Jotun Group is one of the world's major manufacturers of paints, coatings and powder coatings. Jotun is a worldwide manufacturer among the leading in some areas. Jotun Paints is responsible for developing, manufacturing, marketing and selling coating systems and cathodic protection for the marine market (Jotun Marine Coatings) and industry (Jotun Protective Coatings). The division is responsible for marine and industrial coatings worldwide. Jotun protects over 15,000 vessels. Jotun Marine Coatings offer sophisticated products that effectively prevent corrosion and fouling on any vessel. Their 250 coating advisors are at hand to ensure optimum results.

Read more about Jotun on www.jotun.com

An interview in depth, with our two new Industry Partners, will follow in our next edition of Connections. Both a representative from Hellmann Worldwide Logistics and Jotun will then be given the opportunity to elaborate on their choice of e-commerce provider and the additional value this will help them offer their customers in the future. If you have any questions to our new partners, in the meantime, please contact:

Hellmann Worldwide Logistics, Tore Hetland, Tel: +47 415 55 710
Jotun AS, Idar Salvesen, Tel: +47 33 45 72 54

Marine Procurement 2004

Competitiveness through efficient procurement

Marine Procurement 2004 is taking place the 26th of May and is a MTS and Partner event, divided into two parts to mix a formal and down to the point business conference, with an early summer sailing on the Oslo fjord with Christain Radich, the pride of Norway.

We are proud to be able to present top class speakers and we can ensure the participants a day filled with fresh input for future business. On the next pages you can find more details on the set agenda and the speakers.

As mentioned above, Marine Procurement 2004 is a joint initiative between Alfa Laval, Hellmann Worldwide Logistics, Jotun, Unitor, Capgemini and Marine Transaction Services - By the Industry, For the Industry.

If you want more information on Marine Procurement 2004 and the possibilities to participate, do not hesitate to contact MTS.

Phone: +47 22 13 13 93

E-mail: info@martranserv.com



MTS first to implement electronic invoicing services

Marine Transaction Services AS announces it has fully implemented electronic invoicing for its customers. MTS becomes the first in the marine sector to offer this service.

The service was beta-tested throughout 2003 and is now fully operational. Over 3,100 customer invoices have been processed, and the service is being launched as a normal commercial product for MTS customers.

Through integration with key suppliers of back office systems, MTS picks up outgoing invoices, transforming them into XML documents, encrypting them and routing them to the integrated buyer side ERP system, which are of various types. The transfer is fully automatic. In a matter of seconds it is in to the customer's purchasing application for standard approval routines and remittance. The solution is based on standard XML, but various XML dialects and EDIFACT are supported as well.

Users on both buyer and supplier side are reporting savings related to both faster processing time and administration costs, i.e. elimination of printing, postage and envelopes.

MTS's electronic invoicing service is offered as both a stand-alone service or as part of MTS' Ship2Cash concept, where the invoice is part of a complete process including Request For Quote, Quote, Purchase Order and Purchase Order Confirmation. In a Ship2Cash scenario the pilot project reported that the "re-invoice rate" was reduced by 40%. This saving alone provided a project pay back time, including the one-year service fee, of only one year.

E-commerce takes off...

Almost last but not least, we would like to highlight an e-commerce market survey published in the last edition of the The Economist, May 15th - 21st 2004, stating:

"Defying the gloom that followed the dotcom burst, internet commerce has grown into a huge business. Online retailing flourishes, but is only part of the story. Whether business sell online or not, e-commerce has changed the rules".

Further on, stating The Economist, "the funny thing is that the wild predictions made at the height of the boom – namely, that vast chunks of the world economy would move into cyberspace - are, in one way or the other, coming true....(...) So e-commerce is already very big, and is going to get much bigger..."

So, after a difficult start, the market absolutely now is set to grow - do not postpone your IT and e-commerce transitions!



Meet MTS at Exhibitions and Events the coming month



Posidonia

7– 11 June

MTS will exhibit at Posidonia in Greece 7–11 June. You will find us at stand 714, exhibiting together with AMMITEC (The Association of Maritime Managers of Information Technology and Communications). In addition you will be able to find a MTS representative on each of our Partners' stands. Come to stand 714 for a casual talk or book a meeting in advance!



Copenhagen

17 – 18 June

MTS will be participating at this year's SISCommerce User Conference the 18th of June. The focus of the day will be efficiency throughout the value chain and possibilities to reduce man-hours in every day business. If you are planning to take part the second day of this event - we are looking forward to see you in Copenhagen!

MARINE PROCUREMENT 2004 - AGENDA 26 MAY

PART I

Registration start 12.00

Introduction and welcome

Kick off speech

Needs for improved efficiency in the marine industry

Mr. Morits Skaugen, Chairman of I.M. Skaugen ASA

Key Note Speech

Is the future going to be like the past? Evidence suggests not!

Mr. Andy Mullholland, Global Chief Technology Officer, Capgemini

Coffee break

Trends in the marine procurement process and the effects considering system requirements

Total transparent integration, - facilitating service utilization on merit

Mr. Jan Erik Dølvik, CEO, ShipNet

Using e-commerce to streamline the supply chain process

Mr. Per Anders Kojen, Managing Director, Star Information System

The competitive advantages of e-commerce

Mr. Lars Mellgren, AMOS Product Development Director, Xantic

From streamlining internal processes to opening access to customers

Mr. Richard Kelly, Vice President Equipment Division, Alfa Laval

Do it right! Remove costs versus move costs around within value chain

Mr. Jarle Roth, CEO and President, Unitor

Coffee Break

A conscious strategy towards improved procurement

Mr. Terje Hesthamar, Purchasing Manager, Jo Tankers

The marine logistics of tomorrow - the impact of e-commerce and supply chain management

Mr. Michael Claus, Corporate Vice President, Hellmann Worldwide Logistics

The efficiency impact of electronic invoicing

Speaker to be named

E-commerce - By the industry For the industry

Mr. Brynjar Gevelt, CEO, Marine Transaction Services

PART II

Sailing with **Christian Radich**. Transportation provided for planned departure 17.00, for an evening with social mingling, sea food and refreshments

The speakers

Morits Skaugen jr., CEO of I.M. Skaugen ASA

Morits Skaugen jr. joined the I. M. Skaugen board in late 1990, after the merger that created the public company I. M. Skaugen ASA. He became the CEO in 1992, when the company initiated the turnaround process and has since then been in charge of refocusing the company and its activities with customer service programs, cost reductions and efficiency programs. Mr Skaugen jr. holds a degree in Business Administration from Seattle University, USA. He has top managerial and board experience in finance, industrial, shipping and marine-related service activities, nationally and internationally, including the following recent past and present external directorships: Unitor ASA, AS Poseidon, Norhav AS, Bertel O. Steen AS, Chr. Bjelland & Co AS, Winder ASA, The MacGREGOR Group AB, Sweden, and IMAREX ASA, Oslo. Mr. Skaugen jr. is also the managing director and a board member of Eikland AS and the main shareholder of I. M. Skaugen ASA.

Mr. Andy Mullholland, Global Chief Technology Officer, Capgemini

Mr. Andy Mullholland joined Cap Gemini in 1996 with thirteen years experience in senior roles in the IT industry. An early pioneer in network technology, with a subsequent focus on IT as opposed to computing, this led to recognised International status on Internet based technology. Andy has written two major White papers in the last five years that have proposed Technology Architectural models that have subsequently been adopted through out the Technology industry. He is a regular guest speaker at IT events in the USA and Europe, with frequent quotes in the Press and television appearances.

Mr. Per Anders Kojen, Managing Director, Star Information System

Per Anders has got extended experience from involvement in system development, implementation, support and sales of computer systems for the shipping industry over the last 15 years. He has a Master of Science (Naval Architecture) and Master of Management. He is present position is Managing Director / CEO in Star Information Systems.

Mr. Sven Erik Dølvik, CEO, ShipNet

Sven-Erik Dølvik has been working in the industry since 1984, first with GPI A/S and then with ShipNet, from the start, in 1994. During his time in GPI and ShipNet he has been in the following positions: Project Manager, Support Manager, System Manager, Director Professional Services, Executive Vice President, CEO.

Mr. Lars Mellgren, AMOS Product Development Director, Xantic

Lars Mellgren, Master of Science, has 10 years of experience in top management for IT companies that have delivered solutions in consumer package goods and supply chain management in Europe and US.

Mr. Richard Kelly, Vice President Equipment Division, Alfa Laval

Richard Kelly is the Vice President Equipment Division in Alfa Laval, a leading global provider of specialised products, services and engineered solutions. He is responsible for the Parts & Service business covering all segments from Marine & Diesel, Sanitary, Comfort & Refrigeration and Fluids & Utilities. He has previously been responsible for R&D, Production and Logistics within the Marine & Diesel operation. Career started in late 1970s and includes positions with P&O SN Co, Gamlen Chemicals and Albright & Wilson Ltd.

Mr. Jarle Roth, CEO and President, Unitor

Jarle Roth has been Unitor's President and Chief Executive Officer since 2001. He came from the Umoe Group, where he was Executive Vice President and Chief Financial Officer. Other experience in the Umoe Group includes the position of Director of Technical Services, Managing Director of Umoe Schat-Harding and Project Director. He is a naval architect by training and has a MBA..

Mr. Terje Hesthamar, Purchasing Manager, Jo Tankers

Terje Hesthamar is the Purchasing Manager at Jo Tankers, one of the worlds leading provider of deep-sea transportation services for chemicals and other high value liquids. Jo Tankers operates one of the most modern and best-maintained parcels tanker fleets in the world and the company has pioneered a number of innovations. Jo Tankers are known for continuously strive for better and more advanced ships and systems in order to further improvement of quality, safety and efficiency of operations.

Mr. Michael K. Claus, Corporate Vice President, Hellmann Worldwide Logistics

Michael K. Claus joined Hellmann Worldwide Logistics in 1989. He is a 36 years veteran of the shipping and forwarding/logistics industry and has been based in Bremen, Hamburg, Leverkusen and since 8 years in Miami, Florida. He is Hellmann's Managing Director for the Global Network and serves as a Vice-president on the Area Executive Board of the group. As a Director of the NVOCC Pelorus Ocean Line and founding father of Hellmann's specialized product "SOS Shipment of Spares", he remains actively involved in the maritime industry on a daily basis.

Mr. Brynjar Gevelt, CEO, Marine Transaction Services

Brynjar Gevelt is the CEO of Marine Transaction Services. Brynjar has got 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 Marine AS (Spectec/Xantic), and after 3 years as Director of Products and Projects in MTS, now CEO of the company.



Marine Transaction Services AS
Drammensvn 211,
PO Box 178 Skøyen,
N-0212 NORWAY

Phone: +47 22 13 13 93
Fax: +47 22 13 10 50
Email: info@martranserv.com
www.martranserv.com

**BY THE INDUSTRY
FOR THE INDUSTRY**

*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.