

CONNECTIONS

International customer magazine from MTS

December 2004

Wärtsilä deep integration rollout

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Wärtsilä and MTS have been cooperating for a long time and now the deep integration to Wärtsilä's Spares Online system is available to the market.



Finnish ship power supplier Wärtsilä cooperates with MTS within the marine e-business market and has through the MTS infrastructure now integrated its Spares Online service. Spares Online gives ship owners / operators full control of their parts ordering and delivery process directly in their existing purchasing system. Spares Online keeps track of all ship owners / operators installations and provides an updated view of the equipment installed in their plant.

For MTS the continued cooperation with Wärtsilä includes another major, marine supplier to the MTS e-business service offer. The solution provided to Wärtsilä is proper, deep integration into Wärtsilä's back office system. Through this solution ship owners / operators get access to all details in Spares Online including product numbers and prices. Existing MTS buyer customers (ship owners / operators) will easily get direct access from their purchasing system to Wärtsilä's Spares Online just within seconds. To open the access, MTS only has to ensure for the right configuration for relevant customers by the click of a button.

Harri Laalo, Sales & Marketing Manager, e-business, in Wärtsilä says: *"With the integration to MTS we know that we meet our customers demands for an e-business solution with high quality and flexible functionality. MTS has provided a proper integration into our back office system that enables us to provide customers with superior electronic ordering functionality, including easy access to product data and delivery details."*

The MTS/Wärtsilä integrated solution is available in the market today for both existing and new MTS customers.

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!**

MTS products; more than just basic e-business services!

MTS focus on providing efficient e-business solutions to the complete marine market. Our services cover much more than just the basic e-business service offer which is what is generally known in the market today. Basic e-business services includes electronic transmission of trading documents between ship owners / ship

operators and suppliers and are conducted in various ways. However, MTS also offer **advanced e-business services** enabling ship owners / ship operators and marine suppliers to get even better e-business services and receiving greater benefits from their e-business processes.

How is this possible? See below overview describing the differences!

→ **Basic Transaction Services:** Buyers and suppliers can link up to MTS with our optimal, integrated solutions BuyerLink and SupplierLink or through BuyerOnline, SupplierOnline or SupplierAttach. Basic Transaction Services enables you to send and receive electronic Requests for Quote, Quotes, Purchase Orders and Purchase Order Confirmations.

In addition to this, you can enjoy additional benefits from using our

→ **Advanced Transaction Services:** provides features in addition to the basic transaction services and improves your e-business processes.

💡 **Transaction Management Application (TMA):** This is a multi purpose application providing a variety of value adding solutions and services. It is running 'on top of' (or beside of) your purchasing application and compliments and combine functionally from your existing application and MTS: providing overview and details of all electronic transactions.

💡 **StretchOut:** is a general technology and service that provides online, on demand connections from your purchasing application and TMA to a supplier side data source, either as a database or as a web service/shop. The data source, typically product / contract data, can either be operated/hosted by individual suppliers or by MTS.

→ **Electronic invoicing:** transmission of electronic invoices from marine suppliers to ship owners / ship operators. The supplier improves his internal invoicing processes as the invoice is directly issued from his back office system and the ship owner / ship operator receives this directly into his system. The ship owner/ ship operator can directly compare the invoice with the purchase order confirmation and check that it is correct and can be paid.

→ **LogiLink:** is our integrated logistics services offered to ship owners / ship operators and logistics providers/freight forwarders. LogiLink enables ship owners / ship operators to order and monitor transport and delivery of their goods automatically from the system and the logistics provider to respond to this and issue relevant transport documents directly from his system to the customer.



Meet MTS at the following conferences & exhibitions next year

Digital Ship



MTS is planning to participate at a number of events during 2005 and hope to meet as many of you as possible at these shows.

Digital Ship conferences

MTS will participate at all the planned Digital Ship conferences during 2005. The conferences are scheduled in Cyprus in January, Oslo in March, Hong Kong in September and Athens in November. At the conference in Cyprus 26–27 January 2005 MTS will be giving a speech on 'The next steps in marine e-business'. Hope to see you there!

Seatrade Cruise & Ferry

14–17 March 2005 is the annual cruise exhibition in Miami. MTS will be there and you can meet us at one of our partners stands.

NorShipping

This major event takes place in Oslo 7–10 June 2005 and MTS will of course be there to meet all of you. Come visit us at stand no. **D05-26** for a business discussion, an informal talk and/or for refreshments.



IMPA

IMPA is one of the most pleasant exhibitions to both go to and participate at and MTS will be there. Next years dates for IMPA are 14–15 September 2005. You will find us in the new downstairs area together with a number of other interesting companies and our stand no. is 90, just on on the right hand side when we go down the stairs.



Marine Procurement 2005

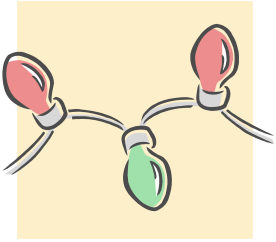
Last years [Marine Procurement](#) event was a great success! [Marine Procurement](#) is a joint initiative by Marine Transaction Services, Alfa Laval, Jotun, Unitor, Hellman and Cap Gemini, by the industry for the industry, and will be an annual tradition in the marine industry. Last years event took place in Oslo, with the theme: *"Competitiveness through efficient procurement"*, and ending in a beautiful sailing on the pride ship of Norway Christian Radich.

This years event will be even more interesting and instructive! We are planning an innovative and exiting event you want miss! More details regarding the date and venue will be announced in due course.

Be prepared for:

Marine Procurement 2005

Seasonal Greetings from MTS



We would like to use this opportunity to wish all of you best wishes for the new year.



We in MJS have enjoyed 2004 and the development in the e-business market tremendously and look forward to a very interesting and promising next year.

We hope that all of you will enjoy the holidays and hopefully will find time to have some relaxing and enjoyable days with your friends and family.

With seasonal greetings from all of us in MJS.





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MARINE TRANSACTION SERVICES AS

*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:

Basic Transaction Services: enables you to send and receive electronic requests for quote, quotes, purchase orders and purchase order confirmations.

Advanced Transaction Services: provides features in addition to basic transaction services and improves your e-business process. Advanced Transaction Services includes Transaction Management Application and StretchOut Services.

Electronic invoicing: transmission of electronic invoices from marine suppliers to ship operators.

LogiLink: integration between ship operators purchasing systems and your logistics provider

Link to MTS e-business services by using:

BuyerLink: integration to ship operators existing procurement application.

SupplierLink: integration to supplier's existing back office system (sales order management system/ERP)

BuyerOnline: web based purchasing tool for ship operators

SupplierOnline: web based sales order management tool for suppliers

SupplierAttach: spreadsheet solution for receiving and handling requests for quote and purchase orders for suppliers



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