

Connections

Newsletter from Marine Transaction Services



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Thome Shipmanagement - experiencing the benefits with e-business & expanding its usage

Established in 1976, Thome Ship Management is widely recognized in the International Ship Owning Community as one of the world's leading, high quality international ship managers. They currently manage a fleet of more than 100 vessels, ranging from a 4.600 dwt bitumen tanker to the new generation of LNG carriers and VLCCS, chemical tankers, product tanker, LPG tankers and capsizes/handymax bulk carriers.



Picture:

Ivan Blazina, Thome, and Sebastian Chee, MTS

E-business solutions are not new to Thome. According to Mr. Ivan Blazina, Purchasing Manager from Thome, they have been using e-business solutions since 2005. However, in April 2007, they saw the need to bring onboard MTS. "There are three reasons: firstly commercial reasons, then to have experience using two systems and see what they can do for us, and lastly to keep our options open", said Mr. Blazina.

Thome is experiencing the following benefits from e-business:

- 1) Transparency and real time follow up
- 2) Exchange of information / data
- 3) Increased speed in transactions
- 4) Increased efficiency (same number of people can handle more ships)
- 5) Easy access to KPIs

Thome is using ShipNet for their purchasing and MTS is integrated to the ShipNet application. MTS' aim is to

provide the best e-business solution possible to Thome – suited to meet their requirements. Their goal is “to have a system to help us have everything in one place where it can be monitored in real time, and be controlled from where we can also make decisions to have a better and more efficient purchasing.” To support this, MTS is constantly developing its offer, both related to the core solution and by working closely with ShipNet to further develop the ShipNet interface. MTS is currently working on a project with ShipNet to add more advanced functionality to the interface, such as the MTS Contracts & Catalogue solution with “StretchOut”-functionality and a solution for “Re-quote” from the supplier.

BK Lim, Head of Solutions in MTS, says that “we have a great and wonderful experience working with Thome although it was a very tough encounter to keep MTS afloat. Mr. Ivan G. Blazina is precise and focus in its e-commerce strategy. He aims to ensure that the market has another “choice”. Thome is the “first” in the shipping community to run 2 e-commerce portals successfully and yet maintaining focus on transparency and efficiency. They are a league ahead of the shipping industry in e-commerce. ”

On the next step project with MTS, Thome will emphasize on product contract hosting with MTS as this is Thome’s aim to move toward strategic sourcing. MTS and ShipNet are working together toward implementing the stretch-out functionality for release in Autumn 2008. With the capability to perform stretchout, contract management via MTS will allow Thome to create direct Purchase Order to the suppliers thus removing the tedious RFQ process.

In addition to the contract management, MTS is working with Thome to implement their electronic invoicing solution at Thome and their logistics solution LogiLink.

MTS Bridge - giving you control, flexibility and choice!

Ensure that you are in control and in the driving seat when it comes to your e-business needs.

In MTS we are currently busy developing our latest addition to our e-business offering; **MTS Bridge**. Bridge is a self-service tool which gives you the possibility to monitor, control and activate a number of e-business requirements, with the objective of bridging the gap between buyers and suppliers.



You decide!
You have control!

Bridge is a tool for both buyers and suppliers and major customers like Wartsila, Thome Ship Management and NCL are part of the group of pilot customers.

More information on MTS Bridge will be available soon! Ensure to follow the development! And, we will ensure to keep you informed of when you can benefit from the first version of MTS Bridge!

Will we meet you at Nordic Shipping Conference?

This year Nordic Shipping Conference takes place at DFDS Seaways 24 - 26 April. The main theme is **e-commerce** and MTS are very pleased to participate.

Looking forward to see you at the conference!

Nordic Shipping Conference is an annual event organised by a group of purchasers from different ship

owners. The group comprises the following companies: Wallenius, Gotlands Bolaget, Vikingline, UECC, Scandlines and Broström AB. Next years theme will be 'Personal Safety'.

Thank you for reading Connections. If you want to learn more about any of the stories in the newsletter or about MTS in general, please contact us (info@mtshub.com).

Best regards
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