

Connections

Newsletter from Marine Transaction Services



No. 1, February 2007

Dear Reader,

Please receive the first issue of Connections, the MTS newsletter, in new design and format. We trust you receive it ok and enjoy the reading.

More for the customer



The encouraging growth MTS experienced during the first half of 2006 continued and intensified in the second half of the year and well into 2007. The transaction volume grew 122% , and the buyer customer base grew 25 %. Companies joining MTS included Barber Ship management, Awilco, Wallenius Marine, Residensea and Swire Offshore. The growth takes place globally in the high-end, high-volume space, as we see that current customers are increasing their usage of the MTS solution and those signing up, are bringing large volumes and strong commitments to get rid of costs they do not need to carry. This development is seen as attractive by the supplier community and makes it easier for them to see the fully integrated 3rd generation MTS solution as the best choice. Their business relationships grow stronger as they contribute to buyer efficiencies and lower cost in the supply chain as such. The total supplier base grew with 130% mainly driven by increased usage within the current high-end buyer base and new buyers coming onboard in Asia. Hamworthy, Jotun and Soahe are now in process of joining MTS as fully integrated suppliers on the 3rd generation link solution.

In MTS we have seen that the demand for advanced e-business solutions is increasing. Customers are attracted to the idea of having consistent and clean data without the hazel of dealing with it themselves. The market responds very well to the MTS solutions for hosting contracts and making it easy and efficient to trade on pre-agreed terms. One customer said "Our procurement is negotiating the frame agreement. Purchasing is now all about collecting the full value of the contract in the most efficient way –less and more automated transactions pr order." We see this as a clear and welcomed trend, which is very much aligned with the MTS line of solutions and positioning in general. The experienced high-end buyers which are ready to take the next step and also find the solutions for e-invoice and Logilink –connecting in the freight forwarder, attractive. At the time multiple customers exploring their options with these advanced solutions and we find it encouraging to see that we increasingly spend more time with the customer going deep to unlock the true value of optimizing processes in the supply chain.

I believe we will see a continued steady growth in the maritime e-commerce market throughout 2007. However, I do not think we will see the biggest growth in the basic transaction exchange services, but in the advanced space. If you buy a flat screen, it is all about the price as the retailer adds little value to the product. If you buy spare parts for a main engine, it is more about quality, availability and service as the supplier makes all the difference. The latter is dominant for marine industry and will require solutions which address trade on contracts, logistics and data management –more for the customer

Best regards
Rune Mejer Rasmussen
CEO

Real Value from E-business for the Cruise Industry!

The **17th of April** MTS will arrange **Marine Procurement Cruise** in Miami. The event is open for shipowners/managers and marine suppliers and is especially targeted towards the cruise industry.

International speakers from both cruise companies, suppliers and software application providers will join the event and contribute with their knowledge and experience.

Please post your interest for Marine Procurement Cruise to marineprocurement@martranserv.com.

Further details regarding the event will be published in due course.

[Marine Procurement Cruise](#)

Meet MTS at SeaTrade Cruise in Miami, 13 - 15 March

MTS will participate at SeaTrade cruise exhibition in Miami in March 07.
Please visit us at one of our partners stands; Alfa Laval (stand 1233), Jotun (stand 1315) or Barwil Unitor (stand 245).

We look forward to seeing you in Miami.

[SeaTrade Miami](#)



Meet MTS at Sea-Asia in Singapore 2 - 4 April

MTS will exhibit at Sea-Asia in Singapore in April 07 together with Shipcentric.
We look forward to seeing you there.

[Sea-Asia](#)



MTS and Shipnet extend and strengthen their cooperation by jointly offering advanced e-business solutions

MTS and ShipNet have recently signed an agreement which extend and strengthen their cooperation by developing the existing integration between their systems further.

MTS and ShipNet's cooperation go back to 2003 when the first integration between ShipNet's procurement

system SNAPS and MTS' e-business solution for ship owners/managers, BuyerLink, were made. It is the capabilities in this integration which now will be further developed, meaning that joint customers of MTS and ShipNet will benefit from advanced e-business capabilities when trading with their suppliers from their SNAPS procurement system.

The advanced integration between MTS and ShipNet will ensure that customers can automate their procurement process with their suppliers, obtain improved overview and control of all transactions processed with the suppliers and achieve improved data quality.

ShipNet will include the MTS functionality as a standard add-on feature in ShipNet which is configurable for the customers. Further, this advanced offering will be available without any barriers in form of extra costs for the customers for using the MTS compliant e-business capabilities in the SNAPS system. MTS and ShipNet aim to make it as easy and efficient as possible for joint customers to start reaping the benefits of 2nd and 3rd generation e-business solutions.

Neill Tomlin, Business Development Director in ShipNet, says that "Our partnership with MTS is the continuation to ShipNet's commitment to not only to remove any barriers to e-business connectivity but to take full advantage of the ever developing opportunities it offers."

Rune Rasmussen, CEO of MTS, comments that "I am very happy with the expanded agreement with ShipNet which enable us to take our advanced e-business solutions further out in the market place and reach more customers. We have a joint view with ShipNet that our combined efforts will bring added value to the different parts in the supply chain and I am certain that our efforts will be well received by both existing and new joint customers."

ABS Nautical Systems and MTS expand the marine e-business offering further

MTS and ABS Nautical Systems (NS) have reached agreement to expand the marine e-business offering further by creating an advanced integration between their services.

ABS Nautical Systems is a leading provider of Fleet Management Software for the marine and offshore industries. It is to the NS 5 Purchasing and Inventory module that the integration to MTS e-business solutions will be made. The integration will be based on mxml and will enable joint customers of ABS and MTS to benefit from the advanced e-business solutions that MTS offers. This includes electronic transmission of procurement documents, monitoring and management tools, electronic catalogues including tools which assist the user in improving the quality of product and price data and e-invoice.



Regarding the decision to partner with MTS, Jack Kitchura, President of ABS Nautical Systems, states "Our client-centered approach to product development requires that we anticipate our clients' needs and beat their expectations through constant improvement of our fleet management system. We have seen a growing trend towards e-business solutions in the past two years, and expect this demand will continue to grow over the coming years. This partnership with MTS will enable us to enhance our offering of integrated technologies that have a real bottom-line effect on day-to-day efficiencies".

Rune Rasmussen, CEO of MTS, says: "MTS is pleased that we have such a basic and thorough understanding with ABS Nautical Systems of what is important for our joint future customers. We both agree that we have to develop solid solutions which suit the customers' business processes both currently and in the future. We very much look forward to working with the ABS Nautical Systems team to deliver the best of e-business solutions to ABS customers. "

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@martranserv.com).

Best regards
The MTS team

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