

# CONNECTIONS

International customer magazine from MTS

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## 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!

## New BW Gas deal for MTS

**Marine Transaction Services (MTS) secured a contract with Bergesen Worldwide Gas ASA (BW Gas), one of the world's largest and most reputable shipping companies, in October this year.**



*From left: Jan Waage (BW Gas), Brynjar Gevelt (MTS) and Tor-Egil Gjulem (BW Gas) after signing the contract.*

MTS has for the past 3 years delivered one-2-one connectivity services to BW Gas (formerly Bergesen d.y. ASA). This contract marks BW Gas' transition to full-scale MTS customer. The agreement comprises MTS' product Buyerlink, which provides BW Gas with access to MTS' integrated trading network, as well as Electronic Invoicing.

- This is a natural progression towards a fully electronically supported supply chain for BW Gas. With the increased process speed and quality MTS' services offer, we are truly moving costs out of our value chain, states Tor-Egil Gjulem, Purchasing Manager of BW Gas.

BW Gas' choice of Electronic Invoicing makes the company one of the very first ship operators worldwide to receive e-invoices through a general and open e-commerce platform. Furthermore, by completing the supply chain transaction flow with e-invoicing, BW Gas becomes a leading user of a fully electronically supported process – Requisition to Payment.

- Our use of MTS' services this far has been very successful, and MTS was therefore the obvious choice for us when we now decided to further exploit the benefits of e-commerce. In our experience, MTS is based on an e-commerce concept and philosophy that is highly viable - they're professional and reliable whilst addressing the real issues of marine e-commerce, adds Jan Waage, Assistant Director/Manager IS/IT of BW Gas.

The contract with BW Gas represents another step in the right direction for MTS. It clearly demonstrates the positive trend the company is currently experiencing.

## MTS strengthens its industrial positioning and prepares for growth

2005 has been an amazing year for MTS. The e-business market is growing and we have doubled our customer base. MTS is now serving 900 vessels run by 30 ship owners and managers. The fact that our transaction volumes are up accordingly, demonstrates that our customers are experiencing the value of the MTS solution and how it moves cost out of the value chain, as opposed to shuffle cost around within it.

In MTS we are passionate about our customers and dedicated to add value for their better margins, market share and competitive advantage. The inclusion of RCI and BW Gas (formerly Bergesen d.y. ASA) among the new MTS customers in 2005 is a clear indication that leading companies are looking to engage e-business solutions across the entire value chain as "best practice" and the right way to unleash the true benefits. We are enthused and proud of being recognized for our values and solutions by these innovative and leading players in the market.



*Executive Chairman of MTS,  
Rune Mejer Rasmussen*

MTS and partners are these days completing an exhaustive strategy process for the period 2006 – 2008. Under the new business strategy, MTS will strengthen its industrial positioning and achieve profitable growth in a rapidly growing e-business hub market. We aim to position MTS as the world's best value chain integrator for the International Marine Industry, working with well-established, leading companies all the way towards simpler and more efficient value chains. Further to this, we will go the extra mile for the customer, and be capable of providing world class service and support in all time zones.

When Unitor was acquired by the Wilh. Wilhelmsen group earlier this year, ownership of MTS changed hands accordingly. Our new shareholder is fully committed to strengthen and further grow MTS as a neutral and stand-alone company at arms-length. The integrity of MTS is a prerequisite for its ability to deliver value to its customers, partners and shareholders. The positioning and governance of MTS under the Wilh. Wilhelmsen Group clearly demonstrates high standards of business ethics, true industrial posture and long term commitment to the establishment of solutions which are good for the Maritime sector as such.

Wilh. Wilhelmsen, as committed shareholder, will provide MTS with an extended reach into its markets, more substantial knowledge and competence of the Maritime Industry itself and a better balance of world class leading Ship Owners, Ship Suppliers, Freight Forwarders and Agents in the MTS trading community.

We are excited about our strengthened position as we now enter 2006 with a sound business strategy and a growing e-business market. For our customers and partners this is good news. MTS will grow stronger and be more capable of providing you with highly competitive world-class products and services as we jointly endeavor to explore and unlock the benefits of Marine e-business.

"Marine Transaction Services AS. By the Industry for the Industry.

A shaper of its business, representing Initiative and Commitment to make International Marine Business simpler."

A handwritten signature in black ink, appearing to read 'Rune Mejer Rasmussen', written over a horizontal line.

*Rune Mejer Rasmussen, Executive Chairman*

## From successful trial period to full production in RCI

Six months after MTS signed an agreement with Royal Caribbean Cruises (RCI) for the delivery of e-commerce solutions, the trial period for the RCI project was completed by 31.10.2005 with great satisfaction for RCI's brands, Royal Caribbean Cruise Line (RCCL) & Celebrity Cruises, the suppliers involved and MTS. The service has now gone into normal, ongoing production, involving all buyers and many more suppliers.



*The transaction volume for technical purchasing alone for a cruise vessel, here represented by RCI's Legend of the Seas, is 5-10 times higher than the average for vessels from the merchant maritime.*

- We have established a very good working relationship with the RCI organisation during the trial period, and we have created a solid foundation to continue bringing on board the major bulk of RCI's suppliers within the next year, says Lars Erik Kristiansen, MTS' Project Manager.

- MTS has provided flexibility and adaptability in order to find solutions that work for both RCI and our suppliers, and with MTS we are currently experiencing improved cycle times in all areas of the purchase order process, including Request for Quotes (RFQs), Purchase Orders (POs), and Purchase Order Confirmations (POCs), states Brent Shinall, Director Technical Purchasing in RCI.

### Proof of Concept

The trial period has served as a proof of concept, and has been very valuable to both parties. There are several reasons for this:

- The transaction volume for a cruise vessel is 5-10 times higher than the average for vessels from the merchant maritime. This is for technical purchasing alone.
- RCI is a very professional organisation with dedicated employees. They are committed to implementing e-commerce to the satisfaction of RCI and their suppliers.
- They are seeking to achieve a full 3-way match between Purchase Order, Delivery Order and the Invoice.
- It has been important for RCI that all their buyers should be satisfied with the daily operations of the system and that there should be significant gains in managing the day to day business with their suppliers.

### Valuable contribution from RCI

- During the trial period RCI has contributed valuable input to the MTS concept and services, continues Lars Erik Kristiansen.

- As we continue down our e-commerce path, I am more confident than ever that RCI will establish the industry benchmark with MTS, and that suppliers will benefit from efficiencies and lower costs as well, adds Brent Shinall.

The current plans for the next year include development of new functionality and utilisation of additional and even more advanced functionality within the MTS concept.

## MTS job vacancies – preannouncement

Marine Transaction Services is expanding and we are looking for highly professional and motivated persons with proven experience for positions within the following areas:

### Sales

### Product Management

### Customer Services

Full descriptions of the above positions will be posted on our website and in the press in due course. If you are interested in any of the above positions, please contact us for an informal conversation.

For more information about the Sales position, please contact Sales Director, John Inge Røtting, +47 40016160; For more information about the Product Management position, please contact CEO, Brynjar Gevelt, +47 93414940 and for more information about the Customer Services position, please contact Project Manager, Lars Erik Kristiansen, +47 41503299

For more information about MTS, please visit [www.martranserv.com](http://www.martranserv.com)

May/June 2006

Marine Procurement 2006

## Marine Procurement 2006

**Marine Procurement 2004** was a great success!

The 2004 event took place in Oslo, with the theme "*Competitiveness through efficient procurement*", and ended in a beautiful sailing on the pride ship of Norway, Christian Radich.

**Marine Procurement** is a joint initiative by Marine Transaction Services and its funding partners; Alfa Laval, Jotun, Unitor, Hellmann and Capgemini, and will be a biennial event in the marine industry.

We aim to make the 2006 event even more interesting and informative. Further details regarding the date and venue will be announced in due course.

**Be prepared for:**

**Marine Procurement May/June 2006**

**Season's Greetings and  
Best Wishes for a  
Happy New Year from  
all of us in**





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## MARINE TRANSACTION SERVICES AS

*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:

**Basic Transaction Services:** enables you to send and receive electronic requests for quote (RFQ), quotes, purchase orders (PO) and purchase order confirmations (POC).

**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

