

Connections

Newsletter from Marine Transaction Services



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NCL responds to the MTS cruise initiative!

Norwegian Cruise Line (NCL) has responded to the cruise initiative from MTS by agreeing a 6 months trial with the intention to contract for a long term engagement.

The trial and business relationship with NCL, one of the top 3 cruise companies in the world, represent a great step forward for MTS. NCL have 14 cruise ships and will test the MTS e-business services to a number of selected suppliers.

John Inge Røtting, Sales Director in MTS says: *"With NCL our footage in the cruise industry grows stronger and brings us closer to establishing a standard e-business platform for cruise. As a result of the cooperation with NCL, MTS can increase its investments and focus on solutions tailor-made for the cruise specific supply chain for buyers, suppliers and freight forwarders. This is good news for NCL as well as for other current and future cruise customers of MTS. NCL is one of the most advanced cruise operators with a number of innovative initiatives and we are looking forward to a successful start up period followed by a long lasting business relationship with them."*

The number of companies using MTS is constantly increasing and the total customer base has nearly doubled since last year. In addition to NCL, major cruise operator Royal Caribbean Cruises, Celebrity Cruises and ResidenSea are also using MTS. In addition to this, Fred Olsen Marine Services manages 4 cruise ships also using MTS services.



Successful event with major cruise companies and suppliers in Miami

Marine Procurement Cruise was arranged in Miami the 17th of April with great success. A number of delegates signed up for the conference including major cruise companies such as Royal Caribbean Cruises, Carnival Cruises, Norwegian Cruise Line and Disney Cruise Line. In addition to this a number of the major suppliers to the cruise companies attended together with software application providers SpecTec and Shipcentric.

MTS were pleased to see that so many of our customers and business relations showed their interest in our event and attended both the seminar and the following social event sailing in the bay of Miami on MT Celebration. We would like to use this opportunity to say thank you to all the participants for their positive feedback and for the expressed wishes for this event.

The main theme for the event was **“Real value from e-business for the Cruise Industry”**. A number of international speakers contributed and shared their views and knowledge to the audience and the audience gave a lot of positive feedback on the content.

The seminar was followed with a social event sailing in the bay of Miami on MT Celebration. This was a great ending of the event where the participants enjoyed the sun, food and drinks and socializing with old and new business relations.

[Check out the MTS website for pictures and presentations from Marine Procurement Cruise](#)



MTS at SeaAsia

MTS had a great exhibition at SeaAsia in Singapore 2 - 4 April. We met with a number of customers and business relations and enjoyed the opportunity to meet both buyers and suppliers under the same roof.



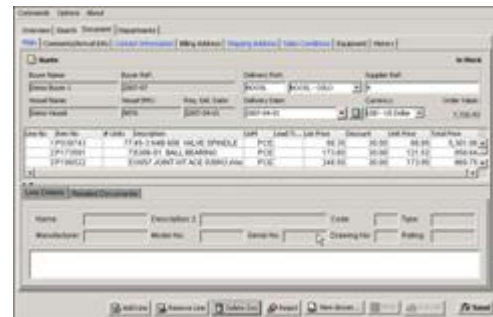
SeaTrade Cruise Exhibition in Miami

Again, the SeaTrade cruise exhibition in Miami 13 - 15 March was a great event. A number of exciting companies were present and MTS attended the event together with the partners.

MTS were pleased to meet with all the major cruise operators and their suppliers and to further build the relations with the cruise industry. We are already looking forward to the next years show!

New and improved SupplierOnline service being launched 20 May!

In MTS we are constantly developing and improving our products and services in order to deliver the best in business solutions for our customers and meeting the needs of our users. With regards to our solution SupplierOnline we are making some important changes and improvements to meet these needs.



The 20th of May, SupplierOnline will be launched in 2 new versions; SupplierOnline Basic and SupplierOnline Advanced.

All existing users have been informed of the changes that apply. If you want to learn more about SupplierOnline Basic and SupplierOnline Advanced, please check out our website or contact us directly.

[Go to the MTS website to learn more about SupplierOnline Basic and SupplierOnline Advanced](#)

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
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