

CONNECTIONS

International customer magazine from MTS

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Meet MTS at the following exhibitions in 2005

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 solution for Royal Caribbean

MTS recently secured a contract with Royal Caribbean Cruises Ltd. (RCCL). As one of the world's leading cruise companies, the RCCL contract represents a big step for MTS.



- The cruise industry requires up to ten times more transactions than a tanker or a container ship, says Lars Erik Kristiansen, MTS' project manager for the implementation. -To manage their volume, RCI sought a true B2B solution, one that could support their interface and cross-company processes with suppliers.

MTS will also assist RCCL in improving the quality of their transaction data, and create a framework for impact on Key Performance Indicators (KPI). The systems has been operational since June 2005.

Wilhelmsen acquires UNITOR

Wilh. Wilhelmsen ASA (WW) has reached an agreement on acquiring 90.4 per cent of the shares in MTS' owner UNITOR.



Wilh. Wilhelmsen

- We look forward to being part of the Wilh. Wilhelmsen Group as a leading international supplier of maritime services. We anticipate an active ownership and look forward to being part of this new and unique global network, says Brynjar Gevelt, CEO of MTS. The acquisition will have no immediate operational consequences for MTS.

Successful Nor-Shipping for MTS

MTS' participation at Nor-Shipping 2005 was a big success. The stand, shared with MTS' partners, Hellmann Worldwide Logistics and Capgemini, was very well visited, and many new and important contacts were made. MTS would like to thank all visitors to our stand for the interest they showed in our company and products.

- The large number of enquiries received during Nor-Shipping is a sure sign that the market for e-commerce solutions in the marine industry is growing. This is very good news for us, and we are now in the process of recruiting additional staff to meet the demand, says CEO of MTS, Mr. Brynjar Gevelt.

MTS was the only exhibitor of a total of 820, who could boast a "live mermaid" on the stand, whose weight in kilos visitors to the stand were invited to guess. This attracted a substantial amount of attention among visitors to the exhibition, and some 340 people took part in the contest. We are pleased to announce that the lucky winner of an iPod is Ann Helen Foss from Rieber Shipping AS. Congratulations! Along with 6 other contestants, the winner was spot on estimating the mermaid's weight to be 56.3 kilos.



Mermaid Linn Christin Hogden



MTS/Capgemini/Hellmann stand at Nor-Shipping

MTS and Real Marine to support Wallem

MTS and Real Marine have joined forces through successfully linking their respective maritime e-procurement platforms, MTS and TPS, to support Wallem and its major suppliers.



This is believed to be the first time that e-procurement providers have linked their procurement systems to provide a robust integrated solution to meet a client's requirements. Neither company would have been able to provide an end to end solution single handed. It was realised that the best way to meet both Wallem's and some of its major suppliers' objectives, was to link the two platforms. The link took less than a week to install and test.

Brian Kristianssen joins MTS

MTS is pleased to announce that Brian Kristianssen has joined MTS. Mr. Kristianssen is employed as Project Manager, and will be involved in both internal and customer support projects.

Mr. Kristianssen is an IT-engineer with some twenty years experience in development and consultancy. He has broad knowledge of and experience from administrative software systems, and has for the past fifteen years worked with computerised maintenance and purchasing systems at Spectec/Xantic.



Brian Kristianssen

Vacant position as Sales Manager – Marine Suppliers

MTS seeks a motivated and professional business and technical solution sales person with proven experience and results. Reporting to the Sales Director, he/she will operate in an international environment and have a sound understanding of how technology can improve business. At a senior level, he/she will drive supplier sales activities, further grow the MTS market and actively expand MTS services within its supplier base. The position is based in Oslo, Norway.

For more detailed information about MTS please visit www.martranserv.com

Please submit your application and CV to jobs@martranserv.com

For more information please contact CEO, Brynjar Gevelt, +47 93414940 or Sales Director, John Inge Røtting, +47 40016160

Conferences & Exhibitions 2005

MTS will be participating at a number of events during 2005 and we hope to meet as many of you as possible at these events.

IMPA

MTS will exhibit at IMPA in London 14-15 September this year. We look forward to seeing you at stand no. 35 in the main hall.

We will be giving a presentation on Thursday 15 September at 2 pm.



Digital Ship conferences

MTS representatives will be present at the Digital Ship conferences in Hong Kong, 27-28 September, and Athens, 18-19 October. We look forward to seeing you there.

Marine Procurement 2006

May/June 2006

Marine Procurement 2006

Last year's **Marine Procurement** event was a great success! **Marine Procurement** is a joint initiative by Marine Transaction Services and its funding partners; Alfa Laval, Jotun, Unitor, Hellman and Capgemini, and will be a bi-annual event in the marine industry.

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.

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



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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

