



***MTS -  
Marine Transaction Services***

***John Inge Røtting***



- **E-commerce**
- **MTS - company**
- **MTS Solutions**
- **Demo**



***E - commerce ?***



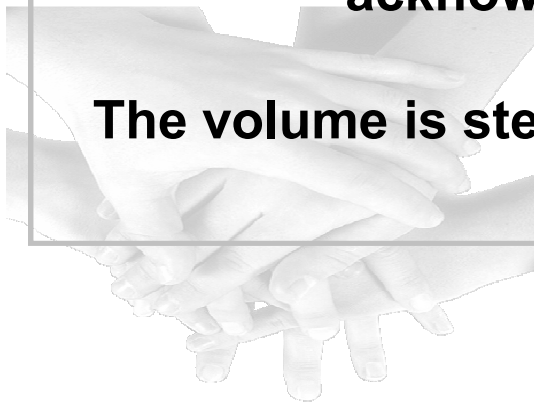


***MTS***

***Marine Transaction Services***

**Focusing for cost benefit for both the buyer and the supplier we acknowledge that quality is the first priority.**

**The volume is steadily growing as a consequence of our quality focus.**





# Marine Transaction Services AS

## Funding Partners



A shaper of its business, representing initiative, innovation and the commitment to make international maritime business simpler

**Remove cost from the supply chain**



***“MTS’ service was enabled in our organization in January 2004 and we have since then in total issued 7490 transactions whereas 3740 purchase orders. These are spread across 26 vessels and 36 of suppliers.***

***In addition to **process cost savings**, Jo Tankers are experiencing benefits in the area of **improved operational data** in our management system (AMOS M&P) in terms of **more accurate prices** (from quote/POs), **improved makers references** and also **improved spare part data**. **Improved onboard budget control** is also a valued benefit for us.***

***Also important for me as Procurement Manager, is that **my purchasers are confident and pleased by using the service**. The service support from MTS keeps a high professional level. I’m sure we here have done an investment for the future and that MTS is a choice of e-commerce provider that will **help us maintaining our competitive edge as ship managers**.***

***Best regards,  
Terje Hesthamar  
Procurement Manager.”***



## Transacting Ship Owners / Managers

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- Bernh. Schulte ship mgm, IOM
- Brostrom, Sweden
- Brostrom, France
- BW Gas
- BW Offshore
- Bergshav
- China Navigation
- CMA CMG
- Fred.Olsen Ship Mgm
- Green Tankers
- Imperial Ship mgm
- Jo Tankers
- Maersk / AP Møller
- Norwegian Cruise Line
- Rederi AB Transatlantic
- ResidenSea
- Royal Caribbean Cruise Lines
- Stolt Nielsen group
- Swire Shipping
- Thome Ship Mgm
- V-Ships
- Vela International Marine
- Wagenborg
- Wallem Ship Mgm
- Wilhelmsen Marine Services
- Wilhelmsen Ship Mgm

Connected via SISCommerce

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- BOA Offshore
- Destination Gotland
- Farstad Shipping, Norway
- Farstad Shipping , Australia
- Norgas Carriers
- Ocean Rig
- Odfjell
- OSM
- PGS Production
- Polycrest
- Solvang
- Sjøvik Seafood
- TeeKay PetroJarl
- Wallenius Marine

**600 + Suppliers  
world wide**

*In blue = under implementation/optional*



## **Solution overview**

- **The RFQ / PO process**
- **E-Invoice**
- **Logistic**
- **Contracts/catalogues**
- **Bridge - admin tool**

# RFQ / PO Process



## Integrations based purely on:

- Standard MTML documents
- Standard application interface



Ship Manager

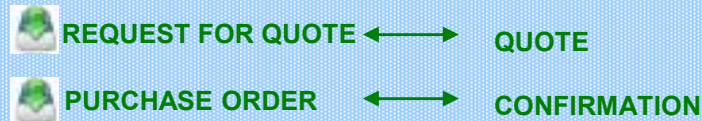


SupplierLink(B2B)

## Suppliers



## Document support:



SupplierOnline



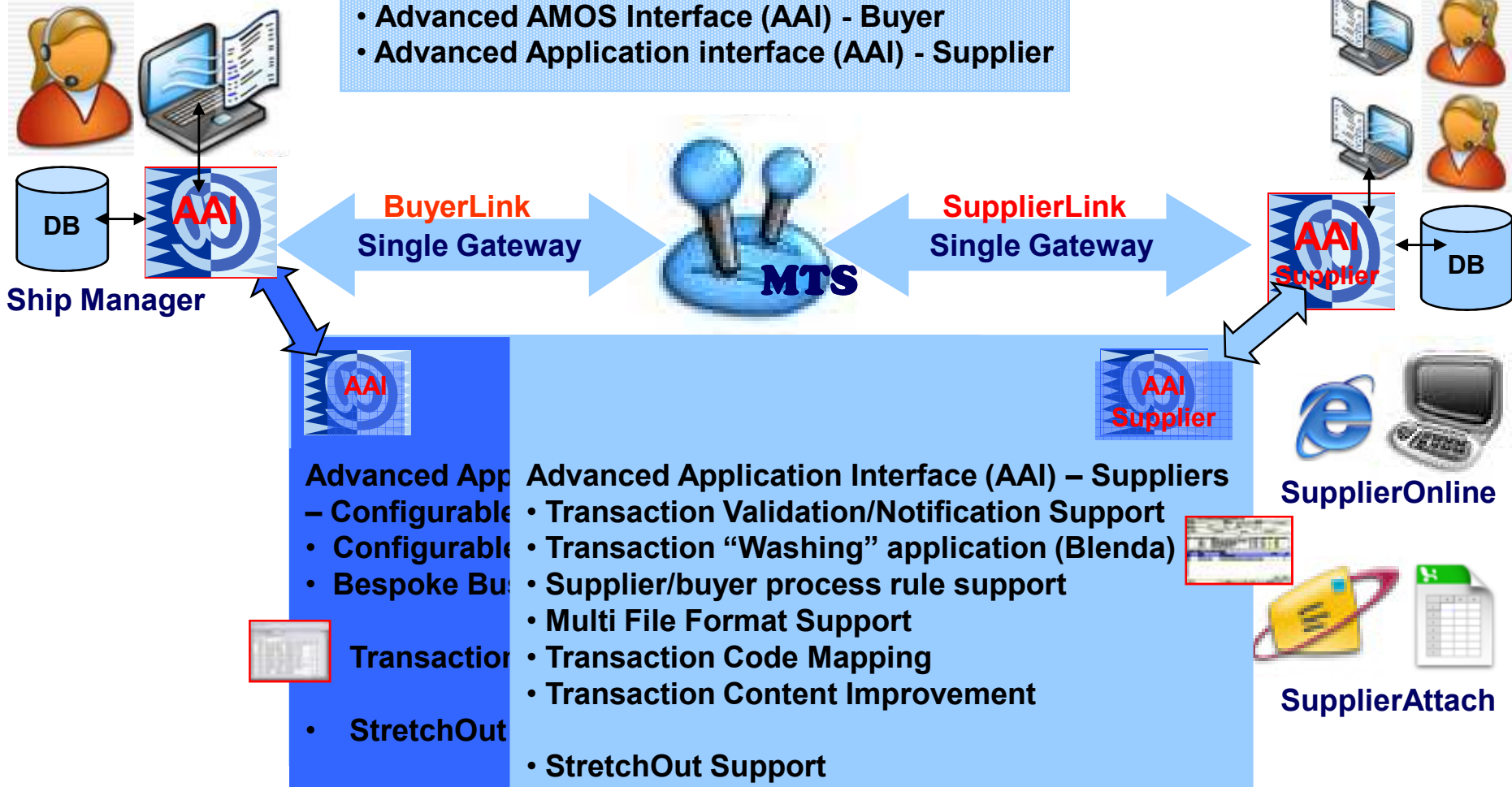
SupplierAttach

# RFQ / PO Process

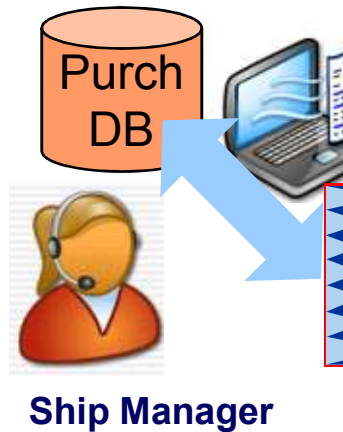


## Integrations based on:

- Standard MTML documents
- **Extended XML documents**
- Standard application interface
- **Advanced AMOS Interface (AAI) - Buyer**
- **Advanced Application interface (AAI) - Supplier**



# Transaction Management Application



http://193.91.152.204/prodtestbuyer/InspectOrderResponseDelta.cmd?WebLogicSession=QnB0yEcXE2dcY - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Address http://193.91.152.204/prodtestbuyer/InspectOrderResponseDelta.cmd?WebLogicSession=C Go Google

show purchase order show order response show differences finish

### Purchase Order Confirmation With Delta

Your purchase order was accepted.

#### Header

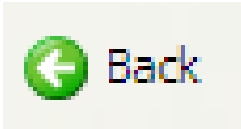
Order Date:	2005-04-27	Customer Ref:	2005-01119
Customer:	MTS demo buyer	Vessel No:	9876
Vessel Name:	MS Challenge/	Supplier Ref:	
Supplier:	ABC Marine Supplier	Delivery Date:	2005-04-28
Req. del. date:	2005-04-28	Buyer Quote Ref:	
Port:	Singapore	Port Code:	SGSIN
Total Price:	149655 ( 22143)	Currency:	USD

#### Line Items

Line	Part No	Description	Quantity	UOM	List Price	Discount	Unit Price	Total	Status
1	621623	UNION PREWELDED OX F/OUT.	44	LTR ( PCS)	444		444 ( 77)	19536	Changed
2	6BG BG ( 620245)	TOOL BOX F/ASSY. 620229	66	PCS	555		555 ( 88)	36630	Changed
Note from vendor									
3	621987	PISTON F/ BY PASS VALVE	44	PCS	666		666 ( 99)	29304	Changed
4	624783	CAL. HYPOCHLORITE 40 KG BGBGBTG	66	PCS	66		66	4356	
5	625723	BREAKPOINT SHOCK 2X5 KG	77	BOX	777		777 ( 55)	59829	Changed

#### Comments

Internet



# Transaction “Washing” application (Blenda)



[Inbox](#) | [Document](#) | [Equipment](#) | [Comments/Arrival Info](#) | [Address Information](#) | [Contact Information](#) | [Overview](#)

Buyer Name:  Vessel Name:  Delivery Port:

Buyer Ref.#:  Currency:  Doc. Type:  Del. Date:  Order Type:  Pay VAT

Your Quote Ref.#:  Buyer Quote Ref.#:  Delivery Terms:  Mode Of Transport:

Items

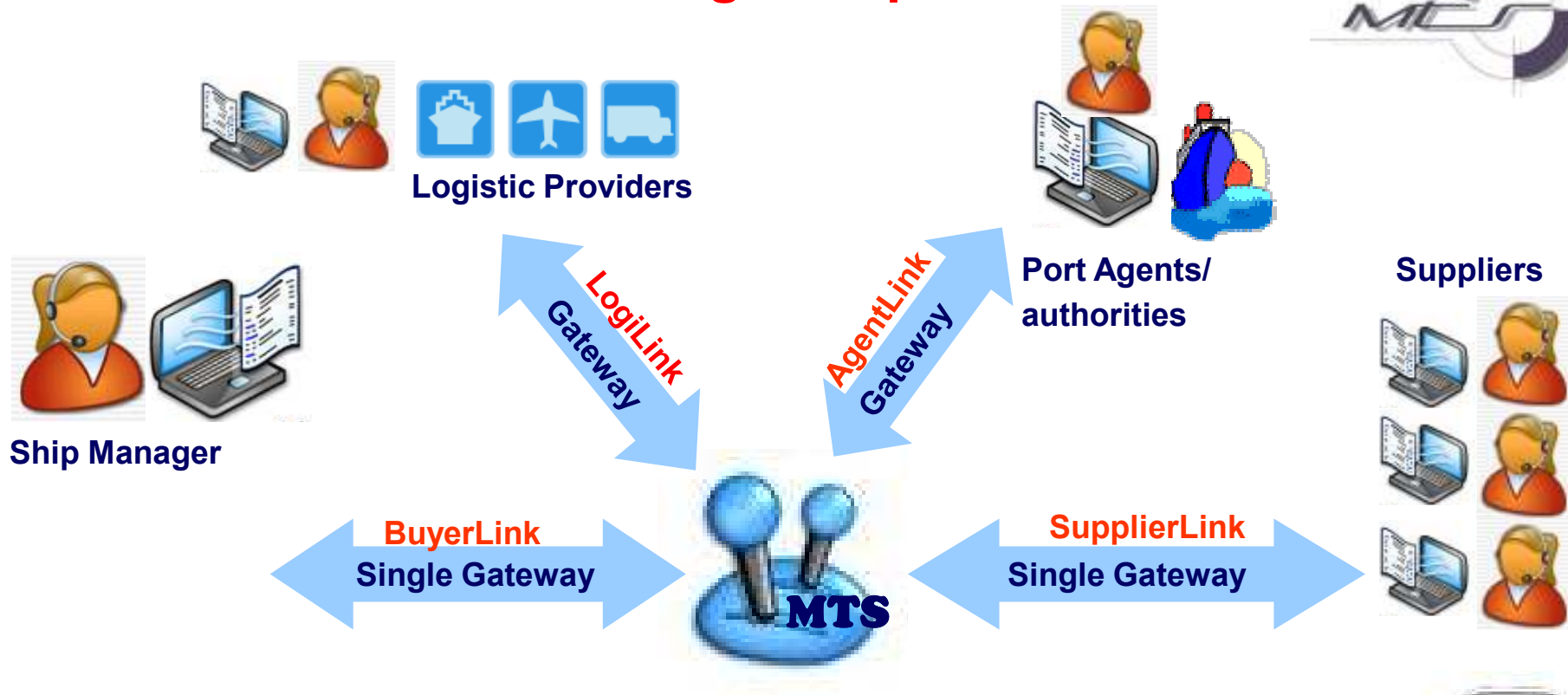
Status	Line No	Item No	# Units	Description	UoM	Unit Price	Total Price	Available	Your Price	Discount
	1	175810	1	WELDING CABLE, 20 MTRS, 50 MM2 WITH SAFETY CABLE CONNECTORS	PCE	849.22	849.22	3	849.22	
	2	175828	1	WELDING CABLE, 10 MTRS, 50 MM2 WITH SAFETY CABLE CONNECTORS	PCE	424.76	424.76	6	424.76	
	3	183863	6	EKSTRA LONG CUTTING NOZZLE 165MM 10-25MM	PCE	608.06	3,648.36	0	608.06	
	4	183855	6	EKSTRA LONG CUTTING NOZZLE 165MM 25-40MM	PCE	533.22	3,199.32	0	533.22	
	5	550194	2	WORKING GAUGE 0-16BAR FOR OXYGENE	PCE	174.00	348.00	5	174.00	

[Line Details](#) | [Product Search](#) | [Messages](#) | [Differences](#) | [Other documents](#)

Code	Description	Information	Line number	Status
m309	Illegal unit	The UOM code should be 'LTH'		1
m309	Illegal unit	The UOM code should be 'LTH'		2
m400	The item has been replaced	This product 619254is marked as OBSOLETE and is superseded by product no 708537.		9
m400	The item has been replaced	This product 619262is marked as OBSOLETE and is superseded by product no 708545.		10



# RFQ/PO + E-Invoice + LogiLink processes



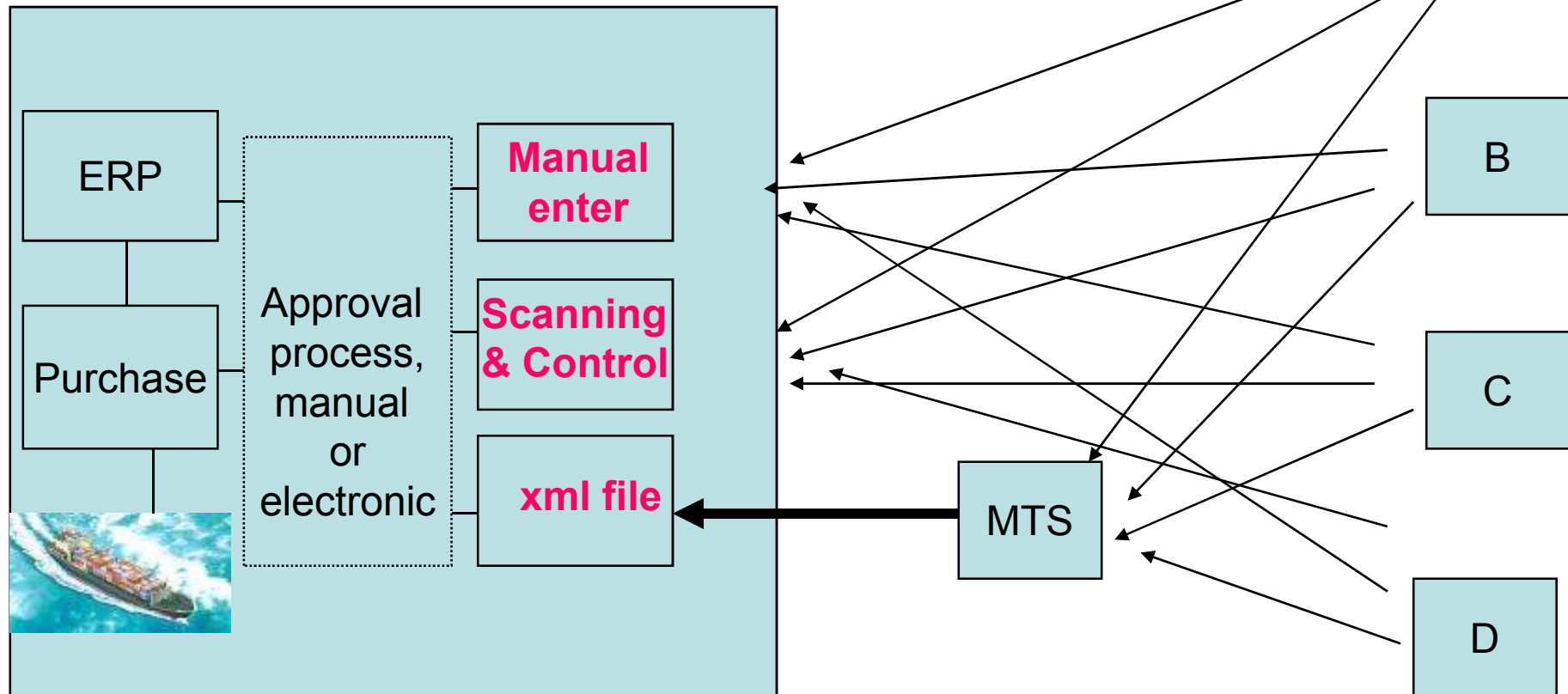
## Document support:

	REQUEST FOR QUOTE	↔	QUOTE
	PURCHASE ORDER	↔	CONFIRMATION
		←	INVOICE
	DELIVERY ADVISE	↔	DELIVERY STATUS
	TRANSPORT ORDER	↔	TRANSPORT DETAILS
	AGENT ADVISE	→	



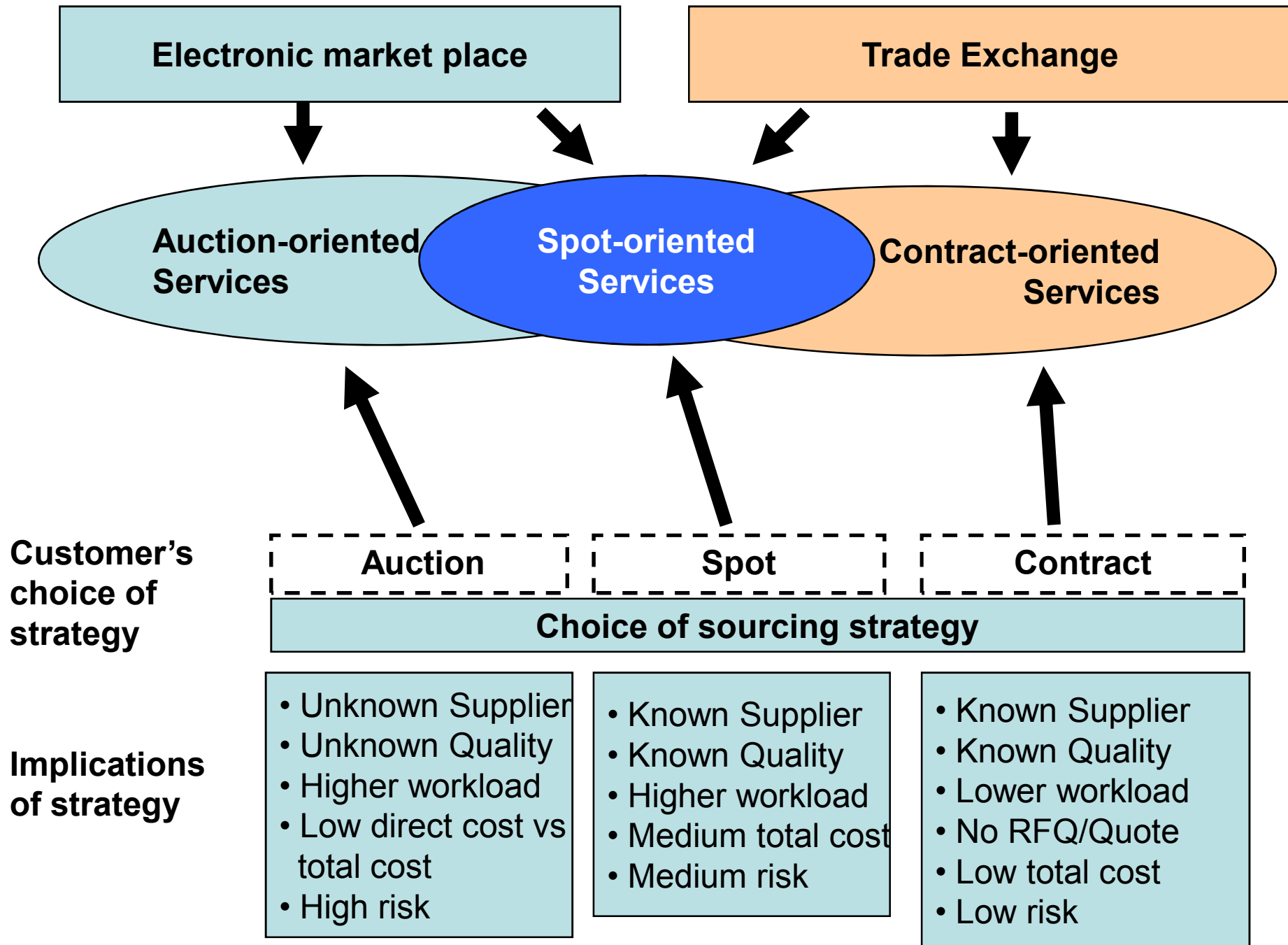


# E-Invoice



**Shipowner / manager**

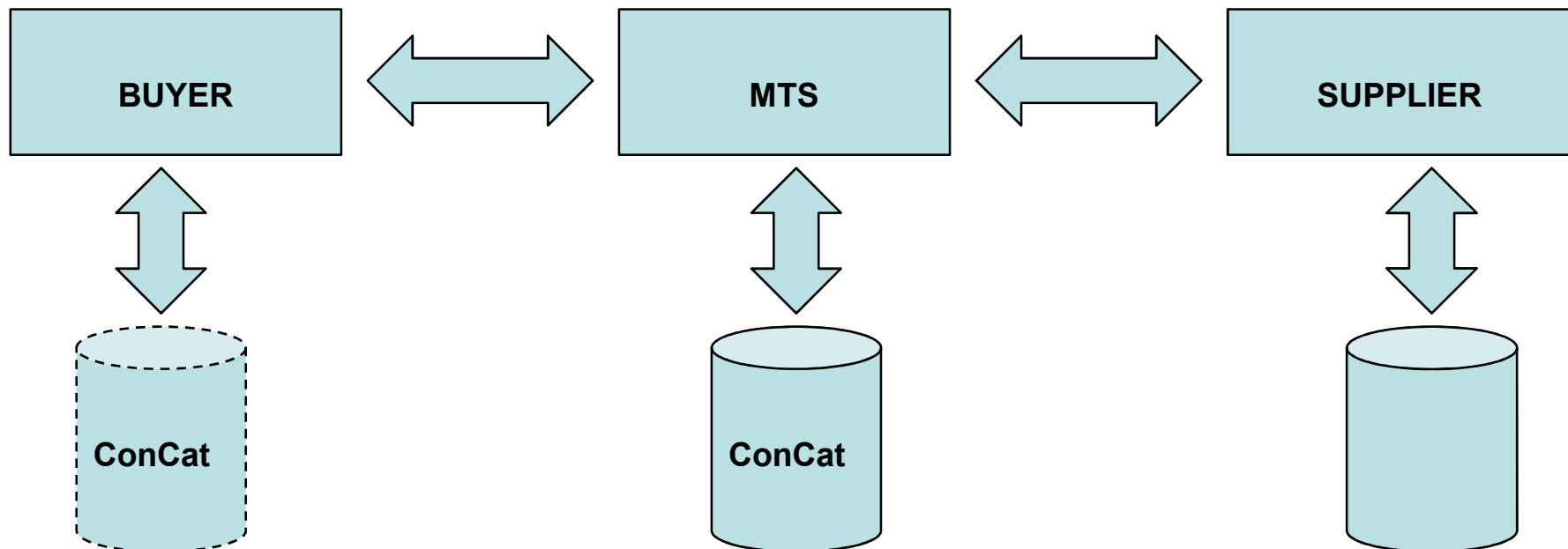
**Suppliers**





# Contracts & Catalogues

- View and pick
- Pick automatically
- Send RFQ (when catalogue)
- Send PO (when contract)
- Std delivery time
- Availability
- Check item
- Contracted price (Contracts only)





# MTS Bridge - functions

- **Import / export control**
- **Process control**
- **Transaction monitoring**
- **Supplier admin.**
- **Shipment / logistics**
- **Contracts & Catalogues**
- **E-invoice**
- **Reporting**
- E-bunkering
- E-Agent
- E-Port
- **Administration**





**Example 1:**

**“Pick automatically”  
with a contract**



The customer enters the order in Amos. Below you see the order with the header information in Amos.

AMOS - Challenge (e4m)/

File Edit Options Maintenance Stock Purchase Tools Window Help

16.01.2003

**Forms**

Number: 2003-01137       Generic Queue      Type: Purchase Order

Title: January 22nd 2003       Portal Queue      Status: Active

Vendor: Unitor      Unitor ASA      Stock Class:

Contract:      userdefext:

Delivery Location:      Confirmation Ref.:

Delivery Address: ONB      On board Vessel      Latest Delivery Date:

Budget Date: 16.01.2003       Budget at Line Item Level      Priority:

Budget Code:      Delivery Terms:

Payment Terms:

Cost Overview:

Estimate: USD 0,00      Vendor Estimate: USD 0,00      History:

Part Paid: USD 0,00      Created: 16.01.2003      Confirmed:

Final Total: USD 0,00      Currency: USD      Approved:      Received:

Ordered:

Number	Title	Vendor	Contract	Del. Address	Form Type	Form Status	Lates
<input checked="" type="checkbox"/> 2003-01137	BG test with correct products	Unitor		ONB	Purchase Order	Active	
<input type="checkbox"/> 2003-01136	January 22nd 2003	Unitor		ONB	Purchase Order	Active	
<input type="checkbox"/> 2003-01135	January 22nd 2003	Unitor		ONB	Query	Active	
<input type="checkbox"/> 2003-01134	BG test with correct products, test 5	Unitor		ONB	Query	Active	
<input type="checkbox"/> 2003-01133	BG test with correct products, test 4	Unitor		ONB	Query	Active	
<input type="checkbox"/> 2003-01132	BG test with correct products, test 3	Unitor		ONB	Query	Active	

Ready      CBM

The order lines are entered in Amos. You can see that no prices are included. In this demo we will show you how the PriceLookup functionality from MTS helps the customer to get his correct net prices (as agreed with the supplier) directly into his Amos system. The customer presses the StretchOut button to initiate PriceLookup.

The screenshot displays the 'Line Items' form in the AMOS software. The form is titled 'Line Items [2003-01137 - January 22nd 2003]'. It contains several input fields and checkboxes for configuring an order line. A table at the bottom lists the order items.

Item	Name/Title	Quantity	Unit	Curr.	Price	% Discount	Total	Balance
1	Fire protective suit	2,00	PCS	USD	0,00	0	0,00	
2	Gas/chem protective suit	1,00	PCS	USD	0,00	0	0,00	
3	Liquitreat	75,00	LTR	USD	0,00	0	0,00	
4	Oxygen control	50,00	LTR	USD	0,00	0	0,00	
5	ACC Plus	25,00	LTR	USD	0,00	0	0,00	
6	Cleanbreak	210,00	LTR	USD	0,00	0	0,00	
7	GPO-302N BOX	1,00	PCS	USD	0,00	0	0,00	
8	Face shield w/handle	2,00	PCS	USD	0,00	0	0,00	
9	Welding gloves	2,00	PCK	USD	0,00	0	0,00	
10	Trouser Leather	1,00	PCS	USD	0,00	0	0,00	

AMOS - Challenge (e4m)

File Edit Options Maintenance Stock Purchase Tools Window Help

Line Items [2003-01137 - January 22nd 2003] 16.01.2003

Forms Line Items [2003-01137 - January 22nd 2003]

Number: Part No.: - - Status: Active  
 Title: Part Name: Fire protective suit Content: Goods  
 Vendor: Component: - Budgeted purchase  
 Contract: Include on form  
 Delivery Loca: Maker's Ref.: 625400 % Discount: 0  
 Delivery Addr: \_ExtraNO  
 Budget Date: Unit: PCS Factor: 1,0000 Price: USD 0  
 Budget Code: Requested: 0,00 Ordered: 2,00 Received: 0,00 Cancelled: 0,00  
 comm1  
 com 2

Cost Overview  
 Estimate:  
 Part Paid:  
 Final Total:

Category Code

The customer presses the Price Lookup button.

Select stretchout mode

Select Stretch Out Mode

Item	Description	Unit	Curr.	Price	% Discount	Total	Be
1	Fire protec	PCS	USD	0,00	0	0,00	
2	Gas/chem protective suit	1,00 PCS	USD	0,00	0	0,00	
3	Liquitreat	75,00 LTR	USD	0,00	0	0,00	
4	Oxygen control	50,00 LTR	USD	0,00	0	0,00	
5	ACC Plus	25,00 LTR	USD	0,00	0	0,00	
6	Cleanbreak	210,00 LTR	USD	0,00	0	0,00	
7	GPO-302N BOX	1,00 PCS	USD	0,00	0	0,00	
8	Face shield w/handle	2,00 PCS	USD	0,00	0	0,00	
9	Welding gloves	2,00 PCK	USD	0,00	0	0,00	
10	Trouser Leather	1,00 PCS	USD	0,00	0	0,00	

Tools Forms Line Items

Ready CBM

AMOS - Challenge (e4m)

File Edit Options Maintenance Stock Purchase Tools Window Help

Line Items [2003-01137 - January 22nd 2003] 16.01.2003

Forms Line Items [2003-01137 - January 22nd 2003]

Number: Part No.: Status: Active  
 Title: Part Name: Fire protective suit Content: Goods  
 Vendor: Component: Budgeted purchase  
 Contract: Include on form  
 Delivery Locati Maker's Ref.: 625400  
 Delivery Adde \_ExtraNO % Discount: 0  
 Budget Date: Unit: PCS Factor: 1,0000 Price: USD 456,00  
 Budget Code: Requested: 0,00 Ordered: 2,00 Received: 0,00 Cancelled: 0,00  
 comm1 On Order: -  
 com 2 From Order: -

Item	Name/Title	Quantity	Unit	Curr.	Price	% Discount	Total	B
1	Fire protective suit	2,00	PCS	USD	456,00	0	912,00	
2	Gas/chem protective suit	1,00	PCS	USD	1 597,50	0	1 597,50	
3	Liquitreat	75,00	LTR	USD	3,81	0	285,75	
4	Oxygen control	50,00	LTR	USD	7,62	0	381,00	
5	ACC Plus	25,00	LTR	USD	4,76	0	119,00	
6	Cleanbreak	210,00	LTR	USD	2,95	0	619,50	
7	GPO-302N BOX	1,00	PCS	USD	50,17	0	50,17	
8	Face shield w/handle	2,00	PCS	USD	44,10	0	88,20	
9	Welding gloves	2,00	PCK	USD	111,00	0	222,00	
10	Trouser Leather	1,00	PCS	USD	369,00	0	369,00	

Cost Overview  
 Estimate:  
 Part Paid:  
 Final Total:

Num  
 2003-01137  
 2003-01136  
 2003-01135  
 2003-01134  
 2003-01133  
 2003-01132

A request is sent to the supplier and the prices are picked directly from the suppliers database and exported back into Amos. This means that the customer gets easy access to his contracted prices before sending the order to Unitor and without sending a standard enquiry to the supplier.



**QUESTIONS ?**