



AMOS E-Commerce

Ged Lunt, Product Manager, AMOS Suite



AMOS

31 March, 2005

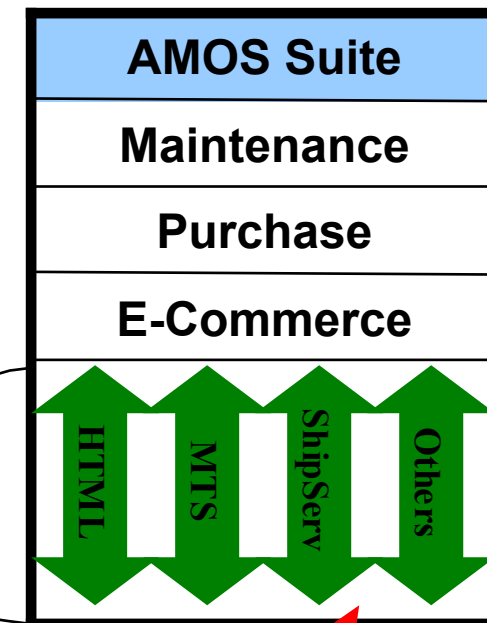
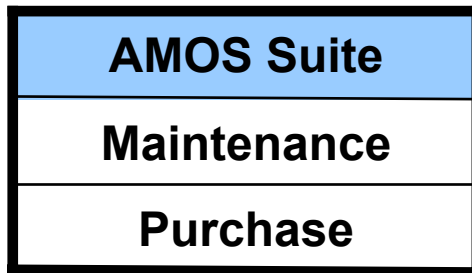
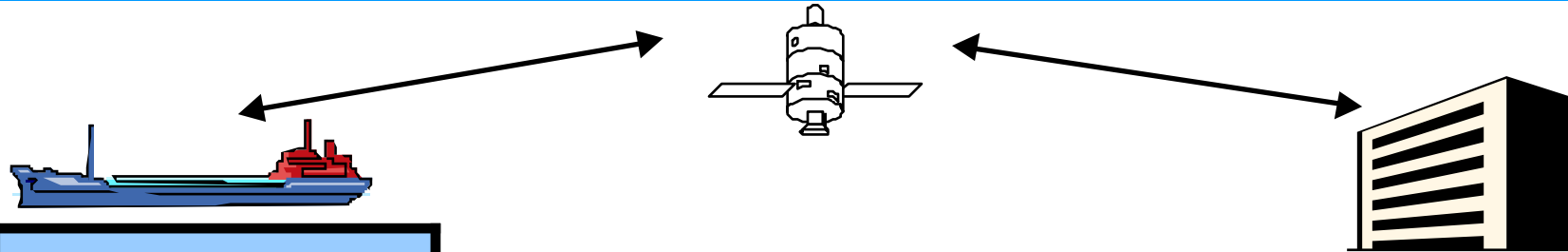
- **AMOS E-Commerce Strategy**
- **AMOS E-Commerce Functionality**
- **Past & Present**
- **Vision for the future**



- **Minimise total cost per transaction**
 - **Seamlessly integrate stakeholders in the procurement process (vessels, purchasers, multiple vendors/channels)**
- **Enable you to do business in the normal way**
 - **Support your purchasing process end-to-end... including exceptions!**
- **Provide a choice of E-Commerce channels**
 - **AMOS enables you to do business via several major E-Commerce channels seamlessly in any combination**
- **Listening to our customers**
 - **Our business is software for managers, owners, operators**

AMOS E-Commerce Functionality

xantic



Plug-ins



AMOS Supports the entire process: -

- Initial request (Requisition)
- Request for Quotation
- Quotation
- Purchase Order
- Purchase Order Confirmation
- Deliveries & logistics
- Payment

AMOS E-Commerce Functionality (HTML forms)

xantic

- We recommend AMOS HTML E-Commerce


- AMOS HTML form (RFQ) supplier.

- Supplier reference details into

- AMOS E-B information and update

Quotation request - Microsoft Internet Explorer

Address: I:\amosw\transfer\XML\amoshtml\outbox\rq200307251324440.html

 Query No.: 2003-00001
Installation: Bastø I/Vedlikehold
Title: Amos HTML Portal Test
Date: 2003-Jul-25
Ordered By: Ullestad Joetein

Vendor: Gunnar Hilsen
POBox 104 Lilleaker
Lilleakerveien 8
0216 Oslo
Norway
Attn.: Gunnar Hilsen
email: gunnar.hilsen@xantic.net
Phone: +47 67525537
Fax: +47 67525533

Delivery: Jostein Ullestad
POBox 8070
Petroleumsveien 6
4068 Stevanger
Norway
Attn.: Jostein Ullestad
email: Jostein.Ullestad@xantic.net
Phone: +47 51815366
Fax: +47 51815301

Item:	Maker's Reference:	Unit:	Quantity:	Currency:	Unit Price:
1	Part no. AF 2001 - A. Item no. 1.	Stk	10.000000		
2	Part no. AF 2001 - B. Item no. 2.	Stk	2.000000		
3	Part no. AF 2001 C. Item no. 3.	Stk	2.000000		
4	Part no. Af 2001 - D. Item no. 4.	Stk	10.000000		

← Send button

- **AMOS has always been at the forefront of E-Commerce**
- **AMOS was involved with MECA and MTML from the beginning**
- **Approximately ~ 200 sites using AMOS E-Commerce**
 - **Representing approximately ~ 2000 vessels**
 - **Approx 750 requisitions per vessel = 1,500,000 per year**
 - **Approx 50% placed electronically = 750,000**
 - **Approx 4 E-commerce transactions / requisition = 3,000,000**

- **Easier integration by using web services**

- **Continuous ongoing development of MTML**
 - **Published roadmap of planned developments**
 - **Users should have a more active role in MTML development**
 - **Strengthen the MTML standard to increase acceptance**

- **Possible short-term enhancements to MTML: -**
 - **“Handshaking” information**
 - **Additional description information**
 - **Different pricing levels with percentage or price discounts**

Thank you... *For More Information...*

xantic



AMOS

Marius Clausen, Xantic Oslo: +47 67 52 55 50
Ged Lunt, Xantic Manchester: +44 161 888 0101

The Website
www.AMOS.net