



Electronic Manuals and Electronic Purchasing

Shipdex Conference, Hamburg 14th May 2008

Neil Firth, CTO, ShipServ

ShipServ is the leading maritime e-marketplace, helping buyers and suppliers find each other easily, connect cost effectively and trade efficiently.



100+ ships

Anglo Eastern Ship Management Ltd
/ SG, HK & UK
Teekay Shipping Ltd.
/AUS, CA, NO, SG, UK, US
Barber Ship Management
Eastwind
Tidewater Marine

World's largest reefer owners

Workboat fleet and compression services

50-100 ships

Clipper Group
E. R. Schiffahrt GmbH & Cie KG
MSC Ship Management (HK)
MISC Berhad
Norbulk Shipping / UK & Italy
NYK Shipmanagement Pte Ltd.
Odfjell ASA
OSG Ltd. / UK, USA & Greece
Solar Japan Co. Ltd.
Thome Shipmanagement
trans Mar-Supply GmbH
Van Oord ACZ BV

World's largest LNG carrier

No fleet too small (or big or different).

20-50 ships

Drilling Rigs

BW Gas
Chevron Shipping Co.
Dampskibsselskabet TORM
ETA Ship Management
Fairmont Shipping Ltd.
Great Offshore
Grimaldi Group Naples
Höegh Fleet Services AS
Holland America Line

10-20 ships

Aboatiz Jebsen Bulk Transp
AJ Ship Management GmbH
B+H Equimar Singapore Pte Ltd.
Chellaram Shipping Co. Ltd.
Graig Ship Management
Green Management AS
Masterbulk Pte Ltd.
Norgas Carriers
NYK LNG / UK, Japan
Reederei Alnwick Harmstorf & Co. GmbH
Utkilen AS
Seabulk Tankers
Transpetrol TM
Wallenius Marine
Westfal-Larsen Management

Cruise Lines

J. Lauritzen A/S
Intership Navigation Co. Ltd.
Keystone Shipping Company
LMS Shipmanagement
MMS
Meridian Marine Management Ltd.
MK Shipmanagement Co. Ltd.

<10 ships

Carsten Rehder BV
Dannebrog Rederi A/S
Aker Bio Marine
Liberty Maritime Corporation
Magsaysay Maritime Corp.
Neom Maritime (Singapore) Pte. Ltd.
Ocean Bulk Carriers Ltd.
Pan Continental Shipping Co. Ltd.
RKOffshore Management
Totem Ocean Trailers Express (TOTE)
Tyco Telecommunications
YSG Shipmanagement GmbH & Co. KG

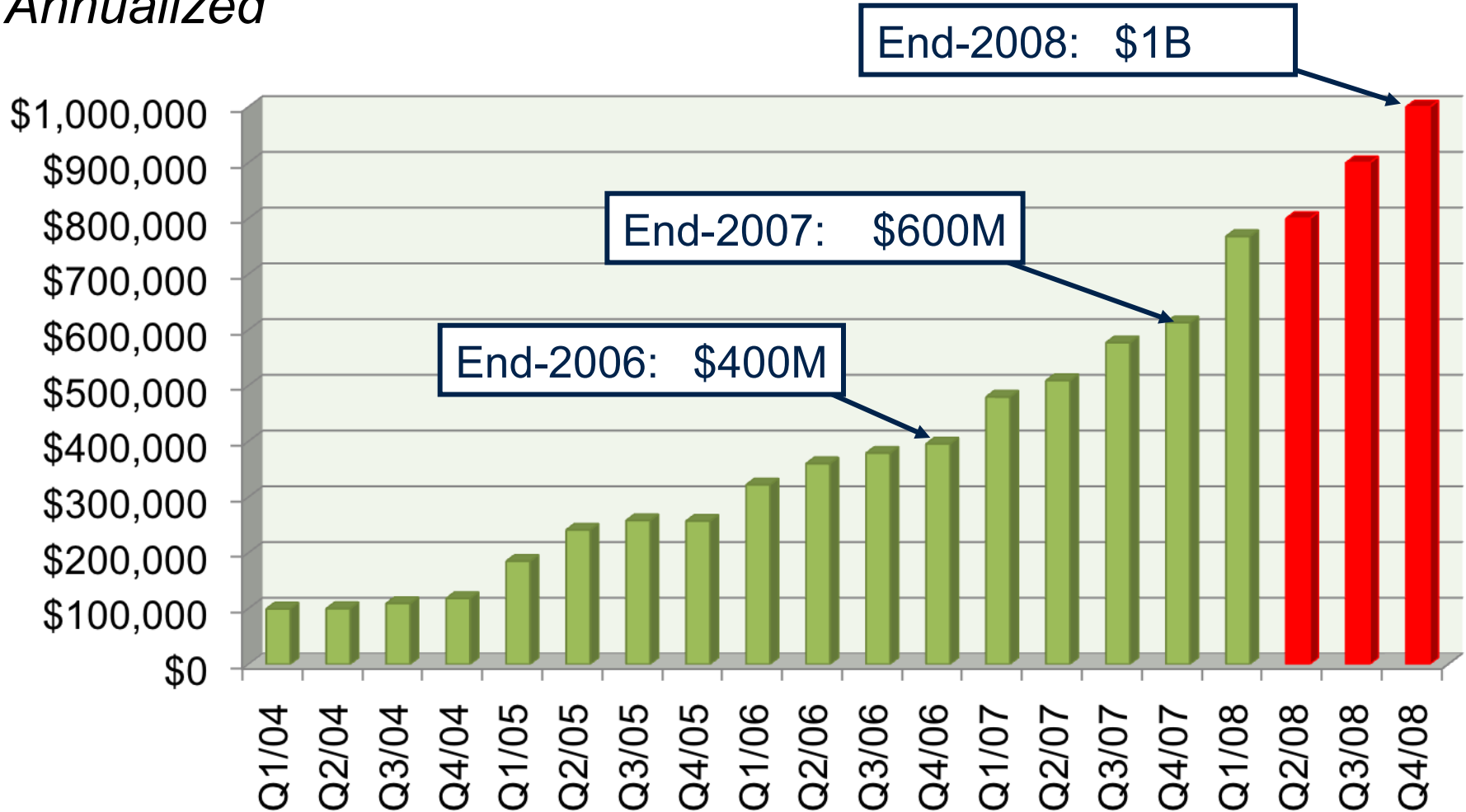
Cable laying & maintenance

Oil tankers

Quintana Maritime Ltd.
Sandigan Shipping Services Inc.
Sealion Shipping
Star Reefers UK Ltd.
Solstad Shipping AS
Teekay Marine Services AS
Thome Ship Management Pte Ltd.
Vorsetzen (VBSK)
Vroon B.V. / NL, Australia, Offshore

...trading more than \$1B by end 2008







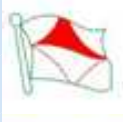










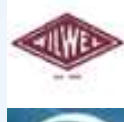

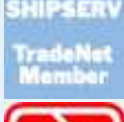



Annualized



...with more than 7000 suppliers...

Key ship chandlers on TradeNet

Ship chandlers:

	Chandling International		Mares		Ship Supply Group/ Harbor Ship Supply
	First Choice Marine Supply		Mercantile Ship Stores		Sinwa
	Fuji Trading		Mishal		So.Se.Ma.
	Gulf Shipchandlers		National Ship Chandlers		Stromme
	Hans Heidorn		Provimar		West Coast Ship Supply
	Karlo Corporation		Schierbeck		Williams & Wells
	Klevenberg		Seaway		World Ship Supply
	Man Sang		Seven Seas		

Leading suppliers within key segments use TradeNet

Navigation / charts:



Baker Lyman and Co.



Iver C. Weilbach



Kelvin Hughes



Nautical Chart Supply



Nautisk Forlag



Todd Chart Agency

Medicals:



Antwerp Shipping Pharmacy



Lagaay International Apotheek



L. E. West



Universal Marine Medical Supply Co.

Coating manufacturers:



Chugoku Marine Paints



Hempel



International Paint



Jotun



Sigma Coatings

Lubeoil:



ExxonMobil



FAMM

Chemicals:



Ashland Drew



Marichem Marigases

Leading suppliers within key segments use TradeNet

Engine manufacturers:



Trading houses:



Pumps:



Engine and deck spares:



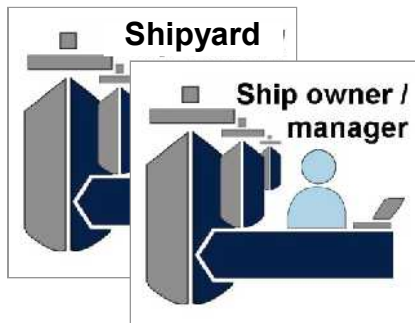
Boilers:



Key segments for Electronic Manuals



ShipServ Solutions – What we do!

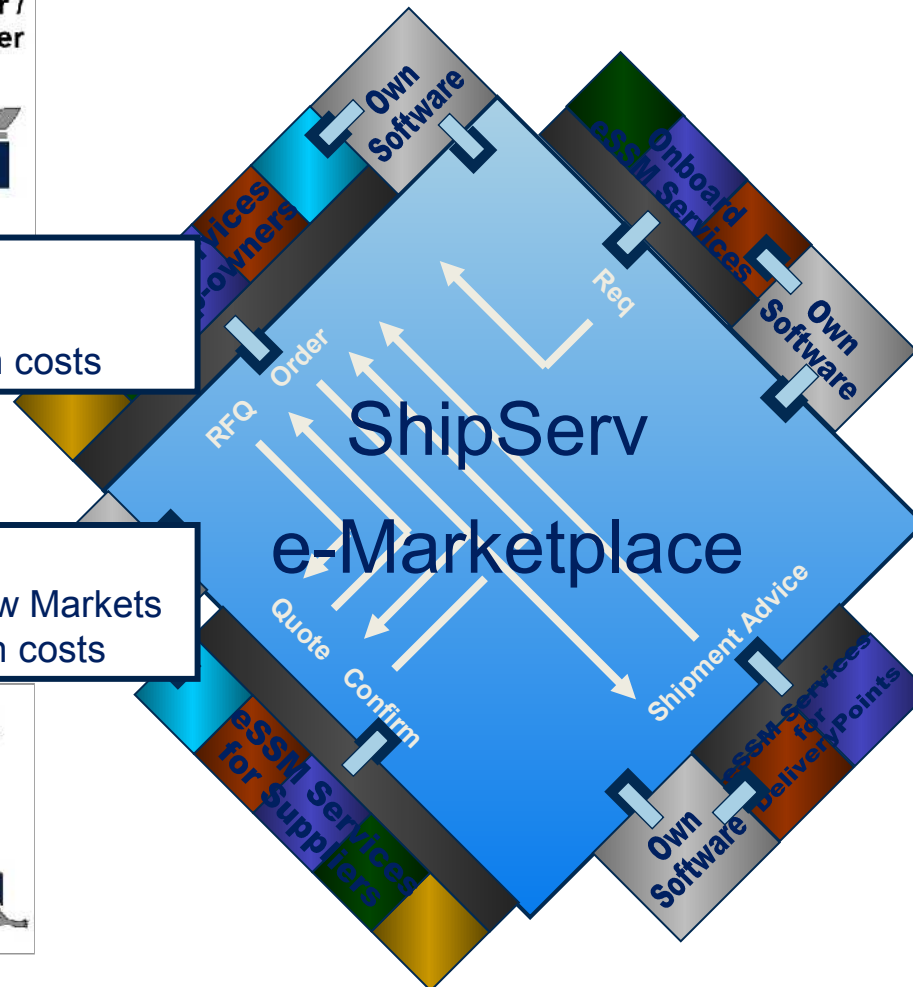
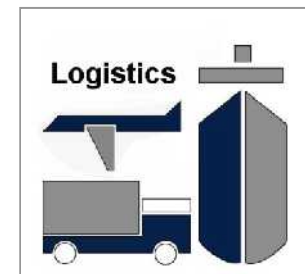


Buyers:

- Reduction in unit costs
- Reduction in transaction costs

Suppliers:

- Increased revenues/New Markets
- Reduction in transaction costs

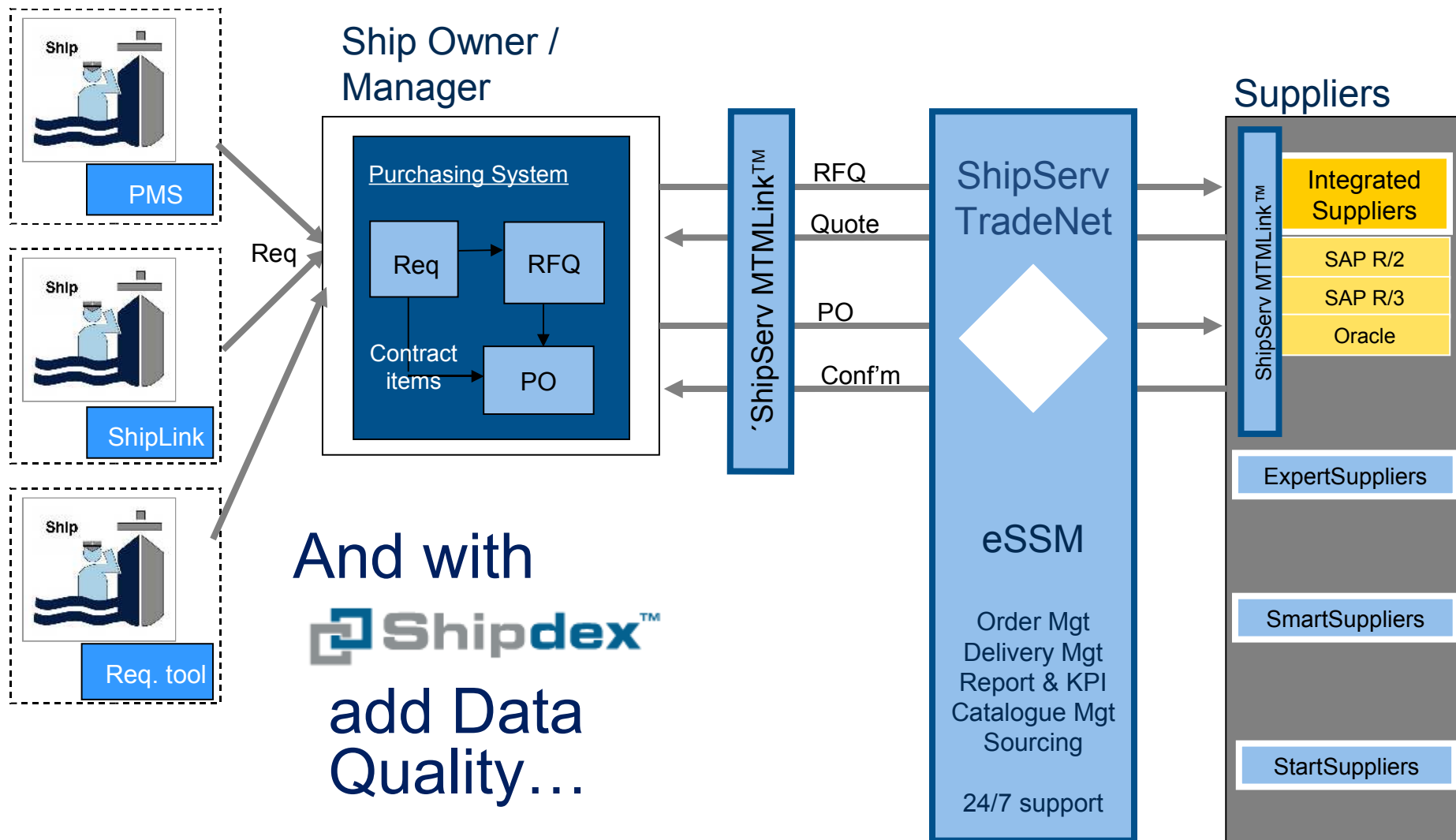


All using your existing Purchasing System...

 **BASS** Streamlining Maritime Operations



Benefits for everyone



And with



add Data
Quality...

Benefits of Data Quality - Part 1

- Accurate parts data in the PMS
 - Using data created/maintained by the manufacturer
- Accurate parts data on Requisitions
 - Eliminates misunderstanding between Ship and Purchaser
- Accurate parts data on Inquiries and Orders
 - Eliminates misunderstanding between Purchaser and Supplier
- Benefits magnified with Electronic Ship Supply Management...
- Suppliers make immediate match with stock availability and price
 - Including customer-specific price agreement if available
 - Including potentially automatic 'no-touch' quoting and order taking
- Buyers get faster response
 - Frees time for better purchasing...

Buyers motivation

“A 1% savings on the procurement side equals about 10% revenue increase on the chartering side.”

“We use the KPI reports every month...to evaluate suppliers.”

“Purchasers now have time to do better things...they get 15-20% of their time back.”

“Our buyers can do more ‘buying’, there’s less wasted time.”

Negotiate better deals, enable strategic sourcing

“Buyers were dealing with 20 ships, now they can do 40.”

“RFQ to PO time reduced by 30%”

Speed up purchasing, reduce administration

Deliver savings to the bottom line

Source: ShipServ Customer Research, March 2008

Supplier's motivation...

Improve customer service

Promote to a global customer base

Improve quote-to-order ratio

Streamline business processes

Save time and money by automated order handling procedure (\$50 – 150 per order)

All magnified using Electronic Manuals

and motivating manufacturers to create/maintain good manuals

Benefits of Data Quality – Part 2

- Accurate parts data on Requisitions
- Better Sourcing
 - Accurate parts data leads to accurate search (“the perfect match”)
 - Accurate search leads to greater choice and better prices...

Search for maritime suppliers of spares, stores or services:

Product/Category Company Name

Any country



Any port



Only show suppliers in selected country

Reset

Search

Browse by category:

[Chandlery](#)
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[Anchors & Chains](#)
[Compressors](#)
[Reconditioned Parts](#)
[Pumps](#)
[Main Engine Spares](#)

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[Caterpillar](#)
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Welcome Neil A (Sign-out) | Help | Advertise

New Search Edit Search

1 through 9 of 9 results on 1 page

Search results for 141642-22110 in any port, any country:

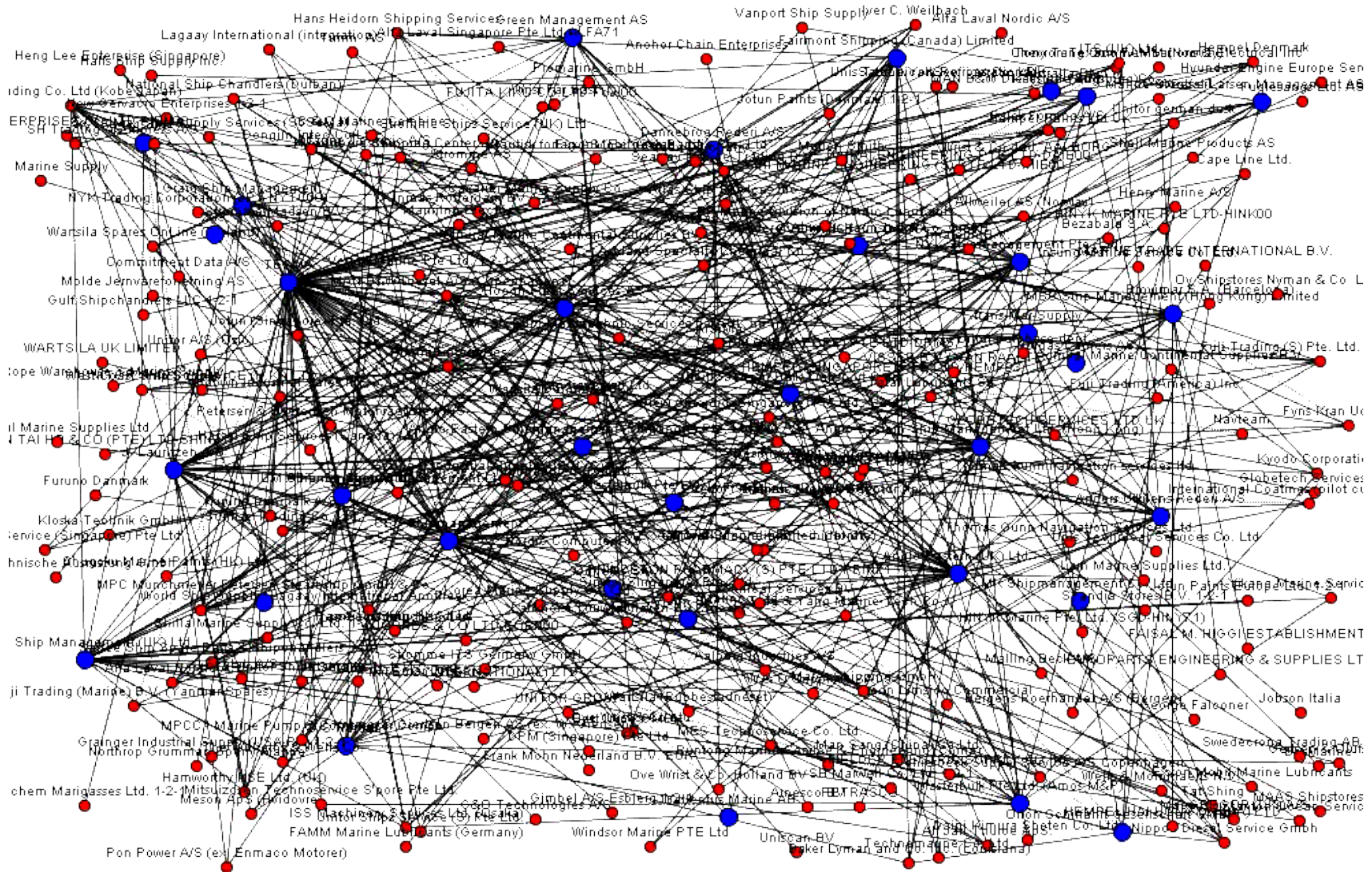
	E-Services What is this?	TradeRank What is this?
<p>ISS Machinery Services, Ltd. (Osaka), Osaka, Japan Supplier of Engines(Main)Spares and Engines(Auxiliary)Spares Transaction Match: Piston ring N Drawing: 141642 22110 ...</p>	<p>Expert Supplier Premium Listing</p>	
<p>Fuji Trading Co. Ltd, Kobe, Japan Registered Head Office in Yokohama, Japan, and Marine Logistics Headquarter in Kobe, FUJI TRADING CO., LTD. (FTC), with over 5 decades of maritime experience, offers a wide range of services in maritime industries. FTC is primarily a ship-supplier and provides general ship store, provisions, bonded stores and marine spare parts. FTC provides engineering services including a float repair and reconditioning services. FTC is a provider of ship-shore communication service. FTC is always ready to response EDI transaction with its valued customers. Transaction Match: PISTON RING LeadTime: 141642 22110 YANMAR Type number: SN ...</p>	<p>Expert Supplier Premium Listing</p>	
<p>Technomarine Co., Ltd., Kobe, Japan No description provided. Transaction Match: Piston ring (No. 141642 22110 YANMAR DIESEL ENGINE CO . SN DIESEL GENERATOR NO Maker :YANMAR DIESEL ENGINE CO . Serial No: SERIAL NO: FNS Model: SN DIESEL GENERATOR NO ...</p>	<p>Smart Supplier</p>	
<p>Nippon Diesel Service GmbH, Hamburg, Germany No description provided. Transaction Match: PISTON RING NO PART NO.141642 22110 AUXILIARY ENGINE YANMAR BV EN EN ELECTRICAL GENERATION ...</p>	<p>Smart Supplier</p>	
<p>NYK Trading Corporation, Minato-ku, Tokyo, Japan No description provided. Transaction Match: PISTON RING (NO. ITEM NO. Remarks = Fig b 141642 22110 ...</p>	<p>Expert Supplier</p>	
<p>Yikang Marine Services Co., Ltd., Pusan, Korea, Republic Of No description provided. Transaction Match: PISTON RING(NO , P/N:141642 22110 G/E SPARE PART ...</p>	<p>Smart Supplier</p>	
<p>Mitsui O.S.K. Techno-Trade, Ltd., Kobe, Japan No description provided. Transaction Match:) PISTON RING SET Description: FIG A PISTON & CONNECTING ROD(F.C.D.) 141642 22110 YANMAR DIESEL ENGINE CO . UT Generator No. Maker :YANMAR DIESEL ENGINE CO . Model: UT Generator No. ...</p>	<p>Smart Supplier</p>	
<p>Delta Marine AS, Oslo, Norway No description provided. Transaction Match: Piston ring No , No 141642 22110 = ...</p>		No Data



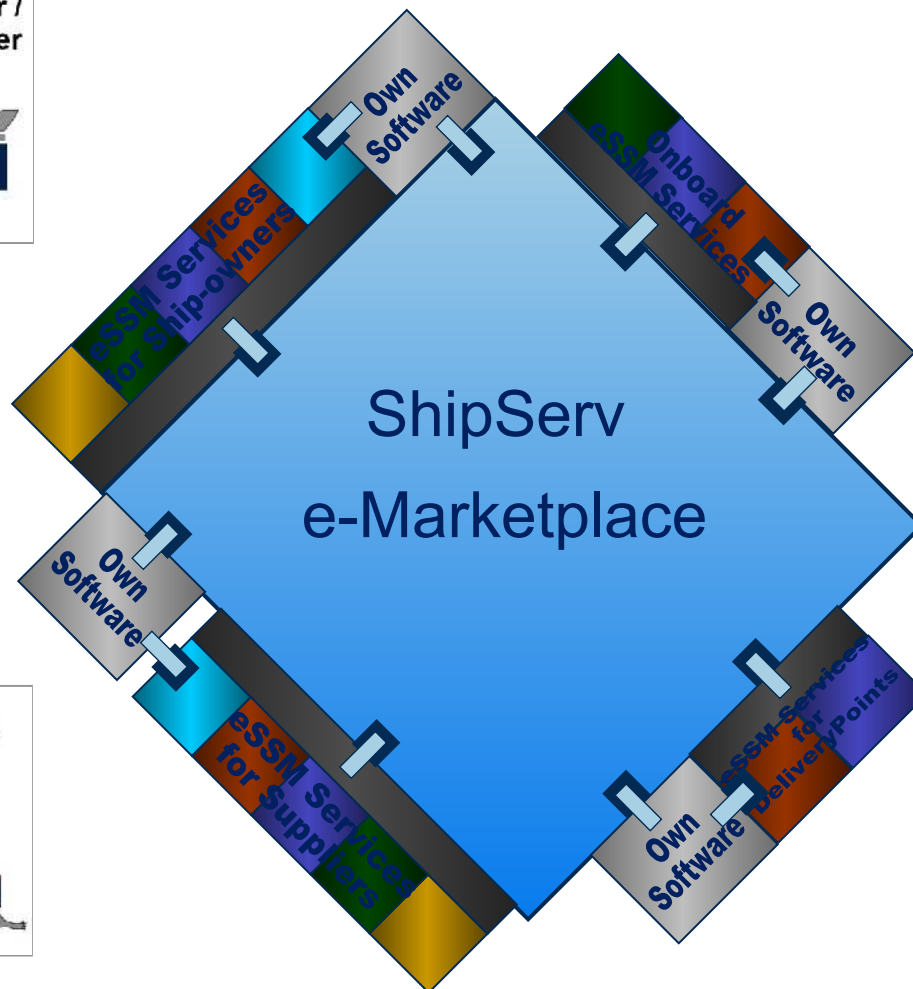
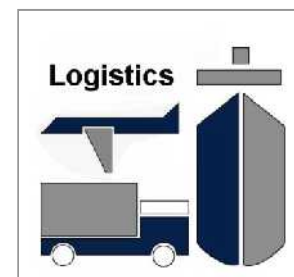
- PROVISION
- CABIN STORES
- DECK STORES
- ENGINE STORES
- ELECTRICAL STORES



How will Electronic Manuals and updates be distributed?

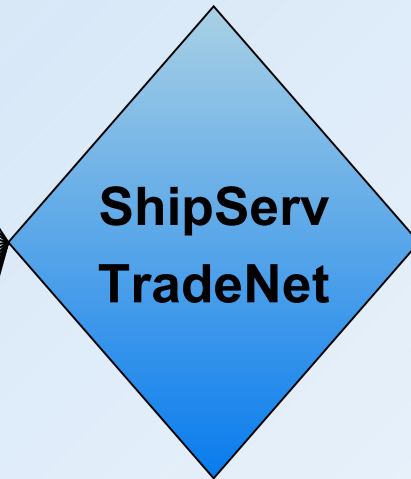
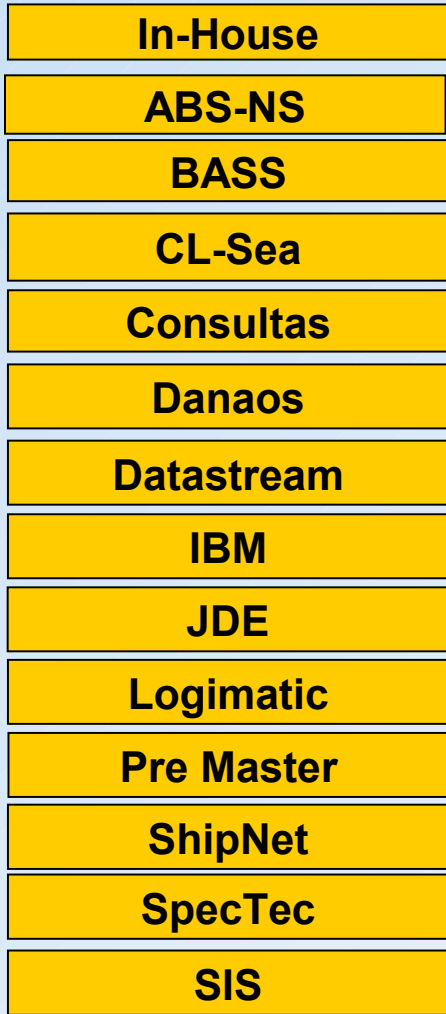


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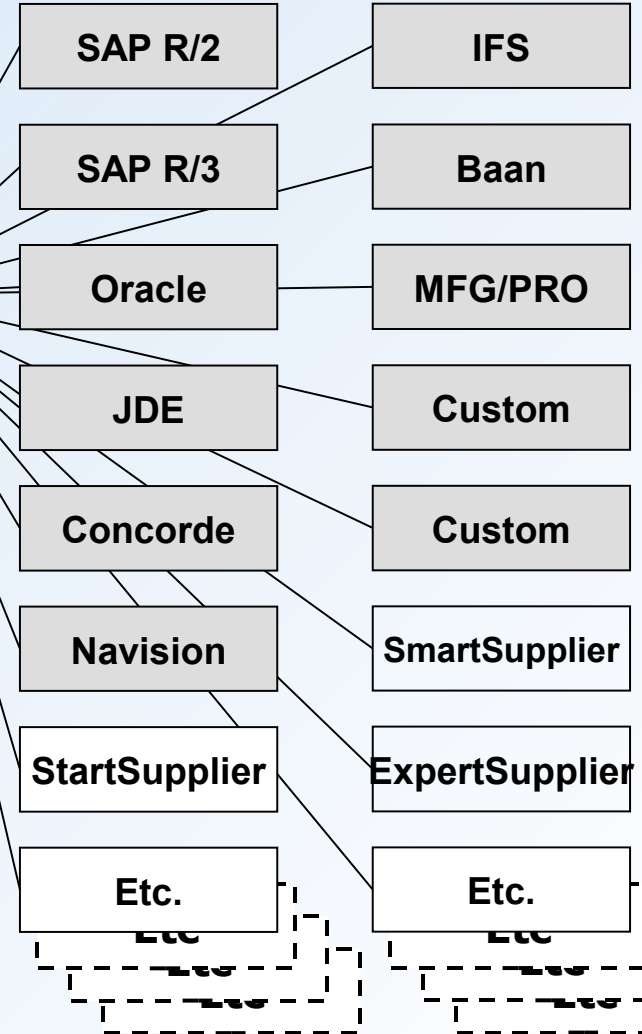


...with exactly one connection per participant

Shipping company in-house systems



Supplier in-house systems

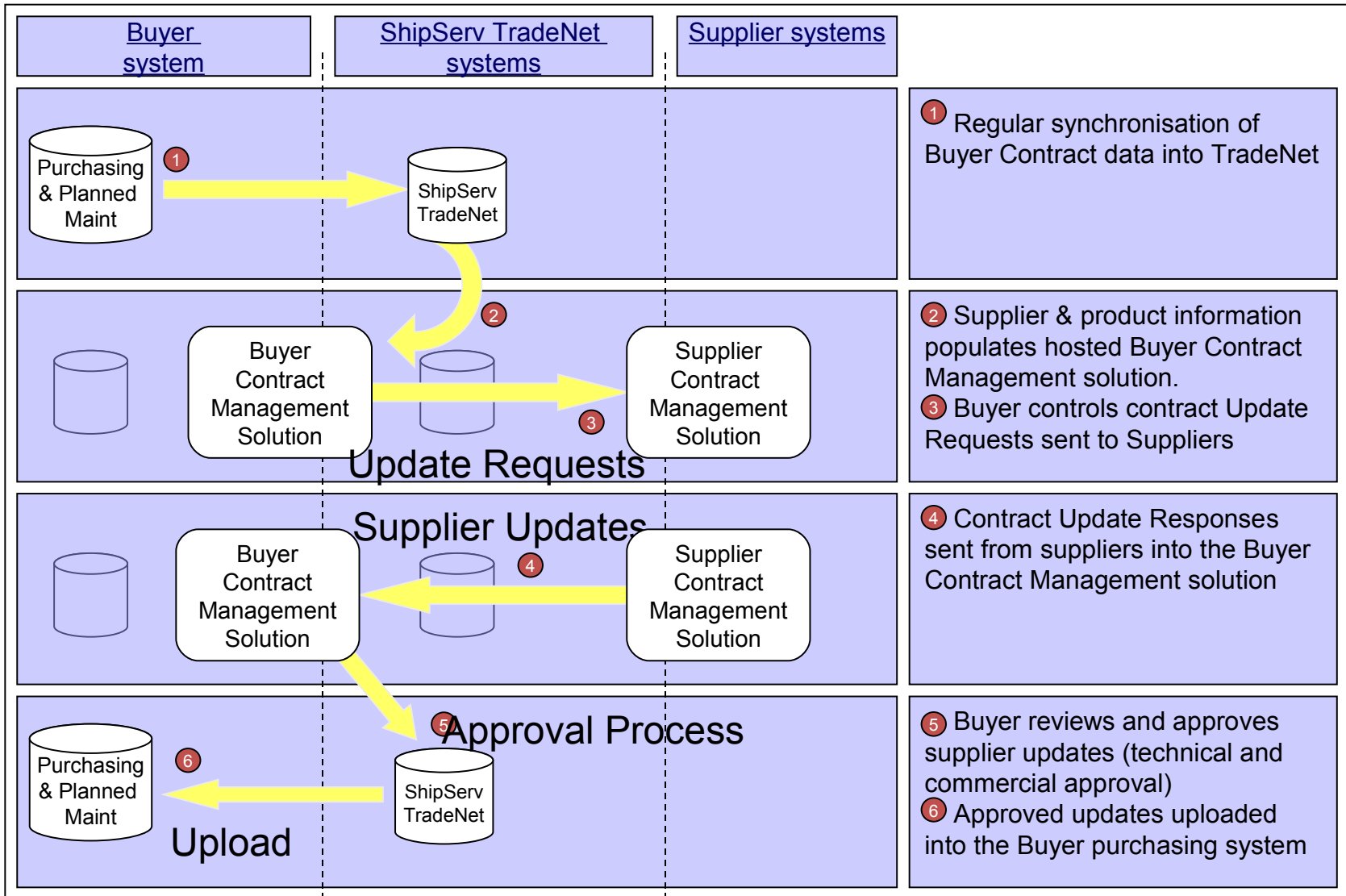


Transaction Mgmt
Data Mgmt

- Integration
- Sales
- Compliance

**with Electronic Manual
distribution & updates**

Contract Management process flow





SHIPSERV

Find. Connect. Trade.



Present in the most important shipping markets



50%

Of the world's Top 10 Ship
management companies
chose ShipServ

ShipServ. Where the Ship Supplies Market Comes To Do Business.



20 of the 20 Top Chandlers Are on ShipServ TradeNet

ShipServ. Where the Ship Supplies Market Comes To Do Business.



100%
Of ISSA Members
Are On ShipServ Pages

ShipServ. Where the Ship Supplies Market Comes To Do Business.



ShipServ

The world's largest fleet

90 countries

3,500 ships

ShipServ. Where the Ship Supplies Market Comes To Do Business.



ShipServ

The world's most diverse fleet

Container

Cruise

Drilling Rigs

LNG

Offshore

Tankers

Reefers

Yards

Bulk Carriers

Dredging

Car Carriers

Supply Vessels

Ferries

RoRo

Live Stock Carriers

....and many more

ShipServ. Where the Ship Supplies Market Comes To Do Business.



#1

Maritime e-marketplace

110 Owners/Managers/Yards

3,500 Ships

7,000 Suppliers

25,000 Users

\$1 Billion in trade

ShipServ. Where the Ship Supplies Market Comes To Do Business.
Including distribution of Electronic Manuals!





Find out more about ShipServ

Visit www.shipserv.com