

Smart Procurement with ShipServ

Danny Lam

AMOS Conference

May 5, 2015



Agenda for today's session

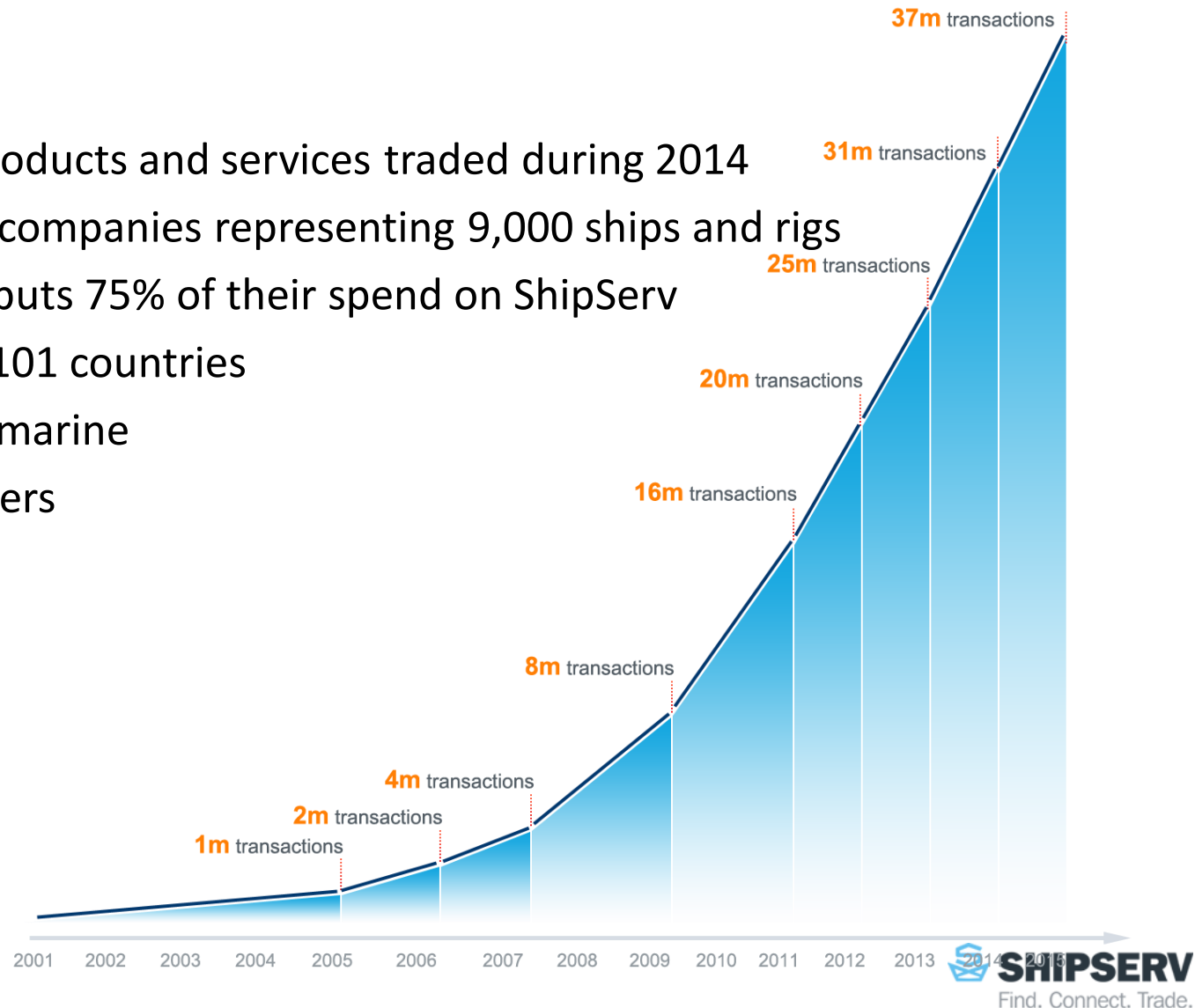
- Intro to ShipServ
- Partnership with Spectec
- Our Smart Procurement philosophy
- New Developments
 - Strategic sourcing with ShipServ Match
 - Business Intelligence – Spend Analytics

SHIPSERV FOR SHIP MANAGERS AND OWNERS

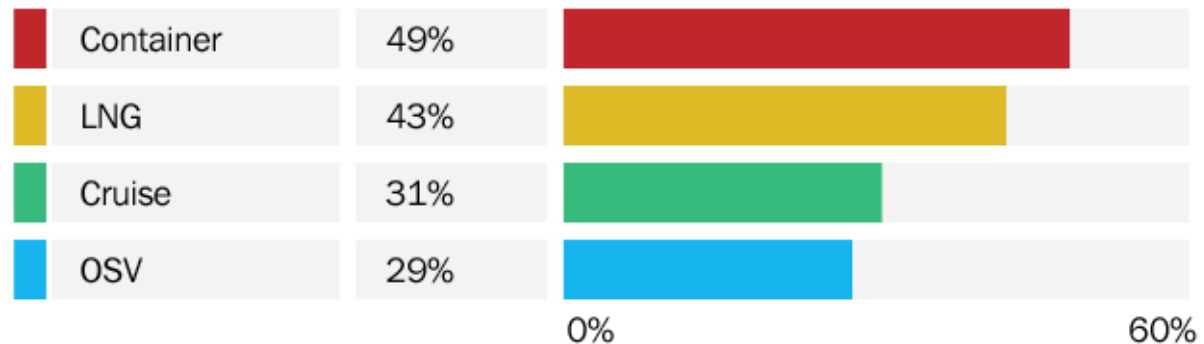
CORPORATE INTRODUCTION

ShipServ at a Glance

- Founded in 1999
- Independent
- \$2.5bn worth of products and services traded during 2014
- Over 200 shipping companies representing 9,000 ships and rigs
- Average company puts 75% of their spend on ShipServ
- 100,000+ users in 101 countries
- 100% focussed on marine
- Over 55,000 suppliers



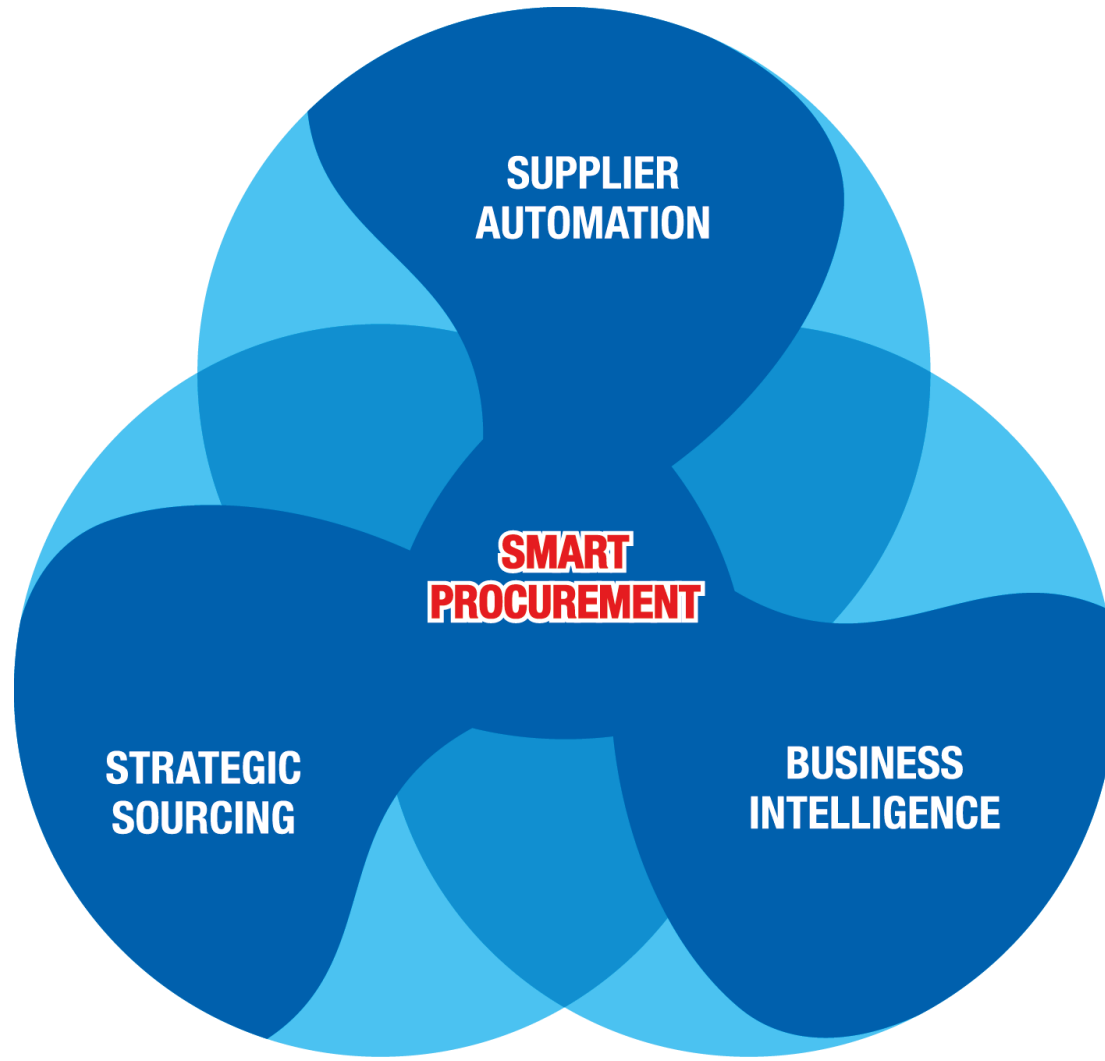
Some Key Customers and sectors



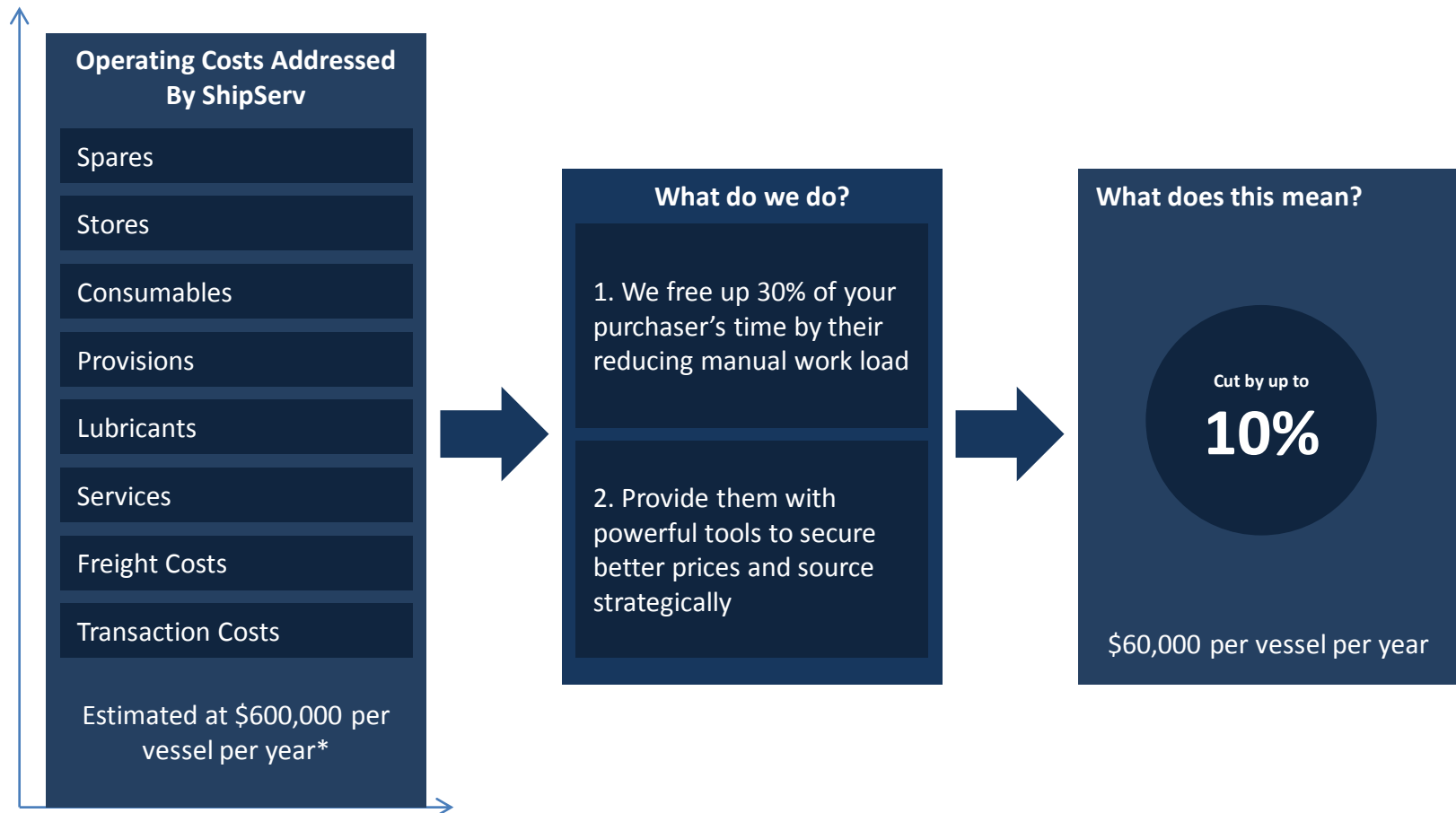
ShipServ is the world's leading maritime e-marketplace

- We help ship managers buy the products they need and cut their costs.
- We help suppliers to better serve and retain their customers.
- We improve efficiency across the whole marine supply chain.
- We are not a buying consortium. You still trade directly with your suppliers.

Smart Procurement: Driving your business forward



SmartProcurement cuts costs

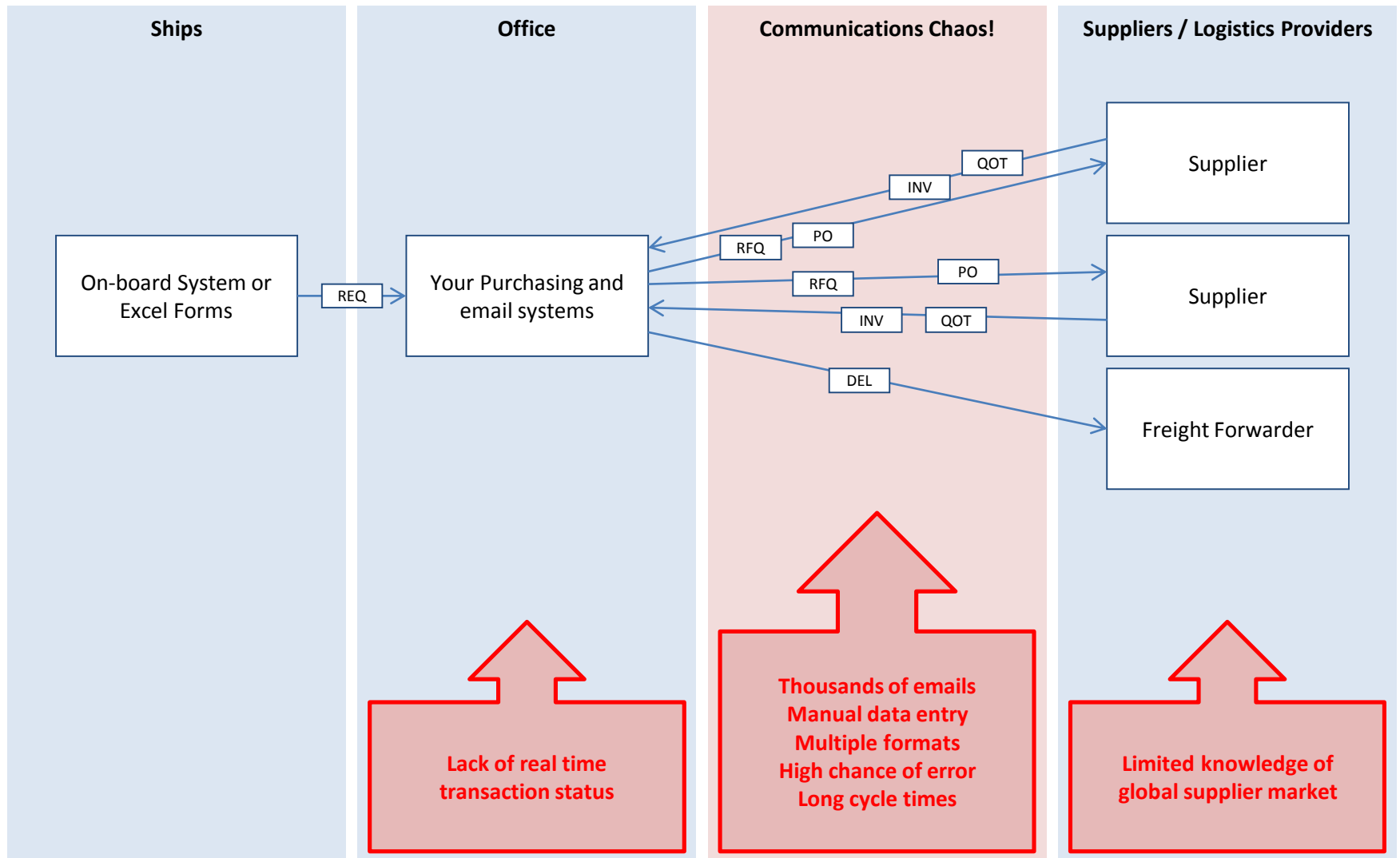


... and in many cases this solution can be implemented within DAYS

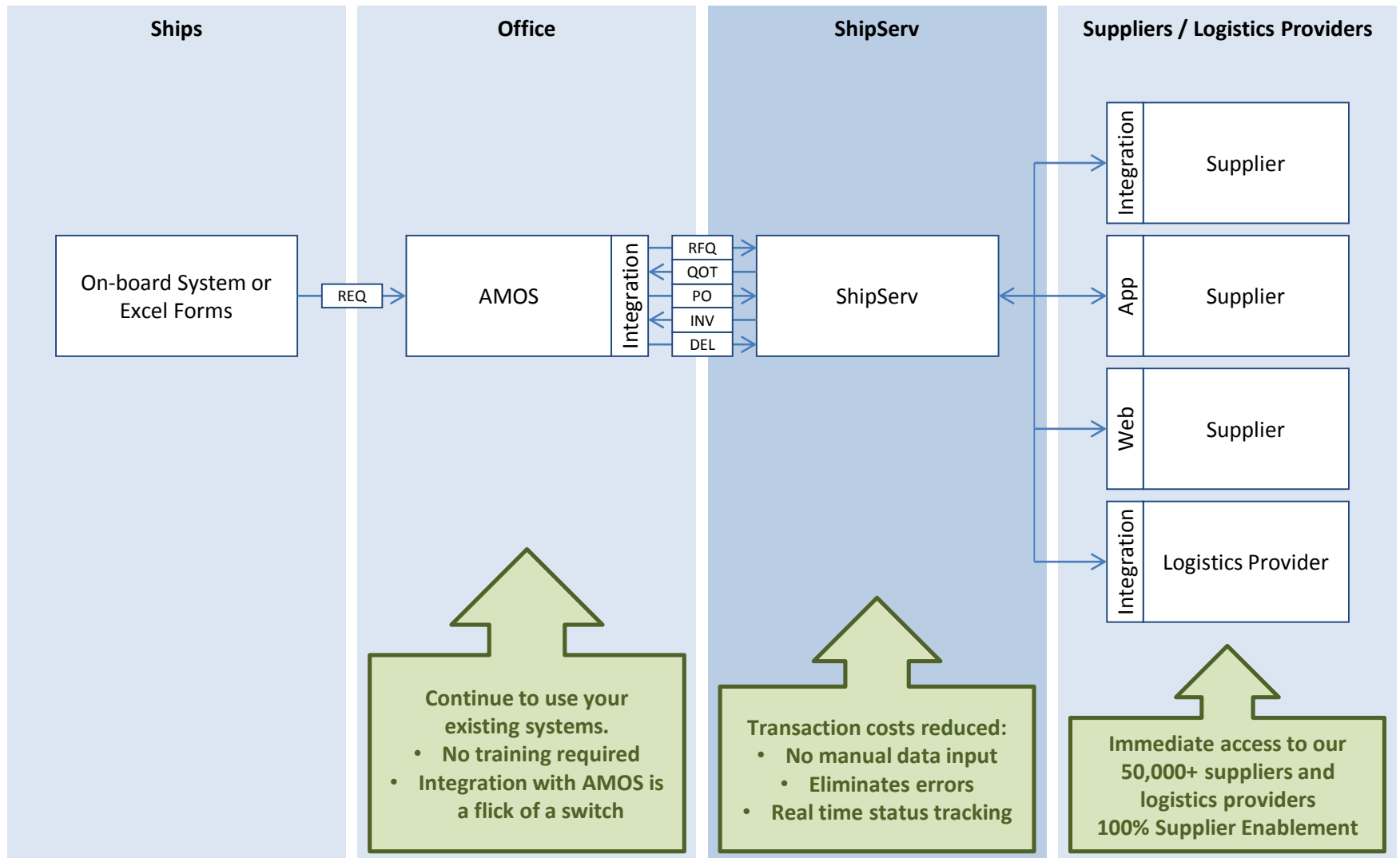
SHIPSERV FOR SHIP MANAGERS AND OWNERS

HOW IT WORKS

Before E-Commerce



E-commerce with ShipServ and AMOS



SHIPSERV FOR SHIP MANAGERS AND OWNERS

SUPPLIER AUTOMATION

SHIPSERV AND AMOS

We start with an incoming requisition...

AMOS - SS ENTERPRISE/ENGINE - [Forms]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window Help

Forms 8/17/2009

General Details Additional Info Attachments Audit Trail Quotations

Number: 09/801/00036 Type: Requisition Form
 Title: Automatically Created Form Portal Queue: ☐ Status: Active
 Vendor: BSS Baker International Ship Spares Stock Class:
 Contract:
 Delivery Location: Latest Delivery Date:
 Delivery Address: Latest Delivery Date for Vendor:
 Budget Date: 8/17/2009 Vendor's Delivery Date:
 Budget Code: Confirmation Ref:
 Priority:
 Delivery Terms:
 Payment Terms:

Cost Overview:
 Estimate: EUR 0.78 Vendor Estimate: EUR 0.00
 Part Paid: EUR 0.00
 Final Total: EUR 0.00 Currency: EUR

History:
 Created: 8/17/2009 Confirmed:
 Approved:
 Received:
 Ordered:

Number	Title	Vendor	Contract	Del. Address	Form Type	Form Status	Latest Del. Date	Created	Approved	Ordered	Confirmed	Received
09/801/00036	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
09/801/00027	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
09/801/00032	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
09/801/00035	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
09/801/00031	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
09/801/00030	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
09/801/00025	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
09/801/00034	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
09/801/00028	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
09/801/00033	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
08/801/00023					Requisition Form	Active		10/21/2008				
06/801/00282	Automatically Created Form				Requisition Form	Active		12/13/2006				

Forms Line Items Forms Line Items

Ready Start AMOS AMOS - SS ENTE... 12:51 PM

This is an incoming requisition within the Amos System

Creating an RFQ and selecting suppliers...

AMOS - SS ENTERPRISE/ENGINE - [Quotations [09/801/00035 - Automatically Created Form]]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window Help

Quotations [09/801/00035 - Automatically Created Form]

Vendor: MJackson (Start Supplier Branch Name) ☐ Portal Queue

☒ Complete Quotation
☐ Update Stock Items

History:
Sent:
Rejected:

Vendor's Ref.: Received Date:
Order before Date: Expiration Date:

Quoted Price: ==> USD
Freight: ==> USD
Additional Cost: ==> USD
Del. Time [Days]: USD
% Discount Given:

Vendor	Sent	Received	Rejected	Price	Del. Time [Days]
MJackson (Start Supplier Branch Name))					0

Forms Line Items Quotations

Ready

Start AMOS AMOS - SS ENTE... convert req to rfq ...

CBM 1:08 PM

First, the purchaser turns the requisition into an RFQ.

Next, they select the suppliers to send the RFQ to...

RFQs are sent to the Suppliers via ShipServ

AMOS - SS ENTERPRISE/ENGINE - [Forms]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window

Forms 8/17/2009

General Details Additional Info Attachments Audit Trail Quotations

Number: 09/801/00035 Type: Query
Title: Automatically Created Form Portal Queue Status: Active
Vendor: SH0002 Showa Namirei Co., Ltd. Stock Class:
Contract:
Delivery Location: Latest Delivery Date:
Delivery Address: Latest Delivery Date for Vendor:
Budget Date: 8/17/2009
Budget Code: PUR PURCHASING

Cost Overview:
Estimate: USD 10.00 Vendor Estimate: USD
Part Paid: USD 0.00
Final Total: USD 0.00 Currency: USD

Print Tagged Forms

Output Format:
☐ List
☐ Printed Form (Copy)
☒ Printed Form (Original)
Destn: Default

Sort Output by:
☒ Form No.
☐ Vendor
☐ BudgetCode

Print what:
☒ Form only
☐ Letter of Rejection only
☐ Reclamation Claim only
☐ All

☐ Include Attachments

OK
Cancel
Print Preview
Printer Setup

Number	Title	Vendor	Latest Del. Date	Created	Approved	Ordered	Confirmed	Received
☐ 46/801/00069	Automatically Created Form	BSS		4/7/2006	4/7/2006	4/7/2006		
☐ 22/801/00046-a		A1		12/5/2002	5/14/2003	5/14/2003		
☐ 22/801/00043		A1		12/3/2002	5/6/2003	5/6/2003		
☐ 13/801/00041	Test 2	A1		12/3/2002	12/3/2002	12/3/2002		
☐ 09/801/00039	Automatically Created Form	SH0002		8/17/2009				
☐ 09/801/00038	Automatically Created Form	BSS		8/17/2009				
☐ 09/801/00037	Automatically Created Form	SH0002		8/17/2009				
☐ 09/801/00036	Automatically Created Form	BSS		8/17/2009	8/17/2009			
☒ 09/801/00035	Automatically Created Form	SH0002		8/17/2009				
☐ 09/801/00034	Automatically Created Form	BSS		8/17/2009				
☐ 09/801/00033	Automatically Created Form	SH0002		8/17/2009				
☐ 09/801/00032	Automatically Created Form	BSS		8/17/2009				

Forms Line Items Quotations

Ready

Start AMOS AMOS - SS ENTE... convert req to rfq ...

CBM 1:11 PM

Send to ShipServ

All suppliers can trade for FREE

SupplierSupplier Login Page

start.startsupplier.net/start/supplier/secured/home.jsp?login=73792&rfqrefno=6239257

SHIPSERV

Looking for a marine valve?

SHIPSERV STARTSUPPLIER

Welcome to Danaos Integration Test Buyer (DEMO ONLY) StartSupplier.

Thank you for using Danaos Integration Test Buyer (DEMO ONLY) StartSupplier to enter your Quotes and Order Confirmations directly into our purchasing system. Please enter your password in the System Login area to the right. If you require assistance please click here for the nearest ShipServ Customer Service Centre.

Danaos Integration Test Buyer (DEMO ONLY)
Email: jwedell@shipserv.com
Tel: +30 210 4196 645

System Login

Customer ID:
73792

Password:
please type in your password

Login now

[Forgotten Password](#) [Change Password](#)

Mercy Ships
Volunteers Needed!
www.mercyships.org

SHIPSERV
can stop the leak.

Get it now.
SHIPSERV
Find. Connect. Trade.

SHIPSERV **SHIPSERV Pages** Search now

Create Quote for JWV Shipman (FOR DEMOS ONLY)

Buyer
Company: JWV Shipman (FOR DEMOS ONLY)
Service to: Copenhagen
1127 K, DK

RFQ
RFQ reference: ANNA-007
Subject: Spare
Contact: jvw
Email: jvw@jvwshipman.com

Supplier
Company: JWV Shipping supplies (DEMO ONLY)
Quote reference: jvw
Contact: jvw
Phone: jvw@jvwshipman.com
Email: jvw@jvwshipman.com

Vessel
Name: MY ANNA
IMO Number: 754321
Classification: 1127 K, DK

Port & Dates
Port: Aarhus
Country: Denmark
Vessel ETA: 25 apr 2010
Requested delivery: 25 apr 2010

Supplier Dates
Prices good until:
For requested delivery order by:
Quoted delivery: 0 working days from accepted Order

Delivery
Delivery/Release to, or contact:
Delivery terms:
Transport mode:

Supplier Terms
Payment terms:
General terms & conditions:

Supplier Comments

Attachments

Buyer Terms & Conditions
General Conditions for JWV Shipman (FOR DEMOS ONLY) Please do not add any additional charges on Order or Invoicing. If any, please use the 'add fee item' and indicate description and price.

Buyer Comments

Line Items Currency: USD - US Dollar

Item	Part Number	Description	Qty/Unit	Unit price (\$)	Total
1	Buyer's Part No. 1	COVER	2.0	0.0	0.0
	Part number	Supplier Comment			
		For Main Engine Type: HE C M18 Serial: 5123			
2	Buyer's Part No. 2	GASKET	1.0	0.0	0.0
	Part number	Supplier Comment			
		For Main Engine Type: HE C M18 Serial: 5123			
3	Buyer's Part No. 3	O-RING	5.0	0.0	0.0
	Part number	Supplier Comment			
		For Main Engine Type: HE C M18 Serial: 5123			
Add 1 line item: Add					
Line item sub-total					0.00
Discount					-0.00
Freight					
Other					
Total Price:					0.00

Save Draft **Submit Quote**

Powered by **SHIPSERV**

StartSupplier™ is a ShipServ solution. ShipServ offers a wide range of enhanced Ship Supply Management solutions that can help you work more effectively with your existing customers as well as increase your exposure to potential new customers. For more details, please visit.

Volunteers Needed!
www.mercyships.org

SHIPSERV
Find. Connect. Trade.

Suppliers:
Reach more Online Buyers. FAST.

Why should I trust you?

Start Supplier

- Web application accessed via a link in a notification email
- Allows supplier to view RFQs, quote, view POs and confirm
- Key to 100% e-enablement of your supplier base
- Branded as your application
- Completely free to suppliers, no limit on transaction volume

Quoting via SmartSupplier

The screenshot displays the SmartSupplier Standard Edition - ShipServ Match application. The main window shows the 'Inbox - RFQs' list with columns for Status, RFQ Ref, and Item Description. A notification bar at the top indicates 'You have 176 unactioned RFQs from the last 30 days. Action these now'. A sidebar on the left contains navigation links for Sales, Purchasing, Catalogues, Marketing, and Contacts. A 'Your unactioned RFQs for the last 30 days' section shows a count of 176 and a button to 'Action these now'. The 'Create Quote' window is open, showing details for a quote to Holland America Line, Vessel: 514 mv Oosterdam, Quote Ref: 514300867. The quote items table lists 6 items, all of which are hoses from Parker Hannifin, with quantities of 2 or 4 units each.

Item	Part Type	Item Description	Qty	Unit Price	Disc %	Total	Del Cmt
1	Mfg Part No	HOSE	2				
	Part No	F 787TCX5X9-20...	PCE				
Cmts : Buyer Part : PMP0750010020, Maker : PSI FLUID POWER LTD							
2	Mfg Part No	HOSE	2				
	Part No	F 787TCX5X9-20...	PCE				
Cmts : Buyer Part : PMP0750010021, Maker : PSI FLUID POWER LTD							
3	Mfg Part No	HOSE	2				
	Part No	F 787TCX5X9-20...	PCE				
Cmts : Buyer Part : PMP0750010022, Maker : PSI FLUID POWER LTD							
4	Mfg Part No	HOSE	2				
	Part No	F 787TCX5X9-20...	PCE				
Cmts : Buyer Part : PMP0750010023, Maker : PSI FLUID POWER LTD							
5	Mfg Part No	HOSE	2				
	Part No	F 787TCX5X9-24...	PCE				
Cmts : Buyer Part : PMP0750010024, Maker : PSI FLUID POWER LTD							
6	Mfg Part No	INSERT CONE, FLAT FACE	4				
	Part No	20 20/42X4FB	PCE				
Cmts : Buyer Part : PMP0750010025, Maker : PSI FLUID POWER LTD							

**Smart
Supplier**

- 'Outlook' style Windows application
- Helps suppliers to manage and respond to their ShipServ transactions
- Built in catalogue functionality helps them to quote quickly
- Features to help support team coordination and save time
- Small annual membership and transaction fee

Quoting as a Fully Integrated Supplier

Sales document Edit Goto Extras Environment System Help

Change Quotation Spares 22434973: Overview

Propose items via Plate Item Change Classification Orders EDI out Cust.doc

Quotation Spares 22434973 Net value 50.932,00 DKK

Sold-to party 665703 Anglo-Eastern Ship / 248 Queen S Road East / Wanchai FunctLocation L9332212

Ship-to party 10000100 Dummy kunde // 2450 Description GENCO THUNDER

Purch.order.no. 10/412 PO date 2010-04-09

Sales Item overview Item detail Ordering party Procurement Shipping Reason for rejection

Req. deliv.date D 2010-04-09 Deliver.plant 2501 2-takt København Pro...

Valid from 2010-04-09 Valid to

Delivery block ZT Sales assistant Pricing date 2010-04-09

Payment terms L030 Current month 30 d... Incoterms EXW Copenhagen

Order reason

Sales area 2020 / 01 / 40 Two Stroke SBU, Sales via Two Strk, 2-Stroke Spares

All items

POitem	Item	Material	Order qu...	SU	Plate-Editon	Item	ItCa	Description	S	Rate	Curr.
1	10	5124614-4	1	PC	91210-0154	121	AGN	MAIN BEARING C...	☒	22.420,00	DKK
2	20	U-0VARE	1	PC			ZKM	Material without no...	☒		DKK
3	30	U-0VARE	2	PC			ZKM	Material without no...	☒		DKK
4	40	U-0VARE	4	PC			ZKM	Material without no...	☒		DKK
5	50	0991056-5	1	SET	90401-0148	260	AGN	BEARING SHELL-...	☒	37.500,00	DKK
6	60	U-0VARE	4	PC			ZKM	Material without no...	☒		DKK
7	70	U-0VARE	2	PC			ZKM	Material without no...	☒		DKK
8	80	U-0VARE	1	PC			ZKM	Material without no...	☒		DKK

**Expert
Supplier**

- Supplier seamless integrates directly with ShipServ
- Supplier reaps significant savings on transaction costs
- Some suppliers may pass on a proportion of these savings to buyers
- Annual licence and transaction fee
- One integration to many buyers!

Receiving and comparing quotes...

AMOS - SS ENTERPRISE/ENGINE - [Forms]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window Help

Forms 8/17/2009

General Details Additional Info Attachments Audit Trail Quotations

Vendor	Sent	Received	Rejected	Price	Del. Time [Days]	Vendor Code	Expiration Date	Sent By	Rejected By	Quote
MJackson (Start Supplier Branch Name))	8/17/2009	8/17/2009		8.00		0jas003		System Administrator		USD
Garden State Mfg Co.	8/17/2009	8/17/2009		18.00		0GAR		System Administrator		USD

View

Number	Title	Vendor	Contract	Del. Address	Form Type	Form Status	Latest Del. Date	Created	Approved	Ordered	Confirmed	Rejected
☐ 09/801/00029	Automatically Created Form	SHO002			Query	Active		8/17/2009				
☐ 09/801/00031	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☒ 09/801/00035	Automatically Created Form	SHO002			Query	Active		8/17/2009	8/17/2009			
☐ 09/801/00028	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
☐ 09/801/00038	Automatically Created Form	BSS			Query	Active		8/17/2009				
☐ 09/801/00027	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00033	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00030	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00025	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00032	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
☐ 09/801/00039	Automatically Created Form	SHO002			Query	Active		8/17/2009				
☐ 09/801/00037	Automatically Created Form	SHO002			Query	Active		8/17/2009				

Forms

Ready CBM

Start AMOS - SS ENTE... Quote Ref: 35a10... view variance 2.b... 4:40 PM

Quotes imported directly into system eliminating need for retyping.

Creating the PO

AMOS - SS ENTERPRISE/ENGINE - [Forms]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window Help

Forms 8/18/2009

General Details Additional Info Attachments Audit Trail Quotations

Number: 09/801/00035 Type: Purchase Order
 Title: Automatically Created Form Portal Queue Status: Active
 Vendor: GAR Garden State Mfg Co. Stock Class:
 Contract:
 Delivery Location:
 Delivery Address:
 Budget Date: 8/17/2009 Latest Delivery Date:
 Budget Code: PUR PURCHASING Latest Delivery Date for Vendor:
 Vendor's Delivery Date:
 Confirmation Ref.:
 Priority:
 Delivery Terms:
 Payment Terms:

Cost Overview:
 Estimate: USD 10.00 Vendor Estimate: USD 0.00
 Part Paid: USD 0.00
 Final Total: USD 0.00 Currency: USD

History:
 Created: 8/17/2009 Confirmed:
 Approved: 8/17/2009 Received:
 Ordered:

Number	Title	Vendor	Contract	Del. Address	Form Type	Form Status	Latest Del. Date	%Created	Approved	Ordered	Confirmed	Received
☐ 09/801/00029	Automatically Created Form	SHO002			Query	Active		8/17/2009				
☐ 09/801/00031	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☒ 09/801/00035	Automatically Created Form	GAR			Purchase Order	Active		8/17/2009	8/17/2009			
☐ 09/801/00028	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
☐ 09/801/00038	Automatically Created Form	BSS			Query	Active		8/17/2009				
☐ 09/801/00027	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00033	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00030	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00025	Automatically Created Form	SHO002			Requisition Form	Active		8/17/2009				
☐ 09/801/00032	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
☐ 09/801/00039	Automatically Created Form	SHO002			Query	Active		8/17/2009				
☐ 09/801/00037	Automatically Created Form	SHO002			Query	Active		8/17/2009				

Forms Line Items

Ready CBM

Start Inbox - Microsoft ... AMOS AMOS - SS ENTE...

9:41 AM

Sending the PO via ShipServ

AMOS - SS ENTERPRISE/ENGINE - [Forms]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window Help

Forms 8/18/2009

General Details Additional Info Attachments Audit Trail Quotations

Number: 09/801/00035 Type: Purchase Order
Title: Automatically Created Form Portal Queue Status: Active
Vendor: GAR Garden State Mfg Co. Stock Class:
Contract:
Delivery Location: Latest Delivery Date:
Delivery Address: MLP Maria Logistics Provider
Budget Date: 8/17/2009
Budget Code: PUR PURCHASING

Cost Overview:
Estimate: USD 10.00 Vendor Estimate: USD
Part Paid: USD 0.00
Final Total: USD 0.00 Currency: USD

Print Tagged Forms

Output Format:
☐ List
☐ Printed Form (Copy)
☒ Printed Form (Original)
Destn: Default

Sort Output by:
☒ Form No.
☐ Vendor
☐ BudgetCode

Print what:
☒ Form only
☐ Letter of Rejection only
☐ Reclamation Claim only
☐ All

OK
Cancel
Print Preview
Printer Setup

Send to ShipServ

Number	Title	Vendor	Latest Del. Date	% Created	Approved	Ordered	Confirmed	Received
☐ 09/801/00029	Automatically Created Form	SHO002	8/17/2009					
☐ 09/801/00031	Automatically Created Form	SHO002	8/17/2009					
☒ 09/801/00035	Automatically Created Form	GAR	8/17/2009	8/17/2009				
☐ 09/801/00028	Automatically Created Form	BSS	8/17/2009					
☐ 09/801/00038	Automatically Created Form	BSS	8/17/2009					
☐ 09/801/00027	Automatically Created Form	SHO002	8/17/2009					
☐ 09/801/00033	Automatically Created Form	SHO002	8/17/2009					
☐ 09/801/00030	Automatically Created Form	SHO002	8/17/2009					
☐ 09/801/00025	Automatically Created Form	SHO002	8/17/2009					
☐ 09/801/00032	Automatically Created Form	BSS	8/17/2009					
☐ 09/801/00039	Automatically Created Form	SHO002	8/17/2009					
☐ 09/801/00037	Automatically Created Form	SHO002	8/17/2009					

Forms Line Items

Ready

Start AMOS - SS ENTE... po header.with log...

CBM 9:56 AM

Receiving a PO in StartSupplier

SHIPSERV

Looking for a **marine valve**?

SHIPSERV STARTSUPPLIER

Welcome to Danaos Integration Test Buyer (DEMO ONLY) StartSupplier.

Thank you for using Danaos Integration Test Buyer (DEMO ONLY) StartSupplier to enter your Quotes and Order Confirmations directly into our purchasing system. Please enter your password in the System Login area to the right. If you require assistance please click here for the nearest ShipServ Customer Service Centre.

Danaos Integration Test Buyer (DEMO ONLY)
Email: jwwdell@shipserv.com
Tel: +30 210 4196 645

System Login

Customer ID:
73792

Password:

Login

[Forgotten Password](#)

Volunteers Needed!
www.mercyships.org

SHIPSERV can stop the leak.

Get it now

SHIPSERV
Find. Connect. Trade.

The PO is received in StartSupplier. The supplier confirms and the processes the order as normal

SHIPSERV

You're one click away

Purchase Order from JWW Shipman (FOR DEMOS ONLY)
On behalf of Master & Owners, Hauser Plads, Copenhagen, Denmark, 1127, Denmark
PO ANNA-007 received 07 apr 2011 [Logout](#) [Print](#)

To Supplier

Company: JwW Shipping supplies (DEMO ONLY)
Contact: JwW2
Tel: phone
Email: jwwdell@shipserv.com
Quote reference: ST-0704-01

Buyer

Company: JwW Shipman (FOR DEMOS ONLY)
ShipServ Test Company A, On behalf of Master & Owners Hauser Plads 32
Invoice to: Copenhagen
1127 K DK

Purchase Order

PO reference: ANNA-007
Subject: Spares
Contact:
Tel:
Email:

Buyer Terms & Conditions

General Conditions for JwW Shipman (FOR DEMOS ONLY) Please do not add any additional charges on 'Others' or ' freight', if any, please use the 'add line item' and indicate description and price.

Buyer Comments

Port & Dates

Port: Aalborg
Country: Denmark
Vessel ETA: 25 apr 2010
Vessel ETD:
Advise By:
Requested delivery: 25 apr 2011

Delivery

Delivery/release to, or contact: ShipServ Delivery Agent
Hauserplads 32, 3 (TN300508) 1127 K Copenhagen Phone: +45 3332 3120
Delivery terms:
Transport mode:

Attachments

Line Item	Part Number	Description	Qty/Unit	Unit price	Total
1	Buyer's Part No. 151	COVER, Equipment For Man Engine Type:ME-C MK8 Serial:5123	2.0 PCE	2.00 less 0%	4.00
2	Buyer's Part No. 151	GASKET, Equipment For Man Engine Type:ME-C MK8 Serial:5123	3.0 PCE	3.00 less 0%	9.00
3	Buyer's Part No. 114	O-RING, Equipment For Man Engine Type:ME-C MK8 Serial:5123	5.0 PCE	5.00 less 0%	25.00
Line item sub-total:					38.00
Discount:					3.80
Freight:					0.00
Other1:					0.00
Other2:					0.00
Total Price:					USD 34.20

[Accept Order](#) [Decline Order](#)

Promote your business!
You have not published your listing on ShipServ Pages! Click the link below to publish your details on the leading marine suppliers directory, visited by 7,500 purchasers every week, sourcing over \$1bn of supplies every year. Every day you are not published you are missing out on the opportunity to connect to thousands of new customers around the world!
<http://www.shipserv.com/pages/admin/selfservice/access-code-input.at?accessCode=sMChH30D1uLofu2HuBq==>

Powered by **SHIPSERV**

StartSupplier™ is a ShipServ solution. ShipServ offers a wide range of enhanced Ship Supply Management solutions that can help you work more effectively with your existing customers as well as increase your exposure to potential new customers. For more details, please visit

Volunteers Needed!
www.mercyships.org

Why should I trust you?

SHIPSERV
Find. Connect. Trade.

Save money now.
[Learn how](#)

Suppliers:
Reach more Online Buyers.
FAST.

SHIPSERV
Find. Connect. Trade.

PO Confirmation via ShipServ

AMOS - SS ENTERPRISE/ENGINE - [Forms]

File Edit Options Maintenance Stock Purchase Budget Quality Voyage Management Crewing Tools Window Help

Forms 8/19/2009

General Details Additional Info Attachments Audit Trail Quotations

Number: 09/801/00035 Type: Purchase Order
 Title: Automatically Created Form Status: Active
 Vendor: GAR Garden State Mfg Co. Stock Class:
 Contract:
 Delivery Location:
 Delivery Address: MLP Maria Logistics Provider
 Budget Date: 8/18/2009
 Budget Code: PUR PURCHASING
 Latest Delivery Date:
 Latest Delivery Date for Vendor:
 Vendor's Delivery Date:
 Confirmation Ref.: mj-conf
 Priority:
 Delivery Terms:
 Payment Terms:

Cost Overview:
 Estimate: USD 10.00 Vendor Estimate: USD 0.00
 Part Paid: USD 0.00
 Final Total: USD 0.00 Currency: USD

History:
 Created: 8/17/2009 Confirmed: 8/19/2009
 Approved: 8/17/2009 Received:
 Ordered: 8/18/2009

The PO is confirmed with date

Number	Title	Vendor	Contract	Del. Address	Form Type	Form Status	Latest Del. Date	Created	Approved	Ordered	Confirmed	Received
09/801/00029	Automatically Created Form	SH0002			Query	Active		8/17/2009				
09/801/00031	Automatically Created Form	SH0002			Requisition Form	Active		8/17/2009				
09/801/00035	Automatically Created Form	GAR		MLP	Purchase Order	Active		8/17/2009	8/17/2009	8/18/2009	8/19/2009	
09/801/00028	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
09/801/00038	Automatically Created Form	BSS			Query	Active		8/17/2009				
09/801/00027	Automatically Created Form	SH0002			Requisition Form	Active		8/17/2009				
09/801/00033	Automatically Created Form	SH0002			Requisition Form	Active		8/17/2009				
09/801/00030	Automatically Created Form	SH0002			Requisition Form	Active		8/17/2009				
09/801/00025	Automatically Created Form	SH0002			Requisition Form	Active		8/17/2009				
09/801/00032	Automatically Created Form	BSS			Requisition Form	Active		8/17/2009				
09/801/00039	Automatically Created Form	SH0002			Query	Active		8/17/2009				
09/801/00037	Automatically Created Form	SH0002			Query	Active		8/17/2009				

Forms

Ready

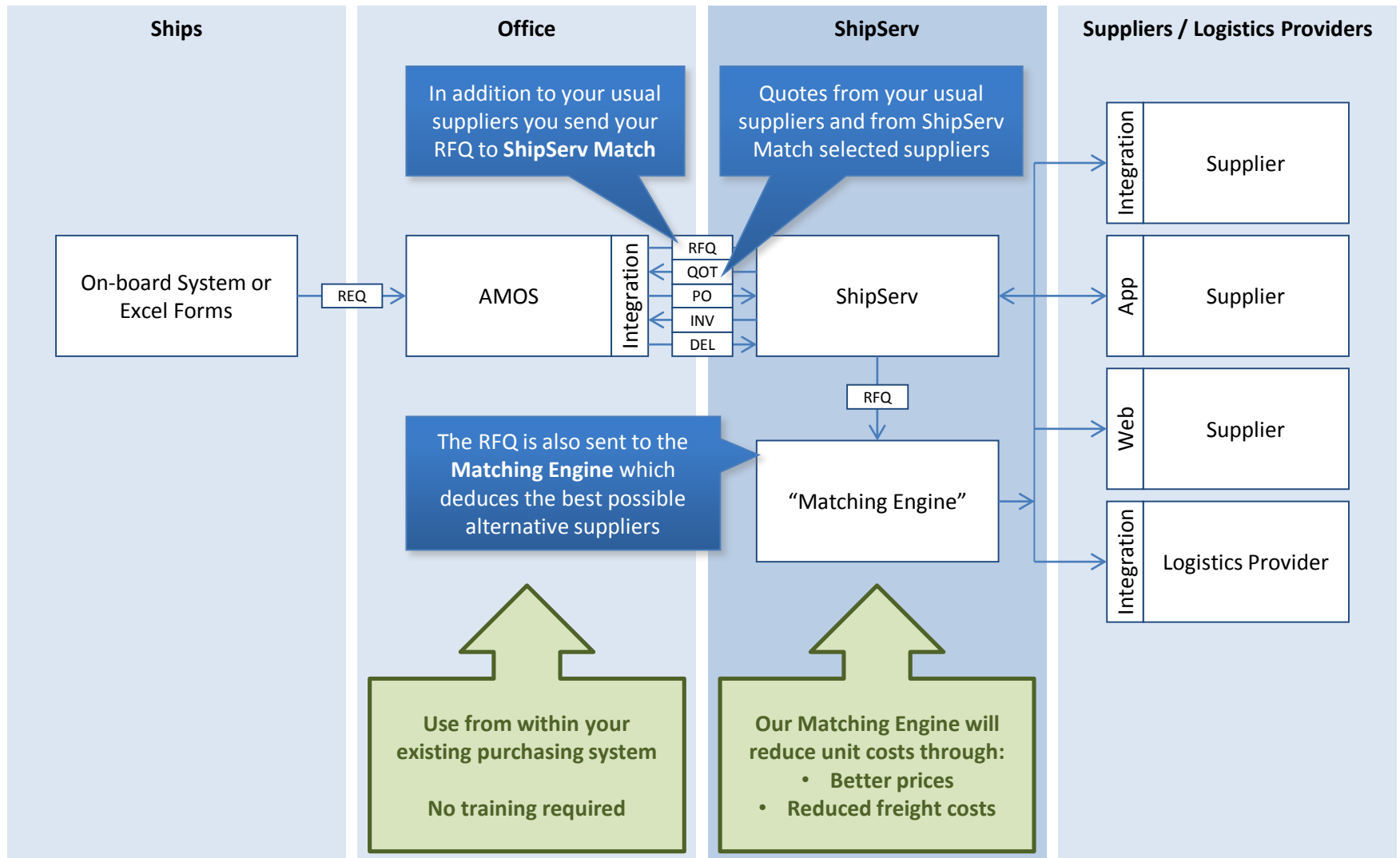
Start Message List - Win... Log In - Windows I... Inbox - Microsoft ... AMOS AMOS - SS ENTE...

CBM 2:40 PM

SHIPSERV FOR SHIP MANAGERS AND OWNERS

STRATEGIC SOURCING - MATCH

Strategic Sourcing with ShipServ Match



What you get back...

Quote comparison for this RFQ

The table below shows the price in this Match quote against other quotes already received - both original suppliers you added as well as other Match suppliers (shown highlighted in yellow in the table) who have responded. This table will be updated if other Match suppliers submit a quote.

Date	Quote type	Supplier	Total Price * (original currency)	Total Price * (USD currency)	Quote completeness **
07-OCT-2013	This quote		10,000.00 EUR	13,568.52 USD	100%
03-OCT-2013	Original quote		106,748.64 DKK	19,415.90 USD	100%
03-OCT-2013	Original quote		14,730.00 USD	14,730.00 USD	100%
05-SEP-2013	Original quote		12,175.00 USD	12,175.00 USD	100%
04-OCT-2013	Match quote		11,555.00 USD	11,555.00 USD	50%
03-OCT-2013	Match quote		11,485.00 USD	11,485.00 USD	100%
04-OCT-2013	Match quote		4,078.00 EUR	5,533.24 USD	100%

This quote from Match

Quotes from suppliers selected by buyer

Other quotes from Match suppliers

*) The price shown is the total price as per the quote. To see detail of any discounts or freight cost, see the details on the original quote. ShipServ has used an estimated exchange rate to convert into USD.

**) Quote completeness: the percentage of quoted line items (Line items that haven't been declined).

How does our system find QUALITY suppliers?

Our system knows more suppliers and more about them than anybody else...

What others say suppliers do...

Reviews
Ratings
Brand Verification

Millions of additional data points and user actions to draw upon

What suppliers actually do...

14 years of trading history
Who sold what and where

Matching Engine

What suppliers say they do...

Profile Information
Catalogues
Marketing Materials

Apply 4,000 person-years of purchasing experience to every procurement decision that you make

We Provide Evidence of Quality

What they say they do...

Link to their detailed profile on Pages

Supplier details

World Ship Supply (Texas) Inc (TNID: 58657) (Smart Supplier)

World Ship Building, Post Office Box 1265, Deer Park, TX , 77536, United States, Phone: +1 713 222 6005 , Fax: +1 713 222 1121, texas@worldship.com, www.worldship.com

[View profile on ShipServ Pages](#)

What others say about them...

Reviews from buyers verified as having used this supplier

Reviews:

✓ 3 positive reviews

0 neutral reviews

✗ 0 negative reviews

Delivered items as described:



On-time delivery:



Customer service:



Trading Performance:

71 buyers (with 3435 transactions) have traded with this Supplier in the last 5 years on TradeNet, including:

Finaval SPA, Expedo Ship Management (Canada) Ltd., Nordic Tankers Marine A/S, Grieg Star, MISC Berhad (Malaysia International Shipping Corporation), Southern Shipmanagement (Chile) Ltd.

[View all buyers](#)

Verification System:

Verified as Agent for:

Ferryl (Authorised Agent)

Not-yet-verified as Agent for:

Marisol (Certified OEM Spares, Authorised Installer/Repairer, Authorised Agent), **Polar Tools** (Certified OEM Spares, Authorised Installer/Repairer, Authorised Agent)

0-5 star rating system based upon trading activity and verifiable feedback



[What is TradeRank?](#)

What others say about them...

Claims of authorised agent or OEM spares status are verified by the manufacturer

What they actually do...

See who else uses this supplier and how many orders they have won

SHIPSERV FOR SHIP MANAGERS

BUSINESS INTELLIGENCE

Business Intelligence with WebReporter



Welcome to ShipServ WebReporter

We are delighted to launch our new WebReporter interface for our TradeNet buyers providing you with key business intelligence on all your transactions through ShipServ. As in the previous version, you will be able to run seven standard reports: Purchase Orders by Supplier, Purchase Orders by Vessel, Transactions by Supplier, Transactions by Vessel, Supplier Analysis, All RFQs, All POs. If you have any questions about WebReporter, contact us on support@shipserv.com.

Buyer Company: Warner Shipping (Demo)

Report Type: Transactions By Vessel

Currency: USD - US Dollar

Date Range: Previous 12 Months

From date: 06/01/2013

To date: 05/31/2014

Run Report

Show 25 Records/Page

Use EN Number Format

Export to CSV

Can run seven standard reports including POs by supplier and rig, Transactions by Supplier and rig, Supplier Analysis and All RFQs and POs

SHIPSERV WebReporter

Warner Shipping (Demo) (TID: 11275)

Standard Reports

Standard Reports > Transactions By Supplier

Return to main page

Buyer Company: Warner Shipping (Demo)

Currency: USD - US Dollar

Date Range: Previous 12 Months

From date: 06/01/2013

To date: 05/31/2014

Run Report

Show 25 Records/Page

Use EN Number Format

Export to CSV

Results will show transactions with 5 - 10 minutes delay.

Showing 1 - 4 out of 4 records

Supplier TID	Supplier	RFQ Count	DEC RFQ Count	QOT Count	PO Count	ACC PO Count	DEC PO Count	POC Count	PO Value (USD)
77351	Landmark Chandler (Startsupplier Demo) Manila Shipping Demo Ahsahothwephwpfphaivgsoagvgwiof	7	0	0	0	0	0	0	0.00
77349	Podum Chanding (Demo)	6	0	0	1	0	0	0	0.00
75351	Telesales Smart Supplier (For Test Only)	20	0	0	0	0	0	0	0.00
215606	Telesales Start Supplier (For Test Only)	21	0	1	1	1	0	1	6.68
		54	0	1	2	1	0	1	6.68

Benchmarking – your quarterly KPI report

Fleet Co.		TradeNet Community			01/01/2013 - 31/03/2013
		Benchmark			
		Low	Average	High	
E-enablement Level	76%	54%	81%	100%	The percentage of POs your company sends electronically through TradeNet (based on total number of POs per Rig/Unit as provided by you.
Supplier Response Rate	65%	32%	75%	96%	The percentage of your RFQs responded to through TradeNet.
Supplier Response Time	< 1 day	35%	14%	44%	The percentage of RFQs responded to within the indicated period.
	1-4 days	32%	14%	34%	
	> 4 days	33%	0%	22%	
RFQ to PO Ratio	2.9	0.1	3.3	7.4	The number of RFQs sent for every PO placed.
Run Rate	105	19	227	370	The annualized number of POs per rig/unit sent via TradeNet.
Line Items per PO	5.6	2.6	8.8	31	The average number of line items per PO.
% of Zero value PO	0				The percentage of POs with zero value.

Spend Analysis Project focuses on top global categories



- Horizontal analysis is also underway across groups such as Services, Valves, Tools etc

We then apply categories to ShipServ data

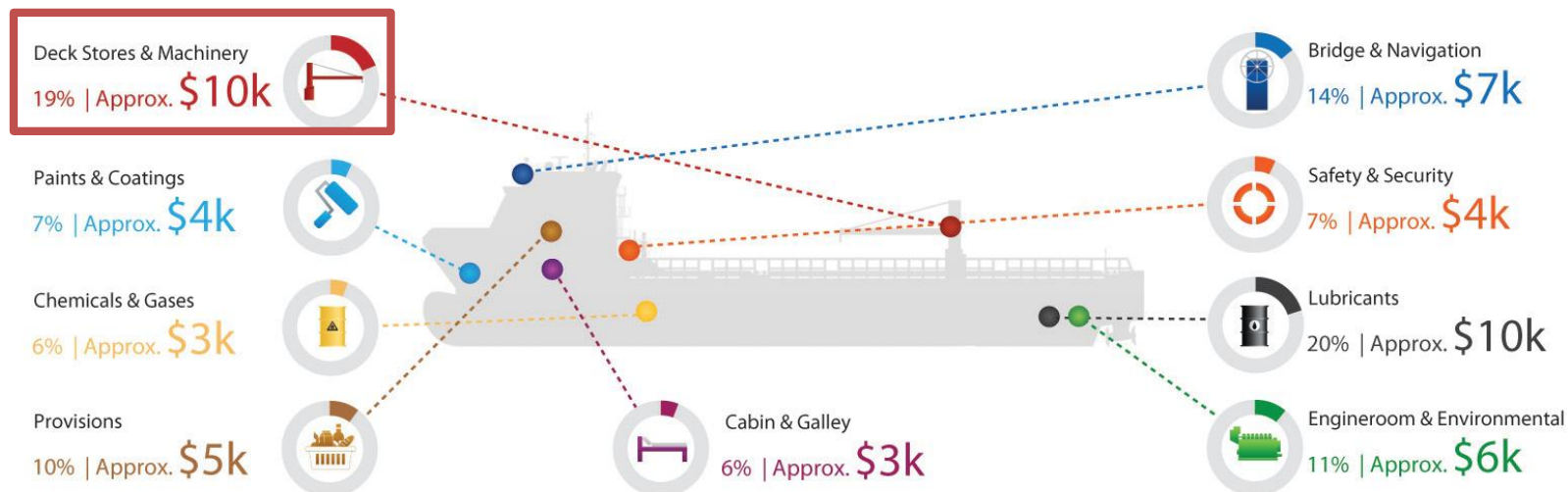


Deck Stores & Machinery	7%	196 \$m
Engineroom & Environmental	17%	476 \$m
Paint & Coatings	11%	308 \$m
Cabin & Galley	6%	168 \$m
Safety & Security	6%	168 \$m
Bridge & Navigation	7%	196 \$m
Lubricants	25%	700 \$m
Chemicals & Gases	11%	308 \$m
Provisions	10%	280 \$m
TOTAL	100%	2.8 \$bn

Source: ShipServ analysis based on TradeNet data and market interviews

Spend on OSV vessel type

Average Monthly Spend



% of Global Fleet of this type using ShipServ

29%

% of total spend on ShipServ for this vessel type

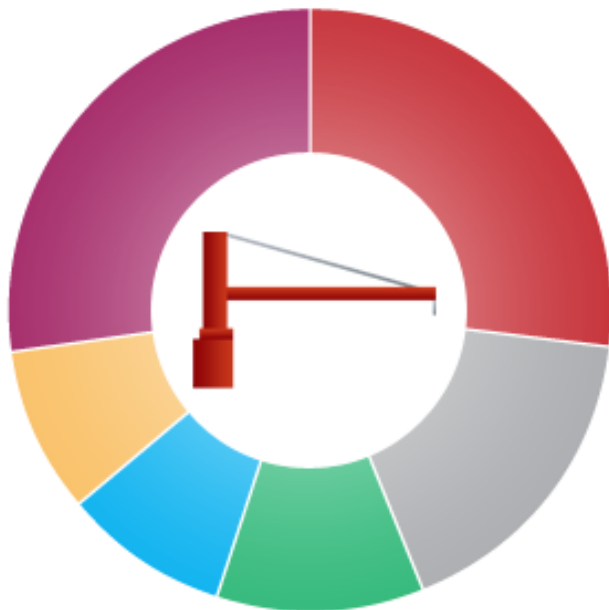
77%

Annual Avg. No. of POs for this vessel type

201

*** OSV segment includes AHTS, PSV and Offshore Supply vessels as registered in IHS database

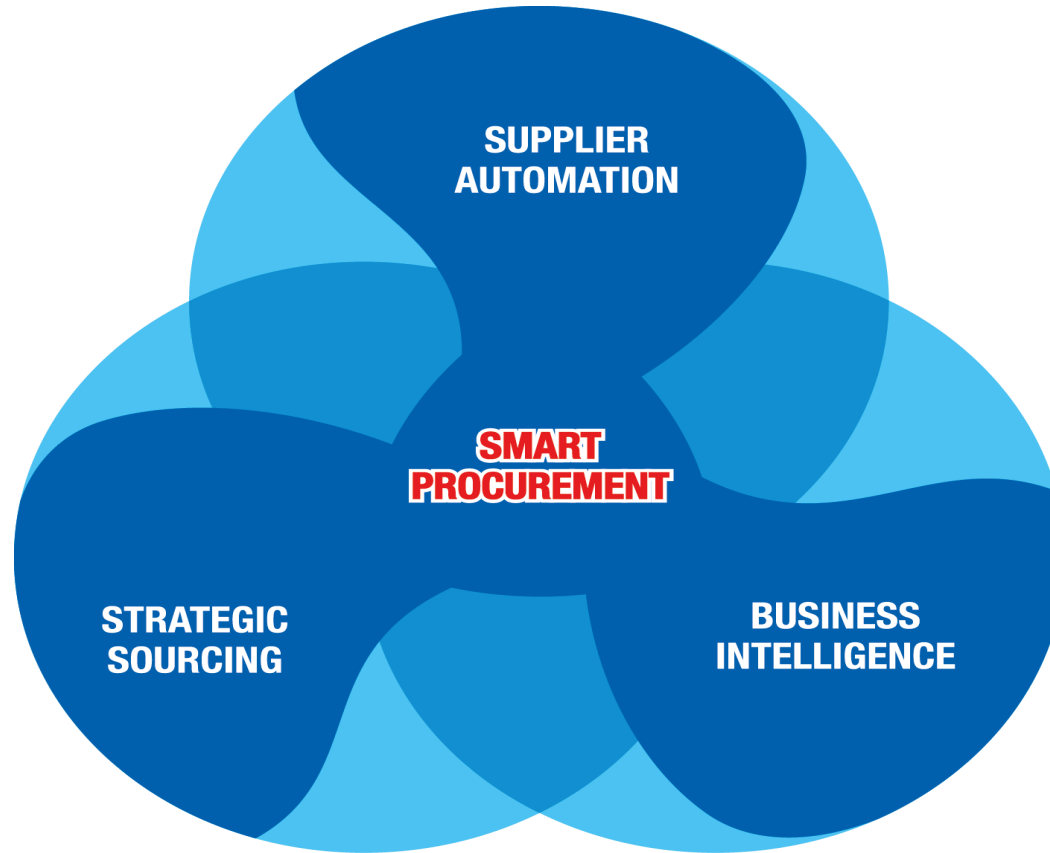
OSV Deck Stores & Machinery Spend



Hydraulic Winches and Lifting	\$ 2,700
Anchors, Chains and Fenders	\$ 1,700
Mooring Ropes, Wires and Cables	\$ 1,100
Cranes	\$ 900
Gangways and Ladders	\$ 900
Other	\$ 2,700
TOTAL	\$ 10,000

Source: ShipServ analysis based on TradeNet data and market interviews

ShipServ puts you in control of your supply chain



- Partnering ShipServ and AMOS makes purchasing more efficient
- Using ShipServ reduces costs without adding complexity
- Local access to global data puts you in control of your supply chain.

ONE MORE THING

SPECIAL FREE TRIAL OFFER (AMOS & SHIPSERV)

EXISTING USER OF AMOS 8.6 OR ABOVE, SHIPSERV CAN PROVIDE THE FOLLOWINGS:

- **FREE TRIAL OF SHIPSERV E-COMMERCE SOLUTION (3 MONTHS)**
- **UNLIMITED USE OF MATCH SERVICE**
- **FREE BUSINESS INTELLIGENCE REPORT**
- **50% DISCOUNT ON SUBSCRIPTION FOR FIRST 3 MONTH**

PLEASE CONTACT ME AFTER MY PRESENTATION

THANK YOU