

*News from the
industry's specialists*

SIS offers flexible fleet supply solution

MarineLink adds Swedish duo

Oslo-based EDB ErgoGroup has won two new orders for its MarineLink eCommerce purchasing service. The deals with Swedish companies Rederi AB Transatlantic and Imperial Ship Management cover a total of 45 ships.

MarineLink will provide each company with processes for handling enquiries, quotes, orders and order confirmations; self-service tools for statistics and control; KPI reporting tools; and integration with logistics providers.

Imperial Ship Management handles technical management for Imperial Shipping's fleet of ten ro-ro and multi-purpose cargo vessels, which are chartered to liner companies.

Rederi AB Transatlantic is involved in offshore services and icebreaking as well as contract-based bulk, container and ro-ro operations for mainly Nordic industries. Thomas Andersson, the company's VP supply management, says: "EDB ErgoGroup is a specialist delivering e-commerce in many market segments. With their platform, we benefit from a large-scale operation, lower cost and rich functionality."

More than 2,700 vessels are now using MarineLink. In total the solution performs some 250 million transactions per year among more than 15,000 integrated businesses.

Norwegian software provider Star Information Systems (SIS) has launched Star Fleet Supply Management (Star FSM), a 'next generation' system offering enhanced solutions for managing procurement and logistics.

SIS marketing manager Pia Solheim explains: "By speaking to purchasing personnel about systems on the market today, we learned they spend too much time moving paper and lack time to negotiate good framework agreements and build strategic partnerships with suppliers and freight forwarders.

"We found that adding new functionality to an ageing system would not be sufficient, so we decided to start from scratch with new technology that allows for more flexible systems and enables automation of processes."

Star FSM can be customised to company-specific policies using the system's business rules engine. Combined with sophisticated functionality for contract

management, this enables automation of standardised purchasing tasks.

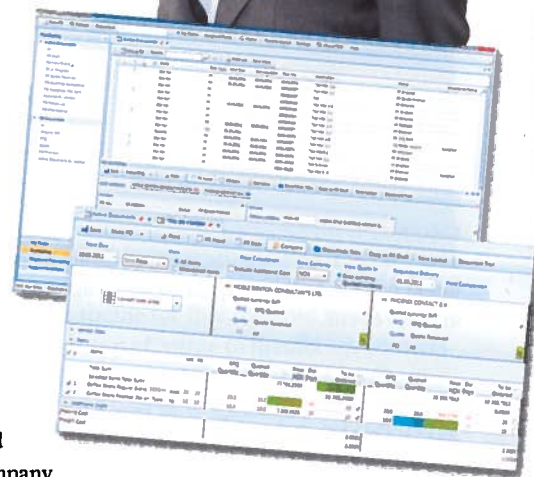
In a typical example, issuing a purchase order can be done automatically if the requested goods are covered by a contract and the cost is within the budget limit.

In addition, if there is no contract, the system allows for quote comparisons to find the best option.

SIS adds that many customers also requested functionality for tracking deliveries to agents, warehouses and vessels. The company is now building a transportation module to facilitate the receipt of goods by an agent or warehouse, the packing and re-distribution of goods and the return of goods from vessels.



Pia Solheim



Meeting another demand, Star FSM provides instant KPI's for purchasing and will also interact with the new SIS online tool for KPI and trend monitoring.

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