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10

reasons to choose



SHIPSERV

So you've decided you need an e-commerce platform to lower costs, enhance productivity and meet your strategic goals.

We passionately believe that **ShipServ** solutions are the best in the market, and whilst we hate to brag, here are **10 reasons** why we believe this so strongly.

- 1** Get better prices from high quality suppliers
- 2** Proven savings by removing inefficiencies
- 3** Access vital business intelligence with KPI data
- 4** Get connected to 45,000 plus suppliers instantly
- 5** Works with all major maritime purchasing systems
- 6** Specialise in maritime industry only
- 7** Excellent customer service with dedicated team
- 8** We work closely with clients to develop products
- 9** Independent and neutral trading platform
- 10** We've been doing this for a long time

REASON ONE

Better prices from high quality suppliers



ShipServ Match is a completely new product that revolutionises your sourcing and allows maritime buyers to get the best prices from the highest quality suppliers.

Based on 14 years of trading data from thousands of maritime purchasers our matching engine selects the best available supplier based on your RFQ - all from within your purchasing system.

ShipServ Match can be used as much or as little as required and the savings gained are completely measurable through your own personalised dashboard.

What this means for you:

- **Potential to reduce spend per vessel significantly by getting better prices from high quality suppliers**
- **Works from WITHIN your existing purchasing system with no additional time required**
- **Target your spot sourcing - can be used to source suppliers for hard to find parts and you have complete control with your own dashboard**



Our savings are **real**

Since 2000 we have helped many shipping companies and ship managers lower transactional costs and improve order cycle times. We have **reduced costs in some cases by 40%** by making transactions more efficient and removing manual tasks from the daily role of a purchaser.

What this means for you:

- You can hear from our current clients on how e-commerce has really made a difference to their purchasing operations
- Size of company and sector doesn't matter as we cover a multitude of sectors from Cruise to Offshore to Shipyards
- We work closely with you to define the precise savings for each part of the purchasing process and advise on how to get higher supplier response rates

Business Intelligence

Our buyer KPI data is produced from information from close to 200 owners and managers and helps you benchmark your entire procurement process against industry averages including indicators such as supplier response rates and PO Volumes.

We also provide buyers with a full web-based reporting module that compiles automatic data reports.

What this means for you:

- **Measurability against peers and for internal purposes**
- **You can fix specific targets for both your staff and suppliers with real data as a benchmark so no more vague estimates**



45,000
suppliers & counting...

We have over **45,000 suppliers** registered with us from over 200 countries. This means that it is highly likely that your existing suppliers are already set-up and trading on ShipServ. We also have 40 of the largest maritime suppliers fully integrated in ShipServ which allows automated quoting and far quicker response times.

What this means for you:

- **Our solutions cover the entire maritime purchasing supply chain on both the buyer and supplier side**
- **Suppliers have a number of choices to integrate into ShipServ from our free-of-charge StartSupplier product to a sophisticated full integration**

Works with **all** major **Maritime purchasing and procurement software**

We have integrated our solution with the purchasing systems provided by all the leading maritime software providers.

We work with our software partners to produce joint product roadmaps that ensure both products fit seamlessly together.

What this means for you:

- No complex ‘integration issues’ between your current software and ShipServ as all the work has already been done
- In most cases it’s just a simple ‘plug and play’

REASON SIX



Shipping

is all we do

We have never served any other market except the shipping and offshore sectors.

We are not part of any large IT group that covers a multitude of industries. Many of our staff have not only worked in the shipping industry for a number of years, but a number have previously been purchasing managers so have in-depth knowledge of sourcing and procurement needs.

What this means for you:

- We are dedicated solely to this industry and our products are designed specifically for shipping clients
- Our staff understand the challenges faced by purchasing managers and their suppliers



excellent **Customer Service**

Our dedicated **customer service team** is manned 24 hours a day to support our customers round the globe. In addition we have a **Global Service Delivery team** specialized in integration setup and implementation to ensure your solution is up and running in the fastest time possible.

What this means for you:

- Round the clock support through our service center
- A dedicated Global Service Delivery manager to ensure that your integration is as seamless as possible

Large **product management** team to meet **evolving needs**

We work very closely with all clients to produce solutions that really address their needs.

Products such as e-Invoicing and e-Logistics and ShipServ Match have been developed by working closely with clients.

What this means for you:

- We always welcome your feedback
- We develop solutions that help maritime buyers meet their purchasing objectives



Neutral platform

We are an independent company that runs a neutral trading platform. We are not a software company with an e-commerce module or a spin-off from a major supplier or buyer.

What this means for you:

- You receive objective and trusted benchmark data
- Neutrality means that there is no conflict of interest between users of the platform
- You can use our solution with any major maritime software package and move to another provider without losing any data

We've been doing this
for **14** years

We launched ShipServ 14 years ago and have been making it better ever since.

We are the only company left from over 30 companies that set out at the turn of the century to offer maritime e-commerce services and we have 8,000 vessels trading on our platform.

Think that shows that we are here to stay!

What this means for you:

- Close to 15 years of improvements and solving customer issues
- You can be confident that our solutions are always tailored around our clients' needs