

# VESON VIEWPOINT

## IMOS6 Bunker Management

The newly released IMOS6 Bunker Management is now available. Adding **fleet-level** visibility to the existing **vessel-level** capabilities, IMOS6 Bunker Management now optimizes fleet-level purchase strategies and financial results and provides fleet-level bunker decision and process support. Tailored to the business needs of specialists, charterers, and bunker managers, this module offers up-to-the-minute data that allows staff to monitor bunkering activities and evaluate bunker performance effectively.

"After reviewing feedback from customers and assessing today's requirements, we expanded the existing toolsets, benefits and features to now encompass fleet level capabilities," commented John Veson, President of Veson Nautical. "Operational efficiencies for the entire fleet, not just per vessel means that specialists and bunker managers have access to crucial bunkering data, arming them to make even better informed decisions. With the new fleet level perspective, staff can optimize their decisions and negotiate better pricing. This greatly impacts the bottom line."

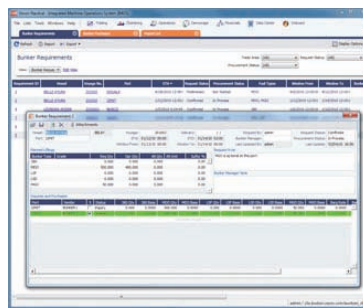
Bunker managers—especially those managing international fleets dispersed across the globe—work at a very fast pace, often with little time to negotiate a purchase. With IMOS6 Bunker Management, the purchasing processes are automated, which provides fleet-level purchasing data to make better decisions that affect financial performance. For instance, if a bunker manager can see quickly that three of his vessels are going into port at the same time, he can try to negotiate reduced pricing in a "package deal." This is also a substantial benefit to the vessel operator tasked with his own purchasing and negotiations for voyages.

### Fleet-level Bunker Decision and Process Support

Bunker decision and process support is another key feature that is new in this version.

IMOS6 Bunker Management provides complete workflow support for bunker estimates, bunker requests, and price inquiries. In addition, vessel and fleet-level bunker views provide a quick understanding of current ROBs, planned stems, projected ROBs and low bunker alerts. Importantly it automates the bunker request processes from individual operators or vessels, so staff can respond to bunker requirements across the entire fleet.

The module also enhances the vendor selection process, purchasing and stem operations; it provides evaluations and vessel history capture. Forecasting is greatly enhanced because IMOS6 Bunker Management delivers quick, up-to-the-minute analyses, including the performance of vendors and a particular vessel's bunker history of purchases and consumption, for example. This performance analysis is extremely important as it allows staff to ultimately deliver better financial results.



Veson customer ConocoPhillips has already benefited from IMOS v6 Bunker Management. According to Jackie Sevilla, Bunker Manager for ConocoPhillips, "I am responsible for negotiating, purchasing, and tracking bunkers, as well as providing information on the bunker market to the operators. Each voyage must be planned and executed carefully, not only to sustain services, but also to maintain profitability. IMOS6 Bunker Management has given us a cost effective and cutting edge method to manage this process."

Other features that will be added to IMOS6 Bunker Management in the future include automated email alerts to bunker managers for vessel ETAs, bunker alerts, etc., which will allow staff to keep abreast of the latest data and will replace traditional methods of communications, such as fax or telephone. Also, a new high-powered analysis tool set is planned for future release.

IMOS6 Bunker Management is available now. For more information, please contact the Boston HQ at +1.617.723.2727 or email [info@veson.com](mailto:info@veson.com).

### WELCOME FROM BOSTON

The beginning of a new year is a natural point to reflect on past accomplishments and look ahead to new goals. I am proud of the new functionality and improved user interface we delivered via both IMOS6 and Veslink. The momentum in the market for streamlined chartering and operations, optimized utilization of assets and improved reporting continues to drive our growth and inspire enhancements to IMOS and Veslink.



As we look ahead on our product roadmap, we stand ready to deliver even more value to your organization in 2010. Look for new and enhanced functionality in each quarterly release as we seek to consistently meet or exceed your expectations.

We are very excited about our new Voyage Manager, Bunker Management and the roll out of the next phase of Veslink.

To ensure that we clearly understand your needs, we welcome your input on any aspect of our partnership or products. The best opportunity for you to weigh in on the future of IMOS is at our User Conference to be held in conjunction with Posidonia week in June 2010. I hope to see you there!

Sincerely, John Veson

## New Hires

**Evan Michaelides**- Evan Michaelides has joined the company as Veslink Technical Director to drive the development of its latest product. Veslink is a web-based product that provides a flexible, end-to-end messaging platform for collecting and distributing information from vessels, agents and other third parties and provides an API to interface to other third party systems. Michaelides is no stranger to developing software for the maritime industry, having co-founded Nautical Technology Corporation in 1984. At NTC, he was the chief architect of a suite of modules for managing the technical aspects of shipping organizations, including machinery maintenance, purchasing and inventory, crewing and payroll. There he helped differentiate NTC from its competitors by leading the development of a replication manager, which synchronizes data at ship

and shore locations. Michaelides served as VP Product Development at NTC until its acquisition by ABS Nautical Systems in 1998, and then continued in the same role at ABS NS until 2007.

**Yuri Ivanov**- Yuri joins the IMOS development team and comes to Veson Nautical with more than 8 years of professional experience in software development. He holds a PhD in Physics from the Institute of Chemical Kinetics and Combustion, Novosibirsk, Russia.

**Antonios (Tony) Manousos**- Tony joins the Veson Nautical Professional Services division. As an Applications Consultant, he will manage projects, assist clients with their use of IMOS and coordinate software integration for various clients at Veson. Tony earned BA and MS degrees at Northeastern University, and has had previous consulting experience at Sterling

Commerce, where he led customer implementations for various fortune 500 companies.

**Mark Pith**- Mark joins the Veson Nautical Professional Services division in Singapore, reporting to Ooi Ka Lok. Mark has a Masters in Business Studies from Universiteit van Amsterdam. Mark is not new to maritime having interned at Marsoft and worked as an Analyst for ING Bank's Asset Based Finance -Shipping division.

**Elias Sarris**- Elias joins the business development team at Veson and will liaise between the company and clients to analyze their current business needs, and also will assist in marketing campaigns. Elias is a recent graduate of Brown University with a degree in Economics. He became interested in maritime when he interned at a maritime investment bank in Greece.

## WHAT'S NEW

### Knowledge Base Released – Veson Nautical IMOS Client Center

The Veson Nautical IMOS Client Center, our new customer focused website designed to facilitate communications both internally and externally, went live on September 1, 2009. The Center provides clients with more visibility into the status of any submitted issue, increased control and more accurate information regarding installations. Veson staff can upload documents, patches, and files; customers can view announcements, inquire about status of upgrades, and download information.

The Client Center has been well received and Veson continues to add functionality that creates even more value. Now the Client Center offers a newly released Knowledge Base, which allows users to access IMOS documentation, tutorials, release notes, and responses to frequently asked questions. Users can access these resources via the Knowledge Base tab in the Client Center.

"The Client Center has been an integral part of our continuous efforts to provide greater transparency and security for our clients. Clients who have used the tool enthusiastically approve of this valuable resource," stated Per Ostman, Project Manager for Veson Nautical.

Our commitment to quality, service, and collaboration continues to drive further innovations in our processes and resources. Contact your Veson Nautical account manager if you would like to learn more about this helpful tool or suggest further enhancements.



## UPCOMING EVENTS

### CMA Tradeshow

March 22-24, 2010

Veson Nautical will be exhibiting at the annual tradeshow in Stamford, CT. Please visit us at booth #103 to learn



more about what is new at Veson Nautical. Also, please stop in to listen to John Veson speak at 2:00pm on Tuesday March 23 in the Alder Room.

### User Conference & Super User Workshop

June 7- 10, 2010

June 7-8, Veson Nautical will be holding its annual User Conference and June 9-10, its IMOS6 Super User Workshop, to coincide with the Posidonia Trade Show. Clients will converge at the St. George Lycabettus Hotel in Athens, Greece, to learn more about IMOS and participate in discussions. Veson Nautical will also be hosting cocktails and dinner one night at a popular Athens restaurant. Please contact Brenna at [bvenkatesh@veson.com](mailto:bvenkatesh@veson.com) or your account manager for more information. We hope to see you there!



## DID YOU KNOW? IMOS TRICKS and TIPS

**Tip #1** In every IMOS form you can use CTRL + S to save, CTRL + N for new, and CTRL + D to delete. This supports users who are accustomed to working with keyboard shortcuts.

**Tip #2** When posting an invoice for the year 2010 you might need to initialize the books. You can find this under Financials > Account Categories. Enter Accounting Year = 2010 and press Enter. This will allow you to copy the books from last year to 2010. Save and close. After this process you can post invoices with an accounting date in the new year.