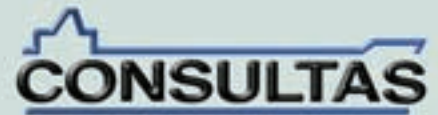




# CONNECTIONS



## Consultas at Nor-Shipping Stand no. C03-22-G

We are very pleased to be back at Nor-Shipping. Besides being THE shipping event of the year, we always look forward to it as a working target. We make great efforts to reach certain milestones in development projects we have ongoing, in order to present them at Nor-Shipping.

In this issue of "Connections" we share with you news on many recent contracts and projects. On page 4 we also present our new software "C-Experience" more closely. We have great expectations for this software and look forward to demonstrating it to as many as possible during this exhibition and at later opportunities.

On the 12th June we shall be ready to welcome visitors to our stand no. C03-22-G. We hope as many as possible of you will take this opportunity to come by for a chat and demonstration.

We hope you will enjoy reading this newsletter.

**Morten Kjørum, Managing Director**



*Consultas stand at Nor-Shipping 2005. Steinar Jovall, Morten Kjørum, Werner Hansen.*



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# Loading Computer news



## Canship Ugland

Canship Ugland, on behalf of owner OAS Knutsen, has ordered Consultas` loading computer on the two tanker vessels, Heather Knutsen and Jasmine Knutsen. Delivery will take place in May 2007.

## Seatrans

Seatrans has ordered our Loading Computer to their vessels "MT Trans Sea" and "M/T Trans Emerald". Delivery takes place in May/June.

## BW Gas

Consultas has been nominated as supplier of Loading Computers for BW Gas` LNG projects in S.Korea such as DSME NB2258, NB2259, HHI 1848, 1849 and KHI NB1583 in Japan. Deliveries are taking place from 2007 – 2010. We are very grateful for the continued support we have got from Bergesen d.y. now BW Gas during all these years of business.

## Masterbulk

Masterbulk appointed Consultas as the Loading Computer supplier for their project at Oshima NB 10508-10511.

## Petrobras

Petrobras S.A. Brazil ordered Loading Programs for their 3 tankers Lambadi, Lavras, Lages. Delivery took place in March.

## Hurtigruten

Hurtigruten`s cruise vessel "Fram" constructed at Fincantieri has been equipped with Consultas Loading Computer.



## Converting to Windows

Consultas is in fact still quite occupied with projects to convert Dos Loading systems to Windows. Old Dos systems, which are re-installed on new hardware often become a hindrance to acceptable system performance. More and more customers now realize the necessity and benefit of converting the software in conjunction with an upgrade of hardware onboard, says Steinar Jovall, Naval Architect and Head of Loading Computer dept. in Consultas.



## Development of C-Load

Development of C-Load (Consultas Loading Program version 4.) is progressing and is expected to be completed

during 2008. This is an exciting project where the final result will hopefully enable us not only to keep our existing customer base, but also to expand upon it attracting new customers, says Morten Kjørnum, MD at Consultas.



## Lloyds approved

Consultas Loading Computer recently received it's new General Approval Certificate in Lloyd's Register. This certificate covers longitudinal strength, intact stability and grain stability.

## Naval Architect - Open position

Consultas has an open position for a naval architect. Due to increased demands from the industry we see the need of strengthening our team. Further information on this can be found on [www.consultas.no](http://www.consultas.no).

# Ship Management Software News

## Helikon Shipping, London

Helikon Shipping, London, UK decided in March to upgrade their fleet with Consultas PMS systems and to install Consultas Purchasing and Fleet Maintenance System in their office. Delivery is planned to take place in May and we look forward to getting Helikon as active users of the Consultas software solutions.

## Nordic Maritime AS

Nordic Maritime AS did a thorough evaluation of several system providers including test run of vessel and office systems before deciding on who should become their software provider to the fleet and office at Lysaker, Norway. In February they decided to go for Consultas software solutions and the order includes initial delivery of PMS, C-Experience and Form Manager to four vessels and with Purchasing, Fleet Maintenance, C-Experience and Form Manager to be installed at the office. Delivery is planned for May 2007.

## Br. Klovning, Haugesund

Br. Klovning, Haugesund, Norway ordered Consultas PMS, Budget, Form Manager, Provision Stock Control and Payroll to their four new vessels. Two vessels are already delivered from yard in the Netherlands and equipped with software and complete hardware networks from Consultas.

## Torm

Danish owner Torm recently installed Provision Stock Control programs onboard their fleet linked up with the Purchasing System in the office. The crew in Torm are already experienced users of Consultas PMS.

## Torvald Klaveness

The implementation project at Norwegian ship owner Torvald Klaveness is now completed with an interface to SAP and with Consultas PMS installed onboard the fleet. This project, which has been very well steered by Klaveness, has given us valuable experience in building interfaces with external systems.



*Users from Crew Chart and Donsötank at training course in Horten*

## Consultas PMS training course

A considerable number of vessels have installed Consultas PMS over the last two years. This has resulted in more than 200 users now having passed a training course on Consultas PMS since early 2006. These courses are held over two days and provide users with practical use of Consultas PMS i.e. Spare Part Program, Maintenance Program and Budget Program.

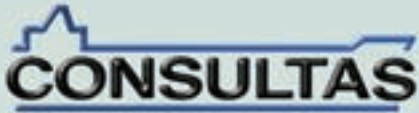
## Harmonization of PMS databases

We notice that several customers focus strongly on harmonization of their PMS databases. At Consultas we follow this with great interest and where our services are needed we try to offer our technical expertise as well as finding immediate software solutions to both enable harmonization and to keep it this way.



## C-Maintenance

A considerable amount of active users provide us with an even more up to date and valuable input of the industry's expectations to new versions such as the Maintenance Program version 4 which is under development. This is a project which requires a long term perspective and where the database development plays an important part in order to meet with the increased demands for statistics at central levels. We welcome visitors at Nor-Shipping to get a first impression of what is under development.



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## C-Experience is now ready for the market!



Sharing of information is considered a great success factor within many industries and shipping is not an exception. One bottleneck is indeed how to make valid information available when and where needed. Within technical management of ships the amount of information shared between vessels and shore offices is massive and often gets spread on all sorts of media.

How then, can such important information be shared and stored and furthermore be made available as and when it is needed? At the Broström Group they believed this could be dealt with by a software solution. In close co-operation with Consultas the C-Experience became THE solution as Broström`s knowledge-base in technical management.

### Core functionality

C-Experience represents a new and alternative method for storing and sharing valid information within any defined organisation:

- All data is stored in one database on shore and from there it is distributed in whole or partly to individual users, departments and vessels – when and wherever applicable.
- Information to be shared is inputted as a memo. This memo is categorised according to each organisation's category tree. Categories are maintained by a defined Admin User(s) in each organisation.
- If further info besides the memo field is necessary, external documents, drawings, photos etc. can be linked with a memo as well.
- Each user and/ or department can easily customise their own filters to specifically filter the information most valid within their area of responsibility.
- The filtering function combined with a fast search function makes valid information quickly available to users.

- Each memo can be set up with follow up, deadline and expiry dates and may also be filtered accordingly.

### C-Experience - The Ship Manager`s knowledge base

Although this solution seems to fit well with any industry's need for information sharing, similar to CRM systems, we do see that the following areas of ship management will get great benefit from it:

- Follow up of renewal of certificates
- Report and follow up during new-building projects between vessel/ site office and central office
- Report and follow up of guarantee claims
- Q&A
- Defects reporting, Incident reporting
- Distribution and storing of electronic forms
- Breakdown reports
- Any other reporting made by vessels and shared with central offices and/ or across the fleet

With C-Experience we recommend Windows 2000 or newer and an SQL database.

