

# **PRESS RELEASE**

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4 JULY 2006

## **THE INTELLIGENT BUNKER MANAGEMENT SYSTEM – The system of choice for bunkering companies**

The Intelligent Bunker Management System (iBMS) is an integrated end-to-end solution offered by BTS Pte Ltd, and developed under the Maritime and Port Authority of Singapore (MPA)'s MINT fund. It was officially launched at the M Hotel on 4 Jul 06.

Targeted at bunker suppliers and traders, iBMS helps them to increase efficiency and profitability by optimizing their business processes. The user can expect better inter-department communication, automated workflow and access to information.

Capt M Segar, Director of Port/ Port Master, MPA, said: "To encourage maritime technology development, MPA has set up the S\$100 million Maritime Innovation and Technology (MINT) fund in 2003. One of the fruits of these MINT fund projects is the iBMS developed by BTS. I am glad to note that so far, 7 bunker suppliers have already adopted iBMS and are reaping the benefits of the new system."

The bunkering business is hugely complex and requires a high level of interaction among many parties in the supply chain. Spot deals can go through from enquiry to order and scheduling to delivery processes in as little as 24 hours. In this connection, it is important that there is a seamless flow of information.

The iBMS is a single integrated platform that centralizes all business activities from sales enquiry to quote, confirmation, scheduling, contract management, inventory management, delivery, invoicing and management reporting.

"With iBMS, bunker suppliers and traders can now make use of this platform to optimise their processes and achieve greater efficiency in their operations. Singapore is the top bunkering port in the world, and being able to develop iBMS locally in partnership with companies such as Gas Trade (S) Pte Ltd and Golden Island Diesel Oil Trading Pte Ltd, and having it accepted by the industry, is strong testament to the value proposition of iBMS." said Mr D S Reddy, CEO, BTS Pte Ltd.

He added: "MPA's MINT Fund had played an important role in helping BTS jumpstart our R&D projects in Singapore and we look forward to partnering MPA in their effort to develop the industry further."

Bunkering remains an important sector of the Singapore maritime industry. It generates revenue of up to S\$13.6 billion annually. Last year, a record of more than 25 million tonnes of bunker was sold in Singapore.

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### **About MPA and MINT Fund**

The Maritime and Port Authority of Singapore (MPA) was established on 2 February 1996 as a statutory board under the Ministry of Transport with the key functions of developing and promoting Singapore as a premier global hub port and an international maritime centre, and to safeguard Singapore's strategic maritime interests. As the designated 'Champion Agency', the MPA is tasked with expanding the Singapore maritime sector by developing a strong and attractive cluster of ancillary services. These range from, among others, ship broking/management, marine insurance/finance, maritime legal/arbitration services, R&D initiatives, and manpower expertise.

In September 2003, the MPA established the S\$100 million MINT Fund to develop a strong and vibrant Maritime Technology Cluster in Singapore by supporting maritime R&D, test-bedding of maritime technologies and provide seed funding for maritime technology start-ups. A platform under the MINT Fund is the Test-bedding, Research and Innovation Development for New-maritime Technologies (TRIDENT) for co-funding technology companies that wish to undertake maritime research, develop innovations and use Singapore's port and maritime facilities as test-beds for trials of their innovations. Websites: [www.mpa.gov.sg](http://www.mpa.gov.sg) and [www.singaporemaritimeportal.com](http://www.singaporemaritimeportal.com)

### **About BTS Pte Ltd**

BTS Pte Ltd is a leading IT solutions provider to the maritime industry. Since its inception in 2004, BTS has invested heavily in research and development to build its own proprietary solutions dedicated to the bunker supply chain. Its flagship product – iBMS, developed in collaboration with the bunkering industry is currently used by bunker suppliers, traders and brokers to manage and streamline their entire business operations.

BTS' core focus is integrating 'best practices' and industry domain knowledge with innovative and tested technologies. Its solutions have been developed inline with global management practices, trading practices and international legislations that has a direct impact on the maritime industry – for example in bunkering SS CP 60, ISPS, ISM, TR8 2003 and MARPOL Annex VI. Run by a team of maritime IT experts, BTS is well positioned to add value to our customers in the maritime industry. Website : [www.btsol.biz](http://www.btsol.biz)

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