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Posted by Michelle Howard March 7, 2018

## ShipServ, IB Ink 'Integration' Pact



Representatives from ShipServ and IB's InfoSHIP at Seatrade Cruise Global, Fort Lauderdale (Photo: ShipServ)

*ShipServ, a maritime e-procurement platform, and IB, a leading provider of technical fleet management software, formally announced their partnership agreement, which will see ShipServ's e-procurement solution fully integrated with IB's InfoSHIP maritime software suite. The announcement was made at Seatrade Cruise Global, which is currently taking place in Fort Lauderdale.*

The agreement will see both parties working together to enable all InfoSHIP customers to benefit from seamless integration to the ShipServ trading platform. Once integrated, all InfoSHIP customers will be able to automatically link to ShipServ's TradeNet procurement platform and have access to the 68,000 suppliers currently on ShipServ's network.

Having this level of access will allow users to transact using an all-electronic process, which increases efficiency, reduces errors, and typically improves procurement team productivity by 30%.

These integrations can be put in place for ship operators without the need for a major IT project or long technical implementation cycles. Over the last 18 years, ShipServ has leveraged partner integrations such as this to provide over 150 ship owners and managers with access to e-procurement on the world's largest e-marketplace for the marine industry.

Overseeing the integration project is Don Staffin, executive vice president at ShipServ, who in addition to being responsible for the company's business in the Americas and initiatives in the cruise industry, is also responsible for managing relationships with ShipServ's maritime software partners.

As the market-leading e-procurement platform, ShipServ continues to offer ship owners and managers easy and more efficient ways to integrate and benefit from a wider supplier base, as well as accessing advanced monitoring and analytics tools to better analyse and benchmark procurement spend. Combined, these deliver valuable and actionable information and intelligence, enabling ship owners and managers to further reduce OPEX.