



Managing the Future

What Customers Say

“The Lawson M3 Enterprise Management system is a key enabler of our business vision and strategies.”

Finning Group (UK)

“The functionality of the software is very important; Lawson focus[es] in the area we are operating in, so the processes are close to our business.”

Zeppelin Baumaschinen

“The combination of software and services will allow us maximum flexibility to tailor our solutions to our customers’ changing needs.”

Wonderful Garments

“The key for us in evaluating software was the degree of flexibility in the Lawson product.”

City of Greensboro

“You start applying those small ratios to large volumes and the savings amount to millions of dollars.”

Allina Hospitals and Clinics

“With ProcessFlow we can customize the approval process for each human resources action that we have.”

Triad Financial

“We implemented Lawson HR and Payroll for 24,000 employees without incident, resulting in time savings which were redirected to strategic recruiting and retention initiatives.”

Banner Health

Lawson Software Products

Would you like to be a top performer in your industry? You'll need enterprise applications that deliver rich functionality combined with deep industry knowledge. Lawson applications can help you build your business at a lower cost and with a higher return on investment than alternative enterprise solutions. Because you can see your operations more clearly, you can manage the future more effectively.

To help you keep pace with change, our applications run on an open technology platform that leverages middleware from IBM and desktop technologies from Microsoft. Since you're not locked in to proprietary architectures, you can reduce your risks and lower your costs over the long run.

Our product lines fit together in different ways to meet your needs. In this overview, we start from the “front” – our User Productivity Platform – and work our way to the “back” – the Business Process Platform.

User Productivity Platform featuring Lawson Smart Office – Do More Now

Would you like to dramatically improve user productivity? Lawson Smart Office creates an “information workplace” and puts you at the center of it. This comprehensive user environment dynamically links personal productivity tools from Microsoft with the collaboration, business intelligence and enterprise applications from Lawson. You no longer have to choose between Lawson and Microsoft applications like Excel, Outlook, Groove, and Word. They can now function as one coherent environment. You have one – and only one – place to manage your entire information flow. With Lawson Smart Office, we can put you at the leading edge of the next major wave of enterprise solutions – dynamic applications.

Operational Business Intelligence – Be Here Now

You can also act and react more quickly because Lawson Smart Office can incorporate a robust business intelligence solution. Rather than what-happened-yesterday, you get to see what's happening now, so you can adjust your operations immediately. Role-based dashboards help you get the right information to the right decision maker at the right time. You can set up proactive notifications to alert you to minor problems before they become major crises. With the right intelligence applied at the right time, you may well see your performance improve across the board.

Lawson M3 Enterprise Management System – Make, Move, Maintain

If you're in business to Make, Move, and Maintain products, Lawson M3 provides the tools to manage your operations. With the full system, you can monitor transactions throughout your organization, including manufacturing operations, supply chain activities, customer and supplier relationships, warehouse and distribution processes and, of course, financial management. Lawson M3 consolidates these into one coherent view of



Product Benefits

Customers like you have reported benefits like these:

- Improved visibility into business operations.
- One version of the truth.
- Better control over complex business processes.
- Improved ability to anticipate and manage change.
- Lower cost of ownership than competitive ERP solutions.
- Improved end user productivity.
- Improved inventory utilization.
- Improved recruiting, staffing, and performance management.
- Improved forecasting.
- Better understanding of customer trends and behavior patterns.
- Improved customer satisfaction.
- Improved organizational alignment.
- Easier integration of new technologies.
- More respect from their ERP vendor.

operations. Everyone from the CEO to the customer service representative can be on the same page at the same time.

Lawson M3 gives you powerful, multi-currency financial applications designed to integrate information from other Lawson M3 applications. You can see how various manufacturing and supply chain activities affect your financial condition.

Additional Lawson M3 application suites include:

- Manufacturing Operations Suite – works equally well in process and discrete manufacturing and is especially well suited for mixed-mode manufacturing.
- Customer Sales and Service Suite – helps you build customer loyalty as well as revenue and profits.
- Supply Chain Management Suite – helps you optimize your materials flow and execute complex inventory strategies that may require multi-level traceability, catch weights, shelf-life considerations, or multiple attributes.

- Enterprise Asset Management Suite – helps you improve utilization and planning so you can get a greater return on your assets.

Lawson M3 includes all the applications you would expect in a manufacturing-oriented ERP suite – and some that you wouldn't. It also provides specialized functionality for our target industries.

Lawson S3 Enterprise Management System – Staff, Source, Serve

While Lawson M3 serves product companies, Lawson S3 serves organizations whose primary output is services.

Lawson S3 is all about the processes – or streams – that flow through your operations. You can optimize each process from end-to-end with the Lawson ProcessFlow Integrator. By seeing the whole process, you can more easily spot bottlenecks and make corrections that improve your overall performance. This is very different to the “Lego block” approach that many ERP companies use – an approach that fragments your processes and reinforces the very silos that you're trying to eliminate.

The Lawson S3 product line includes three major suites:

- Enterprise Financial Management Suite – helps you keep your general ledger general while providing an array of tools to measure project costs and asset utilization. With better visibility, you can improve budget management, reduce costs, and respond to emerging issues more quickly. You can also manage governance, risk, and compliance issues more effectively.
- Supply Chain Management Suite – helps you track items you purchase down to the serial number. You can aggregate demand – to get better prices – and manage the entire approval stream. You can also collaborate more effectively with your suppliers and customers.
- Services Management Suite – helps you manage a services business. You can keep track of customers, resources, and projects and help balance customer satisfaction and profitability.

Lawson Strategic Human Capital Management – Winning the War for Talent

When you need to develop your employees in ways that benefit them and you, Strategic HCM provides the right tools. We can help you win the war for talent by identifying, developing, and retaining your best employees and by recruiting the best available talent. We can provide actionable information that helps link decisions to strategy. Strategic HCM includes three suites: Talent Management Suite, Human Resource Management Suite, and Workforce Management Suite.

We can also help you with key pain points. For instance, you can automate administrative tasks so your staff can tackle more strategic activities. With a single source of employee data, you can simplify compliance reporting, while also reducing the cost of IT integrations. Our self-service capabilities can improve data accuracy while also producing happier employees.

As you might expect, Strategic HCM interfaces closely with both Lawson M3 and S3. What you might not expect is that it also interfaces well with ERP software from other companies. Even without Lawson M3 or S3, you can use our solutions to manage your human resources more effectively.

Business Process Platform – Foundation for the Future

When you need to integrate your business processes or add new technologies or applications, our Business Process Platform provides the right foundation. You can stay flexible because the platform is built on IBM's technologies, including WebSphere. Our ProcessFlow Integrator helps you integrate business processes, including both Lawson and non-Lawson applications. Web services make it easier for you to add new functionality.

Additionally, the Business Process Platform is logically and physically separate from the applications that run on it. You can change one without affecting the other. This preserves your flexibility and often creates cost savings in the long run.