



Overview

Lawson M3 Solutions

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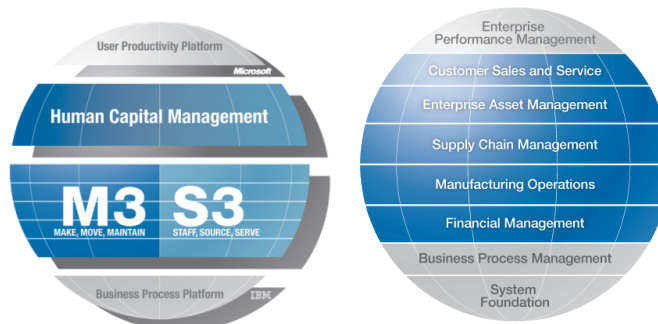
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Lawson M3 Application Suites

The Lawson Globe shows an overview of the Lawson Product lines that consist of:

- M3 Applications
- S3 Applications
- Strategic Human Capital Management
- Business Process Platform
- User Productivity Platform



Lawson M3 Applications

For companies in the business to Make, Move, and Maintain products, Lawson M3 provides the tools they need to manage their operations. With the full system, they can monitor transactions throughout their 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 operations.

Finance Management

Helps Streamline Operations, and Can Increase Visibility.

The Lawson M3 Finance Management suite is designed for customers who want to capture, analyze, and manage the financial information related to their companies' operations. Lawson M3 Finance includes accounting, costing, cash management, budgeting, consolidation, and transaction management functionality.

Applications within Financial Management include:

- Financial Accounting.
- Financial Controlling.

Less Effort for Unifying and Standardizing Business Processes Across the Equipment Service & Rental Enterprise.

Enabling Equipment Service & Rental organizations to excel at the business of Equipment Service & Rental is Lawson's forte. This core offering includes applications that transcend into the most costly areas of Equipment Service & Rental operations, support unique and complex Equipment Service & Rental needs with standard functionality, and result in less effort for unifying and standardizing business processes across the Equipment Service & Rental enterprise.

Financial Controlling

Manage Costs and Keep a Competitive Advantage in a Global Market.

Lawson M3 Financial Controlling application is a complete set of tools for efficient internal financial controlling. Each module enables you to analyze and plan, as well as display detailed management views of an organization's key business processes.

Modules in Financial Controlling include:

- Budgeting
- Cost Accounting
- Multi-Unit Coordination
- Time Accounting
- Cash Flow Management
- Product Costing
- Risk Management

Budgeting

Flexibility in Budget Creation, Roll-ups, Inquiry, and Reporting.

Lawson M3 Budgeting plays a big part in helping your company reach its goals. It helps to create your budget scenarios and compare it to actual in past, current actual and forecast figures on all levels of interest and works with Lawson M3 Sales Budgeting.

Cash Flow Management

Optimize Cash, Minimize Exposure, Better Manage Day-to-day Cash Activities.

Lawson M3 Cash Flow Management is a sophisticated forecasting and planning tool for your most important asset: Cash. It enables you to manage and control your global cash position, and provides transparency necessary for planning and constantly monitoring your cash sources and requirements, both short-term and long-term.

Cost Accounting

Supports Cost Breakdown and Analysis. Distinguish Between Internal and External Transactions.

Lawson M3 Cost Accounting is an essential tool aligning and analyzing logistics and manufacturing operations. The solution generates sales, logistics and production related financial entries across flexible accounting dimensions, such as account, cost center, product, customer, and project. This is the checkpoint and gateway for all logistics- and production-related financial entries that will be accounted for in the General Ledger. Period accounting functions allow distributing the cost to correct periods.

Cost accounting supports cost breakdown and analysis. By allowing you to distinguish between internal and external accounting transactions, business results can be viewed from varying perspectives.

Product Costing

Review and Control Costs Throughout the Entire Enterprise.

Lawson M3 Product Costing works with material management, product planning tools and cost accounting for automatic cost calculation. Numerous cost drivers from material and production management can be utilized. Flexible costing models allow you to capture costs consistent with your organization's current structures and routings.

Product costing sets the base for internal value processing, profitability and variance analyses. Advanced functionality supports both traditional cost management and activity-based costing.

Multi-Unit Coordination

Simplifies Planning, Logistics, and Accounting for Inter-company Transactions.

Lawson M3 Multiple Unit Coordination allows you to use and configure M3 in a multi - site organization. The solution also enables enterprises collaborating in the supply chain to operate simultaneously within the same M3 environment.

By administering organizations in different locations and countries as a single unit, Multiple Unit Coordination simplifies planning, logistics and accounting for inter-company transactions originating in the group.

Overview Lawson M3 Solution

Risk Management

Risk Management, Including Trading, Currency and Customer Risks.

Lawson M3 Risk Management is a sophisticated tool that assists you in protecting your organization's assets. A broad range of features provides for defining, identifying, analyzing and protecting corporate assets and transactions.

As an advanced tool for all aspects of risk management, including trading, currency and customer risks, Risk Management offers flexibility when tracking, monitoring and enforcing an organization's risk management policies.

Time Accounting

Accurately Record Employee Time and Expenses Spent on Projects and Assignments.

Lawson M3 Time Accounting provides the functionality for recording and invoicing employee time spent on projects, both internal and external. Project data can be defined per individual, task, time, day and activity type.

The application enables individuals to access and record their own time and expenses, providing the ideal solution for consulting or internally chargeable situations. Invoices and accounting entries are generated and multiple approval and authorization levels allow for a comprehensive information review and project control.

Financial Accounting

Save Costs, Eliminate Redundancies, Streamline Activities, and Allow Redeployment of Assets to more Profitable Activities.

The Lawson M3 Financial Accounting application enables customers to access and utilize the crucial information that drive business decisions. Customers are able to capture, analyze, and simulate critical trends based on their unique business goals and requirements. Financial Accounting helps customers save costs, eliminate redundancies, streamline activities, and allow redeployment of assets to more profitable activities. Its highly configurable structure can be tailored to meet local, regional, national, and global business models.

Modules within Financial Accounting include:

- Automatic Recording Bank Statements
- Accounts Receivable
- Fixed Assets
- Group Consolidation
- Tax Management
- Equipment Profitability Management
- Accounts Payable
- Current Assets
- General Ledger
- Report Generator
- ADC for supplier Invoices

Auto Reporting of Bank Statement

Minimized Manual Work and Optimized Cash Receipt.

Lawson M3 Automatic Recording of Bank Statement (ABS) contains inherent functionality to process electronically received bank statements or any other form of payment specification.

ABS is one of the financial modules where you can gain immediate and substantial time and process benefits by introducing it.

Accounts Payable

Provides the Flexibility to Handle the International Marketplace.

Lawson M3 Accounts Payable processes invoices and payments efficiently and intelligently. The solution enables you to focus on important activities such as cash management, internal control and partner relationships.

Lawson M3 Accounts Payable offers a wide range of alternatives for invoice entry including images via a scanner, fax or e-mail, as well as electronic, self-billed and manually entered invoices. All entry methods are efficiently designed for minimum handling with maximum control.

Accounts Receivable

Handles Complex Transactions Quickly and Automatically.

Lawson M3 Accounts Receivable provides administration, monitoring and control of customer invoices, credit and collections. The solution handles complex transactions quickly, minimizing the need for manual processing. Flexible options allow you to configure Lawson M3 Accounts Receivable to match your organization's processes and procedures.

Automated customer payment processing, including lockbox processing, allows you to optimize use of cash receipts. Automated procedures help you produce credit and debit memos, bill-backs, customer statements and advices, penalty and interest invoices, and dunning letters.

Accounts Receivable also provides enterprise-wide credit management, enabling you to define customer groups and rules for payments, terms, credit limits, tolerances and payment follow-up. The Lawson M3 Credit Manager Toolbox supplies information needed to monitor customer accounts and limit credit exposure. Predefined values indicate changes in the customer account – early warning signals that enable you to take appropriate action.

Current Assets

Transparent and Up-to-date Gains and Losses View in Inventory and Investments.

Lawson M3 Current Assets is the tool for inventory valuation. The tool enables you to value inventory in a number of different ways. These might include financial or regulatory reporting, internal measurement or tax accounting.

Fixed Assets

Administers, Tracks and Controls Investments in Property, Plant and Equipment.

Lawson M3 Fixed Assets is a comprehensive asset accounting tool, enabling you to select the optimal accounting and tax strategies for your enterprise. You are able to administer, track and control your investments in property, plant and equipment throughout your enterprise and around the world.

Fixed Assets helps you improve and control the accessibility and flow of asset information. It supports the asset lifecycle from purchase or construction to disposition, and has a flexible fixed asset record that provides access to the information you may need – including asset information for accounting, acquisition, inventory, location, insurance and tax.

General Ledger

Cost-effective Internal Control, and Maximized Reporting Capabilities.

Lawson M3 General Ledger is a comprehensive solution for enhancing financial control and reporting, as well as information access and collection throughout an entire enterprise, locally or worldwide. A flexible chart of accounts, accounting calendar, posting options, and information views are all featured in the solution.

General Ledger benefits an organization with cost-effective internal control, speed, accuracy and maximum reporting capabilities.

Overview Lawson M3 Solution

Group Consolidation

View and Analyze Results and Consolidated Information from the Entire Organization.

Lawson M3 Group Consolidation consolidates information from Lawson and non Lawson chart of accounts and calendars, it supports multi-currency environments and works on a global and detailed level. With this powerful tool, users are able to view and analyze results and consolidated information from the entire organization, both for legal and management requirements.

The application supports ,most types and number of consolidations and views required for an organization. Any group member may be included without regard to structure. Group Consolidation supports enterprises with dissimilar charts of accounts, and Helps users to reconcile and eliminate transactions within the consolidated group.

Report Generator

Flexible but Focused View/Reporting of Enterprise Data on Any Medium.

Lawson M3 Report Generator enables you easily to create and use customized reports and information views. It allows you to accommodate your report formats also that your data can be transformed into relevant management information. The application is multi-dimensional. By using the balance keys, you are able to retrieve ledger information for reporting.

Tax Management

Tax Compliance and Operational Excellence of Transaction Taxation and Reporting.

Lawson M3 Tax Management helps you administering the myriad of tax requirements the world over. It eases the burdens of tax compliance, provides comprehensive tax information including Intrastat and Extrastat, and assists a user's operations in the complex world of transaction taxation and reporting.

The application supports VAT, sales tax processing and many hybrid methods of transaction taxation. Numerous methods are featured for calculating tax, including single rate, combined rates and chained rates. Tax Management enables multiple taxation methods to be configured in Lawson M3. Third-party tax software solutions can be optionally enabled to work with Tax Management.

Automatic Data Capture for Supplier Invoices

Transforms Your Documents Into a Readily Accessible Digital Format.

Lawson M3 Automatic Data Capture for Supplier Invoices works by reading and extracting information contained in scanned paper documents and in documents received via fax and e-mail, thereby eliminating the need for traditional data entry.

Paper documents received by mail scanned, sorted and then transferred into Lawson M3. Fax documents are "captured" directly from the fax server and transferred directly into Lawson M3. Documents sent as e-mail attachments are also directly transferred into Lawson M3.

Equipment Profitability Management

Better Control and Visibility of Past and Future Forecast Profitability of Your Equipment.

Lawson M3 Equipment Profitability Management visualizes table and graphical information about the past and future forecast profitability of equipment used in your organization.

Manufacturing Operations

Manages Complex, Configured, and Attribute-controlled Products. Supports Costing, Planning, and Execution.

Lawson M3 Manufacturing Operations suite is designed to assist in reducing operational overheads and supporting operational efficiencies in discrete, process, and mixed-mode manufacturing environments. Both simple and complex manufacturing environments can be planned, managed, and monitored with particular focus on increasingly complex regulatory control (such as traceability and shelf life).

Manufacturing Operations enables organizations to centrally manage product definition for the Lawson M3 Enterprise System. In doing so, it manages complex, configured and attribute-controlled products and directly supports costing, planning, and execution. Further advanced functions support best practices such as Lean Manufacturing without sacrificing regulatory control or product complexities.

Applications within Manufacturing Operations include:

- Product Data Management
- Manufacturing Execution

Product Data Management

Maintain, Store, and Use Large Amounts of Product-related Data Across Various Administrative Processes.

Lawson M3 Product Data Management application is for product-centric businesses that need to maintain, store, and use large amounts of product-related data across various administrative processes. It provides support for the creation, storage, and reuse of information about products including product attributes, manufacturing structures, configuration rules, safety regulations, production costs and document information.

The solution is differentiated by its flexibility and depth of functionality for defining and maintaining product attributes, product structures, and resource profiles in different focus industries.

Modules within Product Data Management include:

- Engineering Change Management
- Technical Document Management
- Product Configurator
- Product Data
- Attribute Control

Engineering Change Management

Provides the Necessary Functions for Product Changes.

Lawson M3 Engineering Change Management includes the necessary functions for the entry, distribution, authorization, final approval, and implementation of a company's product changes.

Requesting and processing engineering changes affects most operations in an enterprise. Preparation, material planning and purchasing, product costing, production planning, and quality inspection are only a few of the many operations affected. These operations should all support the implementation of product changes while keeping costs and other negative effects to a minimum. At the same time, a high level of quality must always be expected from the work performed in these operations.

Overview Lawson M3 Solution

Product Data

Create, Store, and Reuse Information About the Company's Products in the Form of Bills of Material and Routings.

Lawson M3 Product Data is an application that enables you to create, store, and reuse information about your company's products in the form of bills of material and routings. This information is the basis of any complete, well-functioning materials management, product configuration, and production activity control system. Its importance cannot be emphasized enough.

All bills of material and routings are structured hierarchically. These structures are built level by level, based on available items and work-center information. Users decide whether to maintain components and operations separately or together. They can also choose whether to process each material or operation one at a time or in a matrix format, with any number of components or operations being processed at the same time.

Technical Document Management

Define Technical Documents Using Numerous Coding and Identification Features.

Lawson M3 Technical Document Management (TDO) provides extensive options that can be used to define technical documents using numerous coding and identification features. Within TDO, a technical document may include manufacturers' manuals, drawings, parts lists, and so on. Technical documents can be linked to various areas of Lawson M3 including equipment, positions, and service definitions. Revision control is also an important part of document management, as is the ability to control the location of and references to documents throughout an organization. An electronic copy of a document can even be viewed. This truly brings the document to the end user, while at the same time minimizing the risk of damaged or lost documents.

Attribute Control

Minimized Maintenance due to Fewer Item Numbers. More Effective Communication, Both Internal and External to a User's Partners.

Lawson M3 Attribute Control (ATC) enables you to use attributes as a complement to item numbers. Thus, you can:

- Minimize the number of items.
- Structure the item information for end customers and their company.
- Distribute a variant of an item throughout the supply chain without having to create a unique item for each variant.

ATC is the optimal solution for all environments with graded products. It supports the grading process from supply, through warehouse activities, to order fulfillment. Since ATC supports attribute-based stock and statistics, it is also a natural complement to the Lawson M3 Product Configurator, which mainly supports the dynamic design of a product structure.

Product Configurator

Improve Customer Satisfaction and Product Quality While Minimizing Costs.

Lawson M3 Product Configurator (PCR) enables you to respond to the demands of the market and thereby improve customer satisfaction and product quality while minimizing costs. In addition, PCR helps you reach goals such as shorter sales cycles, better order accuracy, improved sales productivity and cost-effective customer offerings.

The Product Configurator enables you to distribute unique variants of complex products throughout the supply chain without losing configuration information or Lawson M3 functionality in Supply Chain Execution. All this without having to create a unique item for each configured order line.

Manufacturing Execution

Reach Full Potential in Planning, Executing, and Controlling Production.

Lawson M3 Manufacturing Execution application delivers broad and deep functionality, superior flexibility, and an ability to execute so you can reach your full potential in planning, executing, and controlling production in different environments. It supports a wide range of different manufacturing environments and strategies.

Modules within Manufacturing Execution include:

- Manufacturing Order Processing
- Capacity Requirements Planning
- Production Statistics
- Laboratory and Inspection Control

Execution-oriented Manufacturing Execution, combined with Advanced Production Planner, provides you with system for production planning and scheduling that offers crucial visibility and coherence.

Manufacturing Order Processing

Customize Production Planning and Execution According to User's Specific Needs.

Lawson M3 Manufacturing Order Processing enables you to customize your production planning and execution according to your specific needs. Its components support a wide range of different manufacturing environments and strategies. Line production, flow manufacturing, make-to-order, configure-to-order, and discrete manufacturing are examples of principles and practices that can be support.

Production Statistics

Analyze Cost Variances, Resource Utilization, Scrap and Quality Measures, Lead Time, and Operation Efficiency.

Lawson M3 Production Statistics is updated as a result of completed manufacturing orders. All reports made against manufacturing orders become input for the production statistics. The different factors that can be analyzed include cost variances, resource utilization, scrap and quality measures, lead time, and operation efficiency. The inquiries that can be made include summarized and detailed analyses along with average statistics on a monthly, quarterly, and annual basis. Production statistics can be displayed as absolute numbers, variances, and percentage of planned production.

Production Statistics continuously gathers the information necessary to improve business performance, helps identify potential problems early, provides the basis for solving business problems and the tools necessary for continuous evaluation of actual values against planned values.

Capacity Requirements Planning

Utilize Planning and Analysis Tools in Lawson M3, Save Both Time and Money in the Planning Process.

Lawson M3 Capacity Requirements Planning is the center of the capacity hub. By setting the scene and rules for capacity, it helps you to utilize planning and analysis tools in Lawson M3, thus helping you to save both time and money in the planning process. It refers to the processes and the functions that are used to establish detailed production resource requirements, ensuring that they match actual resources available. This is done in several different units, allowing differentiation between areas such as labor and machine time.

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Laboratory and Inspection Control

Administer the Inspection of Items, Either Manufactured In-house or Purchased.

Lawson M3 Laboratory and Inspection Control is used to administer the inspection of items. These can be either manufactured in-house or purchased. The first step is to define the basis for laboratory analyses and inspections in so called laboratory and inspection specifications. Each item that is controlled by this process has a laboratory and inspection specification connected to it.

Time and Attendance

Less Administrative Burden in Managing Employee Absence.

Lawson M3 Time and Attendance efficiently manages aspects of employee absence and hours worked. Apart from serving as a collector of data, it offers many indispensable features.

Enterprise Asset Management

Significantly Enhance the Management of Operational Assets.

Lawson M3 Enterprise Asset Management application suite is specifically designed for organizations where asset reliability and availability is crucial to the success of their business. Modules within the Enterprise Asset Management include:

- Diagnostics Management
- Maintenance Performance and Costing
- Work Order Processing
- Maintenance Planning Board
- Equipment and Component Control
- Preventive Maintenance
- Vehicle Operations Management

It is a preconfigured, maintenance solution that provides asset data management, preventive maintenance, work order control, diagnostics management, and statistical analysis—which can significantly enhance the management of operational assets.

Maintenance Management

Diagnostics Management

Provides Automatic Diagnostics Capabilities Within the Heart of the Maintenance System.

Lawson M3 Diagnostics Management provides tools designed to support a reliability improvement program. It allows a detailed breakdown of an equipment's structure, which is used to identify potential failure points within equipment or other operational units and its associated components and subassemblies. The potential failures can then be linked to maintenance routines designed to avoid an actual failure. Criticality rating and consequence analysis systems, together with user-definable statistics, help support the diagnostics decision process. These tools also support techniques such as reliability-centered maintenance.

Equipment and Component Control

Provides Operational Personnel With Quick and Easy Access to Data.

Lawson M3 Equipment and Component Control helps you build a knowledge based modern maintenance organization. It maintains large amounts of information and makes it readily available to operational personnel. This information includes equipment details, spare parts and component data, technical information, modification history, documents, manuals and drawings, permit or lock-out details as well as extensive service, and work-order data.

Equipment and Component Control provides operational personnel with direct access to data, quickly and easily.

Maintenance Performance and Costing

Improves Effectiveness by Providing a Suite of Standard and User-Definable Analytical Tools for Processing Maintenance Data.

Lawson M3 Maintenance Performance and Costing provides a suite of standard and user-definable analytical tools for processing maintenance data. Statistics include mean time between failure, mean time to repair, and resource-based analysis such as available hours versus planned hours and used hours. Much of the statistical information is summarized upwards to the higher level of the equipment structure, which provides the opportunity to analyze information at, for example, equipment, line and factory levels.

Preventive Maintenance

Provides Your Organization With Extensive Service Functionality for all Forms of Preventive Maintenance.

Lawson M3 Preventive Maintenance is an important tool that can be used in producing the right maintenance program. Its features assist in the management of all forms of maintenance programs, including inspections such as lubrication and functional checks as well as restorations and overhauls.

Work Order Processing

Provides the Tools Needed for Real-time Work Management.

Lawson M3 Work Order Processing is crucial to an effective work management system and can have a significant, direct impact on the ability to maximize equipment uptime and delivery performance. It provides many tools to facilitate this process.

Work Order Processing consists of generated requests that originate from predefined services or user requirements. These requests can be released by the system to become work orders, as in the case of many predefined services and breakdown requests. They can also be directed for approval and, if necessary, further estimation and planning. At the work order stage it features a variety of options to manage and replan work. Other Lawson M3 applications interact extensively with work orders in areas such as spare parts and purchase management. Once completed, the job details are reported, approved and the work order is closed. The details are then available for historical and statistical inquiries.

Capability Management

Provide Automatic And Manual Skills Allocation Management.

Lawson M3 Capability Management supplies a range of functions that allow capability (skills) basic data to be configured. These capabilities are then used for automatic and manual skills allocation within other Lawson components such as the work order processing solutions.

Vehicle Operations Management

Efficiently Updates Your Maintenance Requirements With Vehicle Information

Lawson M3 Vehicle Operations Management is a specialized module designed to update your maintenance plan with vehicle information to ensure that the correct level of preventive maintenance is carried out. It includes a number of specific components for industries with transport operations in the areas of operational log administration, delay reporting, concession management, SPEC2000 initial provisioning (aviation), SPEC2000 procurement planning (aviation), optimal float calculation, and pool agreement administration (aviation).

Overview Lawson M3 Solution

Maintenance Planning Board

Advanced Graphical Planning of Maintenance Work Requirements.

Lawson M3 Maintenance Planning Board is an advanced planning function that displays work orders on a graphical Gantt chart. Using drag-and-drop capabilities, work orders can be rescheduled or reallocated to different teams or employees. The graphical planning board also provides access to related Lawson functions.

Warranty Management

Functions that allow warranty and claim basic data to be defined such as defining warranty types, inclusion and exclusions to warranties etc.

Field Order Processing

Functions that extend the maintenance application with functions typically used in Field Service processes such as travel and miscellaneous cost reporting.

Supply Chain Management

Optimum Customer Service Levels and Maximum Profitability. Visibility and Control Over the Information, Material, and Financial Flows.

Lawson M3 Supply Chain Management applications offer a powerful and unique method for supporting the planning, scheduling and fulfillment/execution of the extended supply chain. It offers a range of planning tools that cover the extended supply chain down to individual resources on a strategic, as well as an operational, level. This includes demand planning, supply chain planning, plant scheduling, and global available-to-promise and capable-to-promise functionality. Lawson M3 Supply Chain Execution supports the fulfillment process for both simple and complex distribution networks and includes warehouse management, replenishment and transportation management components, which work with e-business components and transaction processing.

Using Supply Chain Management helps you to increase visibility and the material flow throughout the supply chain. At the same time, can free up capital tied up in inventories and helps to increase resource utilization, resulting in optimized service levels and maximized profitability.

Supply Chain Execution

Improves Companies' Delivery Precision and Helps Reduce Distribution Costs, Resulting in Higher Customer Satisfaction and Increased Profits.

Lawson M3 Supply Chain Execution is specially designed to manage complex distribution networks and constitutes the basic support for functions directly or indirectly related to logistics in your company.

It gives concise and accurate information on supply chain activities, from quotation and order to delivery and after sales services. Operations inside and across warehouses are all supported, including receiving and storage, picking, packing and shipping. Advanced cross-docking features carry out the reshipment of goods with minimum handling. Transportation planning, including schedules, routing and trade document management, is supported in all domestic and international transportation modes.

Distribution Order Processing

Simplify Your Interfacility Processes While Keeping Inventory Levels Low and Service Levels High.

Lawson M3 Distribution Order Processing helps you to control the flow of material across your hierarchy of distribution warehouses, such as to and from central warehouses, and from subcontractors and other manufacturing companies.

Distribution Order Processing is highly configurable. Besides handling warehouse management and transportation planning, it manages financial and statistical transactions as an integral part of the process.

Inventory Statistics

Improves Strategic and Tactical Decision Making.

Lawson M3 Inventory Statistics provides all the vital information needed to better utilize and manage warehouse equipment and employees. Powerful frequency analyses and turnover rate calculations provide correct classification of stock zones and optimal location of products and containers. In addition, all in-stock activities can be logged and traced over time, which provides various possibilities for analysis of deviation and improvement potentials.

Lot and Allocation Control

Deliver the Right Product, With the Right Quality, to the Right Customer.

Lawson M3 Lot and Allocation Control is a suite of features and functions that enables the disposal and tracing of inventory balances. Users can handle all types of products from simple stock-keeping units to lot-controlled and serialized products.

Lot and Allocation Control is configurable and can handle highly complex situations. Allocation priorities take into consideration conditions such as payment history, credit status, and customer loyalty. Built-in fair-share mechanisms can handle shortage situations. In addition, Lot and Allocation Control can handle trade embargoes and other restrictions, as well as particular customer requirements such as quality and shelf-life specifications. All order fulfillment components in Lawson M3 are embedded with Lot and Allocation Control support for manual allocation.

Transportation Management

Helps to Increase Speed and Quality Throughout Your Distribution Network, Helping You to Plan Your Deliveries Down to the Minute.

Lawson M3 Transportation Management supports the activities in the distribution process, from transferring goods between warehouses and remote distribution centers through delivery to customer sites including document production for both domestic and international delivery. It supports both proactive and reactive planning and addresses a company's total transportation needs, even taking into account weight and volume capacity considerations. The route setup enables users to schedule deliveries on specific days of the week down to the exact departure time. Both point-to-point based routes and ring routes, including several unloading locations, are supported; users can even determine the order of the stops to be made at the unloading locations.

Transportation lead times can be set with minute precision between a user's loading points and destinations. Consequently, Transportation Management can give the exact estimated arrival time for any relevant route and path for their shipments.

Overview Lawson M3 Solution

Warehouse Management

Improves Utilization of Your Warehouse Personnel and Equipment.

Lawson M3 Warehouse Management addresses activities required inside warehouses and distribution centers. It offers functionality that speeds up the flow of goods, from goods receipt to shipping. Cost efficiency and customer service can be thereby improved. It provides the tools users need to run their warehouse operations with greater success.

Tools such as the task manager ensure the most efficient utilization of warehouse personnel and equipment. Fully configurable work flows give greater accuracy and precision in all vital processes.

Warehouse Management Interfaces

helps Reduce Supply Chain Inventories and Improve Delivery Accuracy.

Lawson M3 Warehouse Integration is designed to give smaller warehouses as well as larger distribution centers a flexible warehouse operations solution. The Lawson M3 Warehouse Activity Control component offers the functions in areas such as wave picking, packing, cross-docking, pick resource planning and intelligent put-away. Warehouse Integration offers several interface points to operational warehouse equipment such as conveyers, radio frequency terminals, bar code readers, and more. Local presence and support are crucial for the operational warehouse equipment, and Warehouse Integration provides the necessary flexibility to choose the right solution in each situation.

Item Data Interfaces

Helps Reduce the Item Maintenance Cost and Improve the Item Data Quality and Integrity.

Lawson M3 Item Data Interface module will allow you to efficiently share item related information with your supply chain partners as well as other applications. It can help reduce cumbersome labor and cost managing item data.

The Item Data Interface provides a single point interface that can be used in a number of different collaborative scenarios to validate, enrich and import item related information from supply chain partners, industry, product or supplier databases/catalogues or from external applications into Lawson M3. The item related information could include basic item master data, logistical planning data, EAN codes, alternative unit of measures etc. The solution also enables you to export M3 item information to your trading partners or other applications.

The Lawson M3 Item Data Interface module provides you with an efficient, accurate and controlled process that can help your company to reduce the item maintenance cost and at the same time improve the item data quality and integrity.

Transportation Management Interfaces

Flexible and Solid Framework for Transportation Collaboration and Interoperability.

Lawson M3 Transportation Management Interfaces will provide the foundation for a very flexible, agile and efficient transportation process. It extends the supply chain collaboration and interoperability features of the Lawson M3 System. Transportation Management Interfaces contains two interfaces, one intended to be used for transportation operational planning collaboration and a second one to be used for transportation execution collaboration and allows you to streamline your internal transportation processes and to improve the efficiency of your supply chain operations.

Freight Cost Management

Gain Control of Your Freight Costs and Stay Competitive in the Marketplace.

Lawson M3 Freight Cost Management will add value to your company if you are buying freight from external carriers as well as if you are managing your own transportation fleet, or if you have a mix of both transportation strategies. Flexible freight agreement and freight rate capabilities ensure that the solution can be applied to all types of transportation modes, from ground transportation to shipments by air, sea and train.

The solution spans the whole freight cost management process, including freight agreement and freight rate management, freight calculation and simulation as well as freight reconciliation capabilities. Having the calculated freight cost data open to be exported to Lawson Business Intelligence allows for advanced follow-up analysis and a closed loop process.

Freight Cost Management will help you gain control of your freight costs and stay competitive in the marketplace. Having the freight costing tightly working with the M3 dispatch process a highly automated and administratively efficient process is supplied. Manual intervention is only necessary for exceptions. Analyzing freight cost data will allow your company to review your supply chain cost structure to identify potential areas for improvement and to be better informed when renegotiating freight agreements.

Supply Chain Planning

Optimizes Delivery Performance and Profits.

Lawson M3 Supply Chain Planning application suite provides decision support, order visibility and optimizes delivery performance and profits in resource constrained organizations.

It is for medium sized, product-centric businesses that are resource constrained. It has specific appeal for manufacturers and distributors that need to maximize delivery performance and profitability by optimizing the utilization of their existing resources.

The solution is differentiated by its deep industry functionality and high level of cooperation between applications which minimizes users' time spent interacting with the system and the total cost of ownership.

Distribution Requirements Planning

Faster Response Times, Greater Precision and Higher Efficiency.

Lawson M3 Distributions Requirements Planning provides our customers with the necessary support to meet physical distribution and material requirement needs in one system. This covers the internal supply chain and the external requirements of their customers, including managed customer warehouses, with procurement planning and execution.

Distribution requirements planning is a critical activity for our customers business in determining, communicating and meeting actual market requirements. This can result in faster response times, greater precision and higher efficiency than is otherwise possible in more traditional order point systems, aggregated forecasting or separate distribution and material requirement planning systems.

Forecasting

Estimate Future Demand.

Lawson M3 Forecasting attempts to estimate future demand. These estimates are usually needed to plan material procurement, manufacturing activities and long-term capacity. They are also used for financial control and cash flow planning. Forecasting has a range of different functions to support both statistical and manual forecasting. It works close with customer order processing, sales and customer order statistics, master production scheduling, material planning and distribution requirements planning.

Master Production Scheduling

Simulate Any Plan Before Implementing it in a Live Environment.

Lawson M3 Master Production Scheduling provides comprehensive support that assists the master scheduler in verifying and processing the master production schedule. This includes the definition of clear planning time fences, customized time ranges, support for customer order-driven manufacturing orders and exception planning. The master production schedule can be viewed as an agreement between the sales, finance and production functions.

Material Planning

Calculate and Propose Quantities and Lead Times for Items Ordered from Production, Suppliers or Warehouses.

Lawson M3 Material Planning is calculating and proposing quantities and lead times for items ordered from production, suppliers or warehouses. Since this is time phased, proposals are also made for re-planning existing, firm, planned or released orders. With Material Planning, the user is able to control all of the actions through settings such as planning method, lead time, safety lead time, upstream or downstream dampening, order quantity, calendar checks, and so on.

To achieve the best possible coordination, Material Planning supports various acquisition methods including distribution requirements planning, master production scheduling, material requirements planning and reorder point planning.

Rough Cut Capacity Planning

Identify Potential Bottlenecks. Plan Long-Range Resources and Production Capacity.

Lawson M3 Rough-Cut Capacity Planning enables you to identify potential bottlenecks that may disrupt your master schedule. You can also use the solution as a basis for planning production capacity and the use of long-range resources. This planning can be based on forecasts, master demand schedules and production schedules.

Global Capable-to-Promise

Delivers Up-to-the-Minute, Accurate Information About Product Availability, Production Capacities, Material Availability, and Transportation Capacity.

Lawson M3 Global Capable-to-Promise is a powerful tool for supporting you and your customers in the daily order promising process. It provides more reliable delivery times by taking all restricted resources into account and exploring alternative supply possibilities.

Supply Chain Orders

Simplifying the Planning of Supply Chains.

Lawson M3 Supply Chain Orders is an extremely powerful way to link all the constituent parts of a supply chain. All or parts of the supply chain can be connected together by a unique supply chain number.

Supply Chain Orders automate the process of making changes to order networks. The solution also provides the ability to enquire on the status of a linked order chain and whether the current delivery terms can be met.

It can help planners to save time and to simplify the complex task of changing many orders. Supply Chain Orders make it easier to quickly determine the status of orders, helping to improve decision making and the prioritization of activities such as ordering, allocating and manufacturing.

Planning Workbench for Fashion

An Easy-to-use Single Workbench. Simplified Decision Making With Clear Exception Management. Clear Visibility of the Impact of Decisions.

Planning Workbench for Fashion is designed for manufacturing companies in the apparel, footwear, home textile and accessories industries. It provides an easy-to-use planning tool which enables planning of large volumes of orders across a complex supply chain. It is designed as a medium term planning tool for companies operating across multiple manufacturing sites and/or multiple sewing lines per site and enables them to forward plan optimum utilization of capacity.

Planning Workbench for Food & Beverage

Helps To Reduce Costs by Avoiding Stock-outs, Unnecessary Shifts, Unsold Products.

Lawson M3 Planning Workbench for Food & Beverage is a solution that bridges the gap between the more advanced planning tools and the very wide-spread use of spreadsheets to manage the Master Planning Process in Food & Beverage companies. It delivers value through the following characteristics:

- works with with the Lawson M3 Business Engine - delivering a consistent planning flow from demand to purchase.
- Strong decision support with visibility of capacity load and stock build profiles.
- Easy-to-use workbenches with a spread-sheet look-alike grid easily adaptable to fit each planners individual needs.

Scheduling Workbench

Helps To Increase Resource Utilization and To Reduce Inventory, Work in Process and Lead Times.

Lawson M3 Scheduling Workbench is a powerful mid to short term decision support tool for production planning and the scheduling of manufacturing orders on an operational level. It takes into consideration finite capacity constraints and material flow from raw materials to finished products.

Scheduling Workbench helps synchronize and sequence production to minimize setup and changeover times. It allows you to quickly drill down and locate key details, make decisions and run "what if" scenarios. It includes easy-to-use graphic displays (i.e. Scoreboard), load and inventory profiles, the interactive planning board, order net-work mapping and bottleneck resources.

Scheduling Workbench can increase resource utilization and helps to reduce inventory, work in process and lead times. It helps for high delivery performance and improves bottom line results.

Demand Planner

Maximize Customer Service Levels, Sales Revenue, and Profitability.

Lawson M3 Demand Planner supports a collaborative workflow for reviewing sales forecasts and capturing market intelligence. It's forecast engine supports a number of automatic forecast methods. Competitive forecasting helps customers find the best fit among methods.

Dynamic grouping and data aggregation enables customers to manipulate demand and forecast. Favorite views and exception management provide filtering and settings to guide users to their preferred information view. Demand Planner supports the generation of more accurate, one number, consensus forecasts to improve delivery performance, helps reduce finished goods inventory and avoid product obsolescence.

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Supply Chain Planner

Optimizes the Flow of Material in the Extended Supply Chain.

Lawson M3 Supply Chain Planner is a powerful decision support tool for supply chain planning on the tactical and strategic levels. The result of using Supply Chain Planner is a master demand and delivery schedule.

The increasing opportunities in the e-business world challenge companies to cope with fluctuating demand, more variable order quantities, greater product variety and shorter lead times throughout the entire supply chain. Fast and efficient supply chain planning is a prerequisite for success in the fast moving world of e-business.

Planning the extended supply chain is a balancing act of capacity and lead time constraints for transportation, warehousing and manufacturing.

Stock Build Optimizer

Effectively Meet Seasonal Peaks in Demand.

Lawson M3 Stock Build Optimizer benefits supply chain, sales and marketing organizations, enabling them to more effectively meet seasonal peaks in demand. Providing the right product at the right time and the right place allows for optimal stock builds, while conserving capital and improving customer service.

Stock Build Optimizer allows an organization to effectively utilize existing capacity, improve planning results, and manage the ever growing complexity of multiple product production.

Yield Optimizer

Helps Maximize Sales Revenue, Profitability And Customer Service Levels. Most Cost-effective Use of Both Existing and Incoming Inventories. Avoidance of Wastage in Production. Minimized Overtime And Helps To Reduce Planning Time.

The Lawson M3 Yield Optimizer is ideal for production units that use reverse bills of material or recipes, particularly when they produce co- or by-products. It is also beneficial in situations where the usage of incoming raw materials or ingredients is variable by alternative processing methods determined by factors such as grade, size, content, and the current demand profile.

Yield Optimizer is a decision support based planning tool that focuses on calculating the most profitable way to process raw materials or ingredients to meet demand. The input data for yield optimization includes supply quantities and prices, demand quantities and sales prices, production costs and capacities, and inventory costs and capacities. The output is an optimized day-by-day production schedule of what to produce and how to produce it. The inventory levels at the end of each day and any requirements to move raw materials or semi-finished products between sites are also calculated.

Assortment Replenishment Planner

Supports Private Brand Retailers to Plan Their Assortments.

Lawson M3 Assortment and Replenishment Planner is an application that supports Private Brand Retailers to plan their assortments. It supports different phases in the planning process, from defining and creating the collection, creating the assortment plans, buy- and push plans to replenishment planning and final push. Assortment and Replenishment Planner works closely with the Lawson M3 Business Engine and informs the Planners timely in case changes occur in the execution of the plans.

Planning Workbench for ESM&R

Visualize Future Resource Demands.

Lawson M3 Planning Workbench for ESM&R is an advanced planning tool, specifically designed for the ESM&R industry, used to visualize future resource demands (materials, labor, sub-

contractors etc) on the business using information from the Lawson M3 Business Engine. Decisions made can then be used to update Lawson M3.

Procurement

Streamlines and Integrates All Procurement Processes.

Lawson M3 Procurement efficiently supports the aspects of procurement including supplier selection and evaluation, creation and renewal of supplier agreements, requisitioning, purchase order processing and monitoring, receiving and quality control, claims, invoice control and statistics. Different categories of orders processed in Procurement are available from the same data source.

The components within Procurement streamline and efficiently support the aspects of your procurement process.

Purchase Delivery Schedules

Transmit Constantly Updated Material Requirements to Your Suppliers with a Minimum of Administration.

Lawson M3 Purchase Delivery Schedules simplify the purchase process in repetitive delivery environments with close supplier relationships. Delivery schedules replace individual purchase orders and can be published or sent to suppliers with optional frequency. The degree of automation for the processing of delivery schedules can be defined, including full XML or EDI support for the exchange of business information. Constantly updated delivery schedules can also be published on the Internet for fast and easy access.

Purchase Order Processing

Eliminates Routine Work in Your Purchasing Process.

Lawson M3 Purchase Order Processing provides you with an indispensable tool for your daily procurement activities. It supports purchasing activities including identifying what to buy, requisitioning, supplier selection, pricing, ordering, monitoring, shipment advice, transport notification, goods receipt, quality inspection, put-away, invoice control and claim handling. Each purchase activity is individually configurable, offering flexibility for customization and automation of purchase processes. Extensive monitoring features ensure total control over all purchase activities and supplier delivery performance.

Request for Quotations

Improves Your Company's Strategic Purchasing Processes.

Lawson M3 Request for Quotations is a strategic purchasing tool that sets the scene for the logistics execution of delivery schedules, e-procurement, discrete purchase order processing and purchase requisitions. Requests for quotations are easily created for the purpose of agreement renewal or price inquiries for a range of products to one or several potential suppliers. Quotation replies from different offers are measured against each other, either on an item line level or based on a bottom line result. The output from the request for quotation process is valid supplier agreements that regulate agreed-upon conditions such as prices, discounts, lead times, delivery shares, priorities, quality standards, validity and more.

Supplier Evaluation and Statistics

Monitors the Complete Purchase Process by Providing Instant Access to Detailed or Summarized Facts.

Lawson M3 Supplier Evaluation and Statistics helps you evaluate and rate your suppliers using combined performance indicators where important factors such as delivery accuracy, product

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quality and invoice quality are considered. In-depth delivery time measurement functions provide accurate and extensive statistics about suppliers' abilities to deliver as requested or as confirmed.

Supplier Portal (for Fashion)

Helps To Reduce Manual Work and Improve Data Accuracy by Reducing, and in Some Areas Eliminating, the Need for Faxes, e-mails and Spreadsheets.

Lawson M3 Supplier Portal enables fashion sourcing companies and manufacturers to collaborate better with their suppliers when purchasing goods. It offers a step change in process efficiency and data accuracy when communicating on order progress and delivery information.

M3 Supplier Portal helps to reduce manual work and improves data accuracy by reducing, and in some areas eliminating, the need for faxes, e-mails and spreadsheets. It offers companies a cost-effective alternative to EDI and avoids the regular chore of mapping and testing EDI messages.

M3 Supplier Portal works closely with our Lawson for Fashion Enterprise Management system, which helps to reduce the cost of deployment and long-term cost of ownership compared 3rd party alternatives.

Supplier Portal Administration

Administrate the Application and Associated Roles for Users.

Lawson M3 Supplier Portal Administration is available to both the buying and supplying companies. A buying company will typically use the Supplier Portal Administration function to set up the Supplier Portal application using the User Management functionality, while suppliers will use the User Management function to set up associated roles for their users.

Supplier Portal Design Center

Modify the Presentation Layer of Supplier Portal.

Lawson M3 Supplier Portal Design Center is also a part of the Supplier Portal application. It allows a buying company or a Lawson consultant to modify the presentation layer of Supplier Portal.

Supplier Portal Procurement

Lawson M3 Supplier Portal Procurement supports the following functions;

- **My Information** - suppliers can view and edit information including main contacts and addresses.
- **Order Management** - Once a purchase order is created in Lawson M3 and assigned to a supplier, it becomes available in Supplier Portal. Within the Order Management area, suppliers can view purchase order headers, lines and the details of order lines. Each supplier has the ability to view order lines across orders either line by line, in matrix format, or aggregated by style. This allows suppliers to closely monitor the order and order line status from the moment and order is sent.
- The **Delivery Management** functionality efficiently delivers Advanced Shipping Notifications to the buying company. This is one of the major benefits of using Supplier Portal because the buying company has the ability to reuse this information when performing goods receipt. It helps reduce the risk of errors and the possible consequences of the time consuming and costly relabeling of goods. In addition, it can give the buying company better visibility of expected goods receipts through accurate and up-to-date information.

e-Procurement

Streamline Your Procurement Processes and Minimize the Gap Between Buyers and Suppliers.

Lawson M3 e-Procurement is a sophisticated, yet simple-to-use, web-based application that automates and contains and thereby simplifies many of the administrative tasks related to indirect procurement.

e-Procurement helps companies to make time and cost savings by making the purchasing cycle for indirect products and services more effective. This is achieved by focusing the buying power of the entire organization and ensuring that a consistent and comprehensive view of all company external spend and supplier relationships is gained.

[Note: e-Procurement is only available outside the USA]

Buy Center

Simplified Purchase Process.

Lawson M3 Buy Center allows employees in the organization to browse the product catalog (aggregated from multiple suppliers' individual product catalogs), select items, and submit purchasing requisitions. Employees may also specify non-catalog products, so that their purchasing needs can be fulfilled from within the system and data can be captured centrally. Once a requisition has been created, the appropriate budget holder is notified by email and can authorize, forward or reject the requisition. After authorization, the products in the requisition are ordered from the supplier via XML, email, fax, or EDI. The financial system is updated with the order. The system allows for an order confirmation (from the supplier) to be optionally included. Upon arrival of the ordered goods, the employee reports in the system that the goods arrived. Multiple delivery scenarios are supported. Again, the financial system can be updated with delivery and "release payment" information.

Supply Center

Supports the Supplier Collaboration and Supplier Self service Processes.

Lawson M3 Supply Center has been developed as an interface for suppliers to create and maintain electronic item-data. Here, suppliers can upload electronic item-files or create and maintain content online simply using a web-browser. An interface for the daily handling of orders, offers and Request for Quotations is also included for suppliers.

Business Center

Supports the Administrative Processes; Setting up of Companies, Users, Authorization Workflows, ERP integration, etc.

Lawson M3 Business Center provides the interface for setting up Lawson M3 eProcurement. The interface makes it possible to setup and maintain the following types of data; basic data, corporate data, workflow data, ERP integration, product categories, supplier data, and catalog access/visibility control.

e-Procurement for Multiple ERP

Supports Full Multi-Company Environment in the Same Solution.

Lawson M3 e-Procurement for Multiple ERP is built with a basis structure supporting multi company environment in the same solution. For example a separate cost center structure per company or a different back end system per company. Since e-Procurement is typically implemented across line of business in an organization it is important for our customers to know that the solution may serve all their company – no matter the underlying IT structure.

e-Procurement Design Center Tools

Extend the Business Processes Provided in the Standard e-Procurement Application.

Lawson M3 e-Procurement Design Center Tools gives the deployment engineer the ability to utilize a high-level development tool – Design Center – and a complete e-commerce platform to extend the business processes provided in the standard e-Procurement application. The Design Center is usually used to configure the e-Procurement application, but with the Design Center Tool license, the deployment engineer can make use of the entire product and technology platform to build new business functionality, thereby extending the application with special customer requirements.

The development is performed from a high level of abstraction and can consist of creating new business objects, setting up new points of collaboration, and designing the functionality of new Web pages by using components. Using the tool can increase the productivity of the deployment process and makes the total solution much cheaper to maintain.

XML Application Adapter

Flexible Connectivity Both Inbound to Multiple ERP or Legacy Systems as Well as Outbound to Suppliers and Marketplaces.

Lawson M3 XML Application Adaptor offers flexible connectivity both inbound to multiple ERP or legacy systems as well as outbound to suppliers and marketplaces. It provides a generic and well-defined interface for XML-based collaboration. The Application Adaptor is the basic framework needed for accessing the business components in e-Procurement via XML documents. Its collaboration with backend systems enables it to be used to exchange supplier information, user information, accounting information, and more with e-Procurement.

The XML Gateway can be seen as an XML interface to the e-Procurement application. It is to be considered a framework that can be setup/configured for data-exchange of any data within the e-Procurement Buy Center. "Out of the box," the XML Gateway can be used for exporting Purchase Order data.

Statistics Center

Lawson M3 Statistics Center supports the analysis of e-Procurement purchase data such as supplier performance, internal process optimization and catalog content optimization. The Statistics Center is an integrated part of the Business Center that displays the reports from the module "e-Procurement Reports".

e-Procurement Statistics Center incl. Runtime

Contains Information About Multiple Spending Dimensions Across the Buying Organization.

Lawson M3 e-Procurement Statistics Center incl. Runtime is a reporting tool that contains information about multiple spending dimensions across the buying organization. It provides the organization with a set of standard reports based on data gathered by Lawson e-Procurement. This information is used to monitor and report purchasing processes, buying behaviors, supplier catalogs and to calculate purchase statistics on multiple dimensions, providing management with a total spending overview.

Graphical Lot Tracker

A Structured Way of Keeping Company Quality and Food Safety Data.

Lawson M3 Graphical Lot Tracker is for companies that use lot control and need to track and trace the links between different lots in their supply chain. Its powerful search capabilities enable you to quickly trace backwards from end products to identify potentially contaminated raw material lots or forwards to determine the potential consequences of product issues. You can quickly generate customer 'recall' lists to identify affected end-products with customers shipped to

information and 'lots in stock' lists with the option to stop product lots from further delivery within a minimum time. An intuitive user interface makes the solution easy to use for occasional users such as external auditors.

Graphical Lot Tracker provides the lot traceability to help ensure the rapid recall of products in connection with product and safety issues where retailers are sometimes demanding recall information within as little as 2 hours. Graphical Lot Tracker improves the quality of and can help reduce the cost of performing traceability compliance audits with external auditors. It also helps forward looking companies prove the source of raw-materials from licensed or approved sources or ethical suppliers. Graphical Lot Tracker is easy to implement, affordable to own and offers a short time to benefit. Unlike typical best-of-breed trace-solutions it works direct with Lawson M3 easy to implement and affordable to own securing your benefits quickly.

Trace Explorer and Configurator

Lawson M3 Trace Explorer and Configurator is an easy-to-use graphical end-user tool which help you visualize and query the trace-line backwards and forwards.

Business Measurements Models for Graphical Lot Tracker

Lawson M3 Business Measurements Models for Graphical Lot Tracker are pre-defined models that extract, transfer and transform detailed stock-transactions and other data from the M3 Business Engine into a format that can be loaded into the Graphical Lot Tracker database.

Graphical Lot Tracker External Sources

Lawson M3 Graphical Lot Tracker External Sources is an add-on offering that allows connecting external sources such as LIMS, MES, WMS to feed data into Graphical Lot Tracker.

Warehouse Mobility

[Helps To Increase Your Warehouse Productivity, Improves Data Accuracy and Real-time Visibility/Transparency.](#)

Lawson M3 Warehouse Mobility is a radio frequency warehouse mobility solution supporting barcode scanning for Lawson M3 Supply Chain Execution. It covers key processes in inbound logistics, in-store logistics, outbound logistics and inquiries.

With Warehouse Mobility you can connect warehouse personnel to Lawson M3. No longer does the warehouse need to use a set of data different from everyone else in the organization. Warehouse Mobility is both a proven and rapidly deployed option for warehouse personnel.

Customer Sales and Service

[Provides a Client With a 360-degree View of Their Customer Relationships, Both Past and Present.](#)

Lawson M3 Customer Sales and Service provides clients with a 360-degree view of their customer relationships, both past and present. The sales force automation application and campaign management application support new customer generation. Orders are booked through order interfaces, Web Shop, Explorer, and Private Trading Exchange.

Applications within Customer Sales and Service include:

- Sales Management
- e-Sales
- Services Management
- Project Management
- Maintenance Order Management
- Sales and Marketing Automation
- Rental Management

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The Customer Sales and Service approach and its applications provide the prerequisites to make customer relations efforts successful and efficient. It covers activities ranging from marketing relations to common product development, distribution, and after-sales service and rental.

Sales Management

[Maximize Sales Through Satisfied Customers and a Motivated Sales Organization.](#)

Lawson M3 Sales Management serves as the hub for customer and pricing information. It help maximizing sales with satisfied customers and sales organization through highly sophisticated sales order management support.

It brings a common view to your commercial and logistical activities by connecting your planning, pricing, promotions, bonus and commission, statistics and follow-up to your fulfillment processes.

Bonus and Commissions

[Promotes Sales by Tailoring Your Bonus and Commission Agreements to Align With Your Compensation and Incentive Plans.](#)

Lawson M3 Bonus and Commissions enables you to manage activities related to planning, settlement and payment of bonuses and commissions. It handles multiple salespeople and agents in a single sales transaction. Each participant in the sale receives bonus and commission according to his or her unique agreement.

Bonus and Commissions makes sure you stay in control by helping minimizing the costs of administration and of losses due to overpayment on agreements.

Customer Order Processing

[Streamlines Your Ordering Process, Maximizing Customer Satisfaction While Minimizing Administration Costs.](#)

Lawson M3 Customer Order Processing customizes your ordering process to meet business channel and its customers' unique requirements. It offers your customers the freedom to select how to interact with your company in a safe and easy way.

Customer Order Processing offers an order process that is available both for an internal proactive contact center and via the Web, EDI and portable devices. All the methods use the same business components, ensuring that products, prices and conditions are available at your fingertips.

Pricing and Conditions

[Manages Your Pricing and Customer Agreements, Thus Eliminating a lot of Manual Work.](#)

Lawson M3 Pricing and Conditions supports the simple as well as the complex pricing structures. This includes managing the flow from planning and calculating prices and agreements through following up on results in sales statistics.

Pricing and Conditions supports a highly automated process that helps minimizing manual input and costs of order entry, billing and credit note handling. It is made to support your complex pricing models and is used to increase sales and revenues.

Sales Quotations

[Streamlines Processes to Maximize the Hit Rate of Your Sales Quotations.](#)

Lawson M3 Sales Quotations manages the complete quotation process, from responding to a customer request for quotation to the creation of sales orders, as well as follow-up on the reasons for lost and won quotes. Follow-up dates, validity dates and user-defined activities help to make sure that the process is always on track.

Sales Quotations support your quotation process rapid and secure. It allows that you use the same information about prices and products from request for quotation through to fulfillment of sales. Monitoring and statistics help improve learning and the hit rate of your future quotations.

Sales Statistics and Performance

[Monitors up-to-the-minute Progress and Changes in Sales Performance.](#)

Lawson M3 Sales Statistics and Performance brings sales results to your desktop, including sales order processes such as customer, project, maintenance and service orders.

It gathers transaction information such as received orders, delivery, invoicing and lost sales. Traditional measurements such as costs and revenues are complemented by logistical and qualitative information such as lead times, service levels, reasons for lost sales and promotions. The results of detailed statistical transactions are continuously accumulated in summarized configurable views. Sales Statistics and Performance makes the results of your sales process visible so you can plan, be proactive and react to unforeseen changes.

Bulk Orders

[Efficiently Plan Supply Chain Resources, Improve Customer Satisfaction.](#)

Lawson M3 Bulk Orders functionality enables the bulk order and call-off/distribution order process to take place smoothly and efficiently and includes both manual and EDI processes within the solution.

Many companies need to plan sourcing or production weeks or months before a product is actually required. These companies need order commitments from customers to facilitate an accurate planning process. Later, when the products must be shipped – a call-off or distribution order triggers delivery to the customer.

Bulk Orders help you and your suppliers to efficiently plan supply chain resources, improve customer satisfaction by ensuring goods are available at the right time and in the right quantities and in the right place.

Counter Sales for Distribution

[Integrates Your Sales Counter With the Supply Chain and Offers Superior Control and Customer Service.](#)

Lawson M3 Counter Sales for Distribution is an advanced tool for B2B business aimed at having a company's sales counter working closely with their supply chain. It's a solution for consumer goods that helps sales (Branch, outlet, counter or telephone) to initiate, manage and close sales transactions in customer facing situations. It contains customer, finance, logistics and product inquiry, as well as sales, delivery and invoice process transaction capabilities to support sales from initiation to invoicing.

Counter Sales for Distribution's universal search and sales support capabilities supports a quick, comprehensive and best-in-class customer service. Its wide range of information and inquiry services allows organizations to provide customers the information they need to feel well and competent informed to make sound buying decisions. Counter Sales for Distribution's transaction capabilities allows a convenient one-stop-shopping experience for the customer, it's single screen approach can lower and speed up staff training. The flexibility in adopting it to specific organizational requirements speeds up company agility and allows a quick adaption to changing business requirements.

Cash Desk Sales

[Integrates Your Sales Counter With the Supply Chain and Offers Superior Control and Customer Service.](#)

Lawson M3 Cash Desk Sales extends the order fulfillment process to include cash desk management activities. Its strong collaboration with back office and the supply chain makes it the superior solution for professional sales at shop level. Also, the "after-office hours" activities such as settling the cash desks and finance are supported.

Overview Lawson M3 Solution

It offers support for a payment procedure that mixes cash with credit. Advanced rules for advance invoicing and payment can also be an integral part of the cash desk sales.

Point of Sales Integration

Accelerate the Rate of Information Exchange and Decrease the Lead Time.

Lawson M3 Point of Sales provides the rules and the tools for exchanging information between Lawson M3 and one or more point of sales systems. The aim of it is to accelerate the rate of information exchange and decrease the lead time while creating transparency through the value chain even though information is gathered in different environments.

By utilizing the point of sales concept, retailers gain advantages via shared services, close collaboration with supply chain management, and local efficiency in sales and shop operations.

Customer Delivery Schedules

Collaborative Forecasting and Replenishment of Customer Demands.

Lawson M3 Customer Delivery Schedules makes it possible for you receive or manually enter your customer's different demands, such as consolidated forecasts, sales or production forecasts, call-offs and just-in-time call-offs, sales reports or sales statistics, via EDI or XML. The process is highly automated and deviation oriented with multi-channeled alerts.

You can monitor the customer's active and non-active demands separately as well as the consolidated demand for the current products. The demands are aligned with Lawson M3 Supply Chain Planning, Lawson M3 Customer Order Processing, Lawson M3 Sales Statistics and Performance and Lawson M3 Supply Chain Execution.

Customer Service Desk

Lawson M3 Customer Service Desk is customer-orientated solution providing information about a customer's equipment including equipment details, service history, modification information etc.

Core Tracking

Lawson M3 Core Tracking is used to track specialized "Core" equipment (engines, gearboxes etc) found within the ESM&R industries.

Equipment Trade In

Consider The Important Trade In Process As Part of Your Overall Sales Order Process.

Lawson M3 Equipment Trade In supports the return of used equipment within the sales order entry. A trade in can be used to reduce the financing costs of a new equipment and therefore be a part of the overall sales transaction.

Service Entitlement Validation

Simplifies The Complex Process of Deciding What Transactions Can be Re-Claimed Under Warranty.

Lawson M3 Service Entitlement Validation checks which transactions, such as spare parts and labor are covered by warranty or by a maintenance agreement and those that the customer will be expected to pay for. It helps, in a busy workshop or service environment, to review each transaction associated with warranty work to decide what's covered and what is out of scope.

Maintenance Order Management

Flexibility Needed to Support the Additional Dimension of Owner and an Extensive use of Maintenance Agreements to Build up a Quick and Effective Sales Process.

Lawson M3 Maintenance Order Management application is specifically designed for Original Equipment Manufacturers, distributors, and third-party maintenance providers who require a flexible system capable of managing different customers' after sales service needs.

It provides the flexibility needed to support the additional dimension of owner and an extensive use of maintenance agreements to help build up a quick and effective sales process. Agreements can be created for specific or miscellaneous customers, managing not only maintenance activities but also loan and exchange transactions. Different charging methods can be defined as, for example, based on a customer's operations (meter based). By using agreements for quotations, orders and invoicing, two fundamental requirements are satisfied: Efficiency and quality.

Maintenance Agreements

Speeds up the Order Entry Process.

Lawson M3 Maintenance Agreements helps to speed up the order entry process by allowing you to define important information, such as the scope of the work agreement and the various terms and pricing conditions that might apply such as fixed price, time and material or usage based. The scope of an agreement can be either restrictive or general in nature. General agreements can be used for any type of maintenance object. However, since conditions often vary depending on the object, the scope can be defined by limitations that will be checked during order entry.

Besides defining the scope, you can also use agreements to define pricing conditions. Pricing can be differentiated between material pricing and service pricing. The pricing conditions can be configured to meet all different needs by mixing and matching. To add to the pricing flexibility, agreements can manage multiple currencies, one for material transactions and a second for all labor transactions.

Maintenance Quotations

Negotiate Prices in Real Time.

Lawson M3 Maintenance Quotations functionality provides you with the features needed to negotiate prices in real-time. You obtain relevant cost-benefit information calculated using information from the standard service and any additional work requirements priced from customer-specific agreement conditions.

The quotation process has unique demands. Although a single price may be quoted at the outset of the order process, new situations often arise after a job has been started, dictating the need for new quotes. Also, customer approval often needs to be received before additional work is started. Maintenance Quotations lets you monitor both customer orders and quotations at the same time, giving you real-time cost-revenue information.

Maintenance Customer Order Processing

Makes Extensive Use of Maintenance Agreements to Build up a Quick and Effective Sales Process.

Lawson M3 Maintenance Customer Order Processing provides the flexibility needed to meet user requirements. This includes supporting the additional dimension of owner. It supports this via customer-specific maintenance programs, consignment of spare material, and ownership of the maintenance object.

Maintenance Customer Order Processing makes extensive use of maintenance agreements to build up a quick and effective sales process. Agreements can be created for specific customers, for miscellaneous customers and for managing loan and exchange transactions. By using agreements for quotations and normal orders, two fundamental demands are satisfied: efficiency and quality.

Overview Lawson M3 Solution

Warranty Claim Management

More Control. Greater Efficiency.

Lawson M3 Warranty Claim Management portal is normally used in conjunction with the warranty management system. It provides a range of options to manage your customers' warranty claims against you, and those of your suppliers. From receiving the initial claim, updating the claim, through to claim agreement and final closure, our system has you covered.

e-Sales B2B/B2C

Gain New Customers and Retain Current Ones by Adapting to Customers' Process Requirements in a Cost-efficient Manner.

Lawson e-Sales B2B/B2C is a standard e-Commerce Cross-Channel Sell Side Web application, designed to bridge the gap between the processes of selling and buying. It is based on a market leading platform targeting a wide variety of companies.

e-Sales B2B/B2C covers the complete collaborative process of business-to-business trading over the Internet from inter- and intra-company order collaboration, order approval, online product catalogs, segmented product assortments, search engines and multiple order flows to order tracking and invoicing.

It supports companies working with low margins in mixed environments with hybrid trading-channels and a highly mixed customer base (many customers, many customer categories) many products, multiple product assortments, and multiple catalogs, as well as companies that focus on value added service to buyers. Brand owners and companies moving from a pure distribution to a more retail type role can highly benefit from e-Sales.

Unlike other stand-alone products, e-Sales is a ready to run complete application working in close cooperation with Lawson M3 with the ability to handle additional information needed in customer facing processes. e-Sales B2B/B2C comes with extensive pre-built functionality that supports pre-order, order and post-order processes. It collaborates with your overall IT environment and is able to utilize all information (ATP, prices, deliveries, and so on) stored anywhere in your business system.

Built using high level design tools, e-Sales focuses on the end user's needs and allows the users to collaborate online accessing Lawson M3 functionality and information in direct contact with Lawson M3 and Lawson M3 Sales and Marketing Solution. This is a highly economical choice for Lawson clients with strong products compared to stand-alone solutions helping you to gain new customers and retain current ones by adapting to your customers' process requirements in a cost-efficient manner. It helps these companies to "go online" quickly and economically with a comprehensive solution and extend their customer service offering as part of their core processes.

e-Sales Customer Center

The Efficient Way to Win Consumers Over the Internet

Lawson e-Sales consists of two sites: the Lawson e-Sales Customer Center and the Lawson e-Sales Business Center.

The Customer Center supports the pre-order, order and post-order processes of e-Sales. It is a transaction-oriented environment where customers interact with you.

It supports multiple languages and multiple currencies. Users who work for the same company can have texts and descriptions presented in different languages.

Business Center

Lawson Business Center supports the internal supplier process of defining, controlling and setting up the data necessary for the Customer Center. The Business Center provides a single user interface for data management, ranging from updating site texts to refining item data.

e-Sales B2C users

The Efficient Way to Bridge Buying and Selling Business-to-Consumer Processes Over the Internet.

Lawson M3 e-Sales B2C users are the licenses needed for Customers running the e-Sales B2C Module.

It is a sell-side web application that is designed to help your company reach the consumer community and small businesses with consumer-like behavior.

The Customer Center supports the pre-order, order and post-order processes of e-Sales. It is a transaction-oriented environment where customers interact with you.

The Business Center supports the internal supplier process of defining, controlling and setting up the data necessary for the Customer Center. The Business Center provides a single user interface for data management, ranging from updating site texts to refining item data.

e-Sales Ordering Matrix

A Graphical Enhancement of Two- or Three-dimensional Products for e-Sales.

Lawson e-Sales Ordering Matrix is an extended component of Lawson M3 e-Sales. It complies with the processes and controls of Lawson M3 and delivers the required ordering functionality within the area of styles. This feature provides an extended detailed product page so that orders can be placed without having to know the exact product or Stock Keeping Unit (SKU) number. With Ordering Matrix, the e-Sales database is extended to hold new style information, and pages are added to cover the relationship between styles, SKUs, and style kits.

e-Sales B2B Product Configurator

A Graphical Enhancement of Sequential Product Ordering for Lawson M3 e-Sales.

Lawson e-Sales B2B Product Configurator is an add-on that allows companies running e-Sales to sell and service business partners in make-to-order and assemble to-order business scenarios. It enables flexible and powerful order entry and order collaboration of sequentially configured products. With real-time communication, it leverages all the configuration rules stored and maintained within Lawson M3. Extra data replication helps that not only standard Stock Keeping Units but also configurable products are accurately replicated to e-Sales for optimal performance and security.

e-Sales B2B OCI Integration Adapter

Provides the Customer With a Shopping Basket.

Lawson e-Sales B2B OCI Integration Adapter is an open catalog interface (OCI) and is a standard for retrieving order information from e-commerce solutions to internal procurement applications. It allows companies using e-Sales to serve customers who require OCI functionality. OCI Integration Adapter helps your customers stay in control of their own internal purchasing processes while not having to duplicate order write-ups, and still browse and purchase from your online catalog system. OCI Integration Adapter offers your customers the flexibility and convenience they need in today's business environment.

e-Sales Live Chat

The Efficient Way to Help Your Customers Get the Answers They Need to Submit the Order.

Lawson e-Sales Live Chat is a module spanning both business-to-business and business-to-consumer scenarios of e-Sales. It helps you strengthen your customer partnerships by allowing you to interact and guide your online customers in a real-time environment. With Live Chat you can reach out to your customers through the internet by offering personal assistance that helps to convert visitors into buyers. Live Chat lets your staff easily and quickly answer any question a

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user might have. Many companies who have this feature report a huge increase in sales per customer. With Live Chat people get immediate answers to their questions and stay to buy instead of browse.

Design Center Tools

[Helps To Increase the Productivity of the Deployment Process and Make the Total Solution Cost-Efficient to Maintain.](#)

Lawson e-Sales Design Center Tools gives the deployment engineer the ability to utilize a high-level development tool—Design Center—and a complete e-commerce platform to extend the business processes provided in the standard e-Sales application. The Design Center is typically used to configure and customize e-Sales in customer projects. But with the workplace design tool license, the deployment engineer can make use of the entire product and technology platform to build new JavaServer Pages and business objects, thereby extending the e-Sales application with special customer requirements.

Development within the Design Center Tools is performed from a high level of abstraction and can consist of creating new business objects, setting up new collaboration points and designing the functionality of new Web pages by using components. Using the Design Center Tools may increase the productivity of the deployment process and makes the total solution very cost-efficient to maintain.

e-Sales B2B XML Application Adapter

[The Simple Way to Make Your Customers Communicate Machine-to-Machine With You.](#)

Lawson e-Sales B2B XML Application Adapter is an add-on framework for e-Sales for machine-to-machine communication. XML Application Adapter is not a replacement for electronic data interchange (EDI). XML Application Adapter is for those companies that need support for machine-to-machine communication but do not require full EDI functionality. It offers flexible connectivity to ERP systems, suppliers and marketplaces and provides a generic and well-defined XML-based interface for both inbound and outbound transactions that can help you achieve considerable time and cost savings.

Sales and Marketing Automation

[Greater Visibility Into Your Sales and Marketing Processes as Well as Help to Build a “Corporate Memory” for Each Customer and Contact.](#)

Lawson M3 Sales and Marketing Automation is specifically designed to manage revenue and profit generation initiatives more effectively, enabling you to hold on to your existing customers as well as acquire new ones. Built with the needs of salespeople and marketers in mind, Sales and Marketing Automation can help you improve sales efficiency and implement sales strategies to suit different markets, customers and prospects.

The suite consists of:

- Campaign Management
- Mobile Service
- Sales Automation
- Dashboard Designer
- Mobile Sales

Sales and Marketing Automation can give you the functionality you need to be more strategic by providing greater visibility into your overall sales and marketing activities. You will find it is designed to deliver greater value while delivering a lower total cost of ownership.

Sales Automation

[Improve Sales Efficiency Dramatically.](#)

Lawson M3 Sales Automation is the ideal tool for improving sales efficiency and implementing sales strategies to suit different markets, customers and prospects. It is a cornerstone in the

Lawson M3 Customer Relationship Management offering. It includes tools for salespeople, sales managers, marketing personnel and other employees with direct customer contact.

By storing information about their daily work, Sales Automation helps sales teams to better organize activities and easily access data concerning interactions with customers and contacts - interactions initiated by themselves or by other people in the organization. Sales teams become more efficient and are able to focus on the tasks they are best at: Generating sales, revenue and profit.

Campaign Management

More Efficient Marketing Campaigns and Improved Customer Satisfaction.

Lawson M3 Campaign Management provides marketing departments with solid support for lead generation and promotions.

A promotion can advertise a set of products at a discounted price towards a defined target group for a defined period of time. Once a promotion is launched in Campaign Management, activities are generated for the sales force to go out and sell the promotion to the target group. At the same time Lawson M3 enterprise resource planning is updated with the promotion details to ensure a consistent pricing model.

Campaign Management also supports all the activities involved in mail campaigns, such as list management, mail merge, labels and response registration. The solution supports sending offers to a target group via various methods, including e-mail, and manages the distribution of leads to salespeople based on business rules defined at the start of a campaign. By helping to shorten the lead time between a response from the campaign and contact from a salesperson Campaign Management helps to be more efficient in marketing campaigns and can improve customer satisfaction.

Mobile Sales

Automate the Sales Process Dramatically.

Lawson M3 Mobile Sales contains a suite of features that enables the salesperson to manage quotations and orders offline. This can make the quotation and order process more efficient and helps save valuable time that can be used for active selling. Information stored in the product catalog can be retrieved and used when creating quotations. The stock availability of each item in each warehouse can also be shown, making it easier to promise a delivery date. The support for promotions helps that central selling campaigns can be executed efficiently, and results measured.

Sales Dashboard Designer

Design Sales Automation Dashboards for Different Roles.

Lawson M3 Sales Dashboard Designer is a tool to design Sales Automation dashboards that are needed for the organization. For each role it is possible to define one or several dashboards in this powerful but easy to use product. Each dashboard will then be accessible for the different roles it has been linked to when users run the Sales Automation application, including when offline.

Services Management

Manage and Follow up on Service on Equipment Supplied and/or Covered by an Agreement.

Lawson M3 Services Management enables customers to manage and follow up on service on equipment that is supplied and/or covered by an agreement.

It provides comprehensive functionality for handling service calls, from the point a call is received through invoicing and statistics. Tight collaboration with service and warranty agreements means

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that users always know what level of service to provide and what the agreements include or exclude. It also enables planning of engineering time, including both breakdowns and preventive service visits. Finally, Service Order Processing enables users to maintain optimal inventory levels and utilization of engineers. It improves invoicing accuracy and provides valuable management information.

Service Agreements

Automatically Selects the Right Level of Service to Fulfill Commitments and Meet Customers' Expectations.

Lawson M3 Service Agreements covers the entire service agreement flow, from establishing service or meter invoicing agreements to invoicing these agreements. In today's competitive business environment, customers require a different type of service level for different types of equipment. Service Agreements provides comprehensive functionality for defining and maintaining different types of service agreements, including agreements for warranty, full or partial service, preventive service and meter invoicing. Users can flexibly define the scope of the agreements. During service order processing, they immediately know: whether a piece of equipment is covered by an agreement, the level of coverage provided by the agreement, and the agreed-upon response time.

Service Order Processing

Improves Customer Service Levels While Optimizing Your Resource Utilization.

Lawson M3 Service Order Processing enables users to manage and follow up on service on equipment that is supplied and/or covered by an agreement. It provides comprehensive functionality for handling service calls, from the point a call is received through invoicing and statistics. When a call comes in, the customer, as well as the error symptoms, location and equipment to be serviced, are all rapidly identified and logged. Tight collaboration with service and warranty agreements means that you always know what level of service to provide and what is included in or excluded from the agreements.

Service Planning Board

Support an Efficient Field Service Planning and Execution.

Lawson M3 Service Planning Board enables the users to support an efficient field service planning and execution. The component allows graphical view of Service Assignments and re-scheduling by a Drag-and-Drop feature with real-time update. The solution is possible to configure for different customer demands regarding e.g. information to be displayed, usage of colors and text etc. The Gantt chart in Service Planning Board is embedded in a Lawson M3 function which means that all relevant information from Service Management regarding assignments, resources and available work time etc is displayed and updated. Other Service Management functions can easily be called from the Service Planning Board as well as the Service Planning Board can be called from other Service Management functions.

Rental Management

Streamline Your Rental Organization. Create Complex Rental Contracts to Provide a Foundation for Long-term Partnerships With Your Customers.

Lawson M3 Rental Management works with the Supply Chain Management and Financial Management solutions, which makes it one of the strongest resources that rental companies can have. Customers can closely monitor expenses, costs, service levels, equipment failure rates and equipment utilization.

Rental Management provides a basis for product, business and sales development. It also enables customers to streamline their rental organization and to create complex rental contracts to provide a foundation for long-term partnerships with their customers.

Long-Term Rental Agreements

Turn Ordinary Customer Service into a Value-added Competitive Advantage and Create Profitable Long-term Relationships with Customers.

Lawson M3 Long-Term Rental Agreements is the ideal solution for handling agreements, including the financing of equipment and services. It enables users to build predefined kits of components that are used to pre-calculate a total periodical charge for rental equipment. A kit can be made up of a number of small components selected to meet the requirements of individual customers. Components can include leasing (amortization and interest), service (spare parts and labor), insurance and administration, and so on.

Short-Term Rental Agreements

Tool up for Success with Complete Equipment Visibility and Maximized Profitability.

Lawson M3 Short-Term Rental Agreements works with supply chain management, financial management, and service management functionality, gives companies the tools to manage their day-to-day rental business and offers complete visibility of all equipment that helps them to maximize profitability through additional sales volumes, increased market penetration and margin enhancement.

Rental Equipment Planning Board

Graphical Rental Equipment Planning and Allocation.

Lawson M3 Rental Equipment Planning Board allows you to find slots when equipment is available without having to sift through extensive amounts of textual data and then select the appropriate machine. The solution provides a wide range of search criteria to find the right equipment for the right customer.

Rental Logistics Toolbox

Fast and Efficient Processing of Rental Transactions.

Lawson M3 Rental Logistics Toolbox provides a place where a range of functions to check in and checkout equipment, cross hire and purchase to sell processes can be carried out.

Project Management

Streamlined Processes, Providing Continuously Updated Project Information, -Status, - Schedules and Cost Control.

Lawson M3 Project Management is a comprehensive project management application with functionality specifically designed to solve the challenges faced by today's project-oriented companies in various industries. The processes of entering and maintaining projects have been streamlined, providing continuously updated project information, project status, schedules and cost control. Project Management offers highly configurable functionality suitable for small as well as large projects.

Project Processing

Improves Information Sharing and Decision Making During the Project Life Cycle.

Lawson M3 Project Processing is focused on providing project managers with the tools they need to manage aspects of projects including overview, functionality and collaboration. It offers a scalable and configurable project management solution to help you successfully manage your projects from start to finish, be they large or small, simple or complex.

Project Processing allows you to plan, budget, forecast and follow up on your projects on single or multiple levels. Budgets and forecasts are available in versions to keep track of history, and budget changes are optionally connected to the project change log.

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Project Quotations

Project Offerings That Include Both Materials and Services.

Lawson M3 Project Quotations help you to create your offers with full project functionality. You can include advanced project cost calculations and quotation management, as well as reuse experiences from successfully completed projects.

Project Quotations enables you to keep track of commercial activities, estimate your hit rate and log the hit rates of your competitors.

Project Control Board

Graphical Presentation of Project Activities.

Lawson M3 Project Control Board helps you visualize projects through a Gantt chart presentation. Color coding allows you to easily visualize the status of each activity. A wide variety of project-related information can be accessed directly from this solution.

Project Control Board help to run complex projects that are sometimes difficult to manage particularly if there are a wide range of sub-projects and activities.

Application Foundation

Transaction Archive Management

Centrally Manage all M3 Archiving Functions to Minimize the Risk of Incorrect Archiving.

Lawson M3 Transaction Archive Management is a module within the Application Foundation of the Lawson M3 Business Engine that helps you to centrally manage all Lawson M3 archiving functions. With the module you will be able to establish and support your own archiving policies, processes and verification rules.

Transaction Archive Management helps you to centrally manage all M3 archiving functions which minimizes the risk of incorrect archiving.

Lawson M3 Business Process Platform

Business Process Management

Lawson M3 Business Process Management Suite provides companies the means with which to connect, configure and customize their Lawson solution. This suite encompasses a number of tools and technical solutions to aid customers in the customization of role based portals and user interaction, development of application to application collaboration and configuration of business to business communication. The Business Process Management Suite provides everything that the customer's enterprise needs to ensure that their business model and business processes are fully supported.

Process Management Suite provides advanced and adaptable tools that permit the rapid development or customization and deployment of web applications, portals, web services, application interfaces and automated electronic business messages. With these tools enterprises are able to create truly personalized experiences of the Enterprise application to drive efficiency and productivity to new and higher levels.

Ibrix Design

Build Composite and Web-based Applications and Expose Them in a Portal Environment.

Lawson M3 Ibrix Design application is used to build composite and Web-based applications and expose them in a portal environment. By reusing and combining functionality from the Lawson M3 Enterprise Management System and other sources, it extends the product lifespan of existing applications and improves the user experience.

Unlike other solutions that must extensively modify the business logic of existing applications, Ibrix Design simply combines existing disparate information and functionality and puts them into new contexts. This makes it easy to create specialized applications with tailor-made user interfaces that achieve optimal usability for specific roles and tasks.

IBrix Design Studio

Create and Customize User Interface Components for M3.

Lawson M3 IBrix Design Studio is used to create and customize user interface components for Lawson M3. It includes powerful generators and graphical visualization tools to design panels and other graphical components.

This makes it easy for developers to create applications with customized user interfaces that achieve optimal usability for specific roles and tasks according to the IBrix Programming standard.

IBrix Adapters

Lawson M3 IBrix adapters are used for communication with M3 or other data sources. By using the IBrix adapters, it is easy to retrieve and display data, as well as send data from the IBrix application. The possibilities vary with the specific type of adapters that you choose to use for your solution

Information Engine Modeling Tool

Lawson M3 Information Engine Modeling Tool changes the way we work with information. It transforms data into meaningful information by only selecting what you are interested in and present it where and when you need it

Web Services Designer

Develop Your Own Integrated Applications Without the Cost and Maintenance Implications of More Invasive Development Techniques.

Lawson M3 Web Service Designer belongs to a framework that provides web service interfaces for application functions within the core Lawson M3 Enterprise Management System. The services are designed using a simple web service design tool that reuses existing application functionality and presents the service ready to be used from other applications, in various programming language, with various operating system.

Web Services enables the creation of Lawson M3 services for use in combination with services from other sources and the Lawson M3 IBrix Design application to create composite applications. Web Services Designer is particularly suitable for companies using the Lawson M3 Enterprise Management System who wish to develop their own applications without the cost and maintenance implications of more invasive development techniques.

Web Services Studio

A Developer Tool That Designs Web Service Interfaces for M3 Application Objects.

Lawson M3 Web Services Studio includes the Web Services Runtime Server and the Web Services Designer (a/k/a Studio).

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Web Services Designer is a developer tool that designs Web Service interfaces for M3 application objects. Using the tool, Web Services are modeled and generated. The generated artifacts encapsulate application functionality and provide a standards-based interface for access. Web Services can be used in a wide range of composite applications and business process integrations.

Web Services Designer supports industry standard based on Web Services Interoperability Organization or WS-I. It is built on the industry standard Eclipse tools platform. It takes full advantage of the capabilities of the Eclipse platform, and extends it using plug-ins to provide special features and functions for the creation and deployment of Web Services.

Web Services Adapters

Adapters are used to integrate the Runtime Server to the Lawson Applications.

Lawson M3 Web Services Adapters include:

- Display Program Adapter
- MI Programs Adapter

Generic Database Adapters:

- JDBC
- SQL.

Application Program Interface

Provides a Standardized Way of Integrating Other Software Applications.

Lawson M3 Application Program Interface is a set of interactive, client/server software interfaces to the Lawson M3 Enterprise Management System that provide a standardized way of collaboration with other software applications.

Application Program Interfaces are based on and reuse the application logic within M3 ensuring the integrity of the data and process. They are delivered, complete with external definitions and documentation, with the Lawson M3 API Toolkit. The Toolkit also includes run-time objects, documentation and utility programs to make their use as simple and cost effective as possible.

Enterprise Collaborator

Simplifies and Provides an Extremely Cost Effective Solution to Integration Requirements.

Lawson M3 Enterprise Collaborator provides message-based collaboration between functions in the Lawson M3 Enterprise Management System and other external applications in order to enable business process collaboration within and across enterprises.

The Enterprise Collaborator helps to simplify and to provide an extremely cost effective solution to integration requirements by combining flexible yet simple design and configuration tools with standard, pre-configured message formats. Capable of handling high volumes of message transactions, with multiple sources, in a wide variety of formats, Enterprise Collaborator helps enterprises benefit from the business value of electronic collaboration whilst minimizing risk, implementation time and cost of ownership.

EDI Standard Messages

Easily Deploy EDI Collaboration with Support of Standard EDI Messaging.

Lawson M3 EDI Standard Messages are collections of predefined messages available within Lawson M3 solution supporting the most popular EDI standards used within Lawson M3

industries. They are used to assist our customers to efficiently deploy an EDI collaborative environment with customers and vendors.

EDI Business Messages - EDIFACT

The available business messages currently available for the EDIFACT standard include:

- Customer Order – Inbound
- Customer Order Invoice - Outbound
- Delivery Schedule - Inbound
- Pricelist Report - Outbound
- Purchase Order Confirmation - Inbound
- Stock Transaction - Inbound
- Customer Order Change Request - Inbound
- Customer Payment - Inbound
- Dispatch Advice – Inbound & Outbound
- Purchase Agreement - Inbound
- Purchase Order Invoice - Inbound
- Supplier Payment - Outbound
- Customer Order Confirmation - Outbound
- Delivery Instruction - Inbound
- Picking List - Outbound
- Purchase Order - Outbound
- Service Order Invoice - Outbound
- Tax Declaration – Outbound

EDI Business Messages – ANSI X12

The available business messages currently available for the ANSI X12 standard include:

- Customer Order - Inbound
- Customer Order Invoice - Outbound
- Delivery Schedule - Inbound
- Pricelist Report - Outbound
- Purchase Order Invoice - Inbound
- Supplier Payment – Outbound
- Customer Order Change Request - Inbound
- Customer Payment - Inbound
- Dispatch Advice – Inbound & Outbound
- Purchase Order - Outbound
- Receipt Advice - Inbound
- Customer Order Confirmation - Outbound
- Delivery Instruction - Inbound
- Picking List - Outbound
- Purchase Order Confirmation - Inbound
- Stock Transaction - Inbound

EDI Business Messages - ODETTE

The available business messages currently available for the ODETTE standard include:

- Customer Order Invoice - Outbound
- Dispatch Advice – Inbound & Outbound
- Delivery Instruction - Inbound
- JIT Delivery Instruction - Inbound
- Delivery Schedule – Inbound & Outbound
- Stock Transaction - Inbound

EDI Business Messages - TRADACOMS

The available business messages currently available for the TRADACOMS standard include:

- Customer Payment - Inbound
- Customer Order - Inbound
- Customer Order Invoice – Outbound

EDI Business Messages - VDA

The available business messages currently available for the VDA standard include:

- Delivery Instruction - Inbound
- Dispatch Advice – Outbound
- Delivery Schedule - Inbound & Outbound
- Customer Order Invoice - Outbound

EDI Business Messages – SPEC2000

The available business messages currently available for the SPEC2000 standard include:

- Purchase Order Confirmation - Inbound
- Purchase Order - Outbound
- Purchase Order Dispatch Advice - Inbound
- Purchase Order Invoice - Inbound

M3 Adaptation Kit

[Develop and Customize the M3 Enterprise Management System Code.](#)

Lawson M3 Adaptation Kit is an Integrated Development Environment for Lawson M3 Business Engine. It is built as a plug-in to the open source Eclipse development framework and is used to perform changes and troubleshoot Lawson M3 Business Engine related components, excluding foundation components, at customer sites.

ProcessFlow Integrator

[Share Business Process Events and Information Directly With Other Systems, Partners, Clients and Customers.](#)

Lawson M3 ProcessFlow Integrator is an addition to the Lawson M3 Enterprise Management System. ProcessFlow Integrator is designed to help businesses design and share business process events and information among their Lawson enterprise applications, non-Lawson applications, and directly with partners, clients and customers.

It is a business process design and automation tool for Lawson applications focused on choreographing and executing event driven processes to streamline operations for maximum efficiency. It helps simplify and automate workflow and integration processes.

ProcessFlow Integrator simplifies integration. It essentially “unlocks” data from where it resides and allows it to be used within another application. It makes synchronization of master data possible and helps that work is proactively performed. It embeds IBM WebSphere Transformation Extender to tackle the most complex any to any data transformation requirement of an integration. These capabilities help simplify coordination of information and decision-making, regardless of whether that information exists in a external Web Service, or internal business application.

Metadata Publisher

Explore The Lawson M3 Database With its Files, Fields, as Well as Relations Between Files-Programs and Program-Files.

The Lawson M3 Metadata Publisher is a tool used to explore Lawson M3 database with its files, fields, as well as relations between files-programs and program-files. The following are common functions supported by the Metadata Publisher tool that assist users in the exploration of system elements in the M3 Business Engine:

- Searching tables by name or description
- Searching table and viewing columns
- Obtaining relations between tables and programs
- Deleting BE system name and data
- Searching programs by name or description
- Searching programs and viewing table relations
- Generating metadata index files for M3 BE systems

System Foundation

Enhance Your Return on Investment. Simplify the Upgrade Process. Get Innovative Solutions - Faster.

Effectively leveraging your IT budget requires faster and greater ROI. It is one of the driving factors behind the development of the System Foundation Suite. Furthermore, the bundling of standards-based IBM middleware, the evolution of our Service Oriented Architecture and the features of Lawson latest M3 System Foundation, Lawson M3 Document Archive Foundation, and the Lawson M3 Smart Client user interface are making it increasingly easy for Lawson M3 customers to expedite and enhance ROI.

M3 System Foundation

Helps To Increase Technology Benefits and To Reduce the Cost of Ownership.

Lawson M3 System Foundation is an innovative technology approach to enable Lawson's customers to extend the value and protect investments by simplification and decoupling technology layers from the Lawson M3 business applications.

This product provides Lawson M3 customers with necessary functions to run and operate M3 applications, and at the same time, benefit from industry standard, open run-time environments with support for administration, monitoring, managing deployment, security and performance.

Document Archive Foundation

Supports Your Organizational Security Policies in a Distributed Web-Based Environment.

Lawson M3 Document Archive Foundation enables customers to store all business documents connected to Lawson M3 and make them available in the Lawson User interface. Documents can be stored from printing, from scanning or by drag'n'drop within Lawson Smart Office. The can be accessed directly from the functional programs in Lawson M3 and can be securely edited by using check-in/out. Document Archive foundation is collaborating closely with Lawson Enterprise Search for easy retrieval of documents by proving search on both attributes and document content. The document archive foundation helps that you are compliant to your company's business rules for handling business documents.

M3 System Foundation Limited Use

Lawson M3 System Foundation Limited Use is for use by customer's that have NOT licensed the standard M3 System Foundation license but want to use packages like standalone packages such as LBI, e-Sales, e-Procurement, and/or Workplace.

Lawson M3 User Productivity Platform

Smart Office

Interact With Multiple Processes at the Same Time via a Common Interface.

Lawson Smart Office places the user at the center of the information workplace and its multiple processes. People are now central to everything and can interact with multiple processes at the same time via a common interface. Microsoft Office tools such as Excel, along with workflow and collaboration work closely with Smart Office, making it easier for users to leverage the power of these tools in the context of their Lawson applications.

Smart Office

Bring Out the Power — and Value — of Your Business Software Investment.

Lawson Smart Office is an optional user productivity platform that is designed for people who work with Lawson applications regularly. It combines collaboration, workflow, search, business intelligence, Microsoft Office tools, and Lawson S3 and M3 applications into one collaborative productivity platform. Smart Office is focused on the information worker, allowing them to tailor and personalize how they interact with their enterprise applications, making them more effective and productive.

Enterprise Search

Search and Find Relevant Information Securely and Fast.

Lawson M3 Enterprise Search is a intuitive, simple-to-use search application for Lawson and non-Lawson data to help organizations search and find relevant information securely and fast. Base functions include Enterprise Search solution for M3 users, the access of Lawson M3 data through a Google-like search, the ability to filter and drill down directly in M3 Business Engine list views, record/field level search and the ability for end-users to search non-Lawson data residing on their own PC, network file system, e-mail account and other sources.

Mashup Designer

Speed up Implementation Time and Lower Cost of Ownership.

Lawson Mashup Designer is a tool to compose pieces of Lawson applications and other information into one screen— a Mashup screen. It is a point and click tool for creating composite applications that combine forms, lists, visualizations, and data from different sources without programming. The Mashups are based on the XAML1 standard and are deployed in to the Lawson Smart Office.

Enterprise Performance Management

Helps To Improve the Efficiency, Increase Profitability and Gain a Competitive Advantage.

Lawson M3 Enterprise Performance Management enables companies to target and measure key performance indicators so that they can improve the efficiency of their business processes, increase profitability and gain a competitive advantage. It combines strategic goal-setting and alignment with planning, forecasting and modeling capabilities, and uses powerful analytics, along with tactical reporting, to drive smarter operational plans that consider inevitable and ever-present tradeoffs.

Business Intelligence

Deliver the Right Information to the Right People at the Right Time.

Lawson Business Intelligence is a suite that provides organization-wide reporting and analysis via role-based dashboards, helping to deliver the right information to the right people at the right time. Cross-functional data, both structured and unstructured from Lawson as well as other operational systems, comes together to provide sharply focused views comprising, financials, customers, internal processes and human capital. Users can navigate smoothly from alerts to interactive analysis down to detailed reports and even to the transactions with Lawson Drill Around, all while maintaining the context that's critical to root cause analysis.

Business Performance Warehouse

Extracts and Transforms Data Located in Dispersed Systems Into a Multidimensional Data Warehouse.

Lawson M3 Business Performance Warehouse is Lawson's analytical data warehouse solution built to support leading-edge data warehouse methodology. It extracts and transforms data located in dispersed systems into a multidimensional data warehouse. This assists companies by making the information available to decision makers with business intelligence tools throughout the organization in a flexible and powerful format. Lawson Business Performance Warehouse becomes the information hub in your organization.

CR Server

Lawson M3 CR Server is the Crystal Report Sever that is the engine for published Crystal reports from Lawson Business Intelligence.

Crystal Reports

Crystal Reports is a Report writer from Business Objects that is embedded with Lawson Business Intelligence.

Framework Services

Help Reducing Training and Speeds Learning Curve Through the Delivery of Role-based Dashboards.

Lawson M3 Framework Services is the centralized component of the Business Intelligence Suite, providing a common user interface for building and displaying dashboards. It also contains configuration, administration and maintenance tools that enables the web-based communication between applications As each application is installed, it is registered as a service within Framework Services, thereby making that functionality available to users based upon role and security.

Overview Lawson M3 Solution

Reporting Services

[Dramatically Lower Report Administration. Lower Stress on Transactional System.](#)

Lawson M3 Reporting Services enables you to build rich, highly formatted reports based upon data from your enterprise that can be burst and securely web delivered by role with low administration. Reporting Services are horizontal scalable and support running on multiple servers with load- balancing technology.

Scorecard

[Helps To Reduce the Report Requests to IT Andthe Stress on the Transactional System. Can Increase the Productivity of Knowledge Workers.](#)

Lawson M3 Scorecard is an analytic tool with drop down selection and double click simplicity for analyzing information stored in either Hyperion Essbase or Microsoft OLAP data marts. With Scorecard, you can create views of your company's strategic data and distribute those views over the web, or use them to create executive dashboards.

Smart Notification

[Ensures the Right People are Always Aware of the Right Information at the Right Time.](#)

Lawson M3 Smart Notification provides timely, informative and proactive notifications to appropriate individuals. These notifications are based on a schedule or the achievement of a threshold of data that originates in Lawson as well as non- Lawson sources. Along with informative content, the recipient can access useful, related information, and Lawson applications.

XCelsius Engage

[Flash Based Interactive Charting Models Brining Stunning Visualizations and Interactivity to Crystal Reports.](#)

XCelsius Engage allows designers to build interactive charting models that are rendered as flash objects. It helps you generate visualizations and interactivity to Crystal Reports – this tool will make viewing reports online informative and pleasurable.

Lawson M3 Supplementary Applications

Lawson Enterprise Mobility

Enterprise Mobility for Maintenance

[Dynamically Change Field Work Processes as Business Needs Change.](#)

Lawson M3 Enterprise Mobility for Maintenance is a set of leading edge mobility solutions for maintenance. It is tightly linked to other elements of the M3 suite and is a best of breed standalone solution. It brings maintenance technicians into the enterprise solution.

Lawson Fashion PLM

[Innovate Faster, With More Accuracy and With Greater Input From Both Your Internal and External Partners.](#)

Lawson Fashion Product Lifecycle Management is a comprehensive product lifecycle management tool designed for retailers and manufacturers of apparel, home textiles and accessories. This flexible, collaborative, web-based suite of applications facilitates the

management of products, from design all the way through to production. It will help you to innovate faster, but with more accuracy and with greater input from both your internal and external partners.

Fashion Product Lifecycle Management supports the following key processes: concept development, storyboarding, CAD drawing, raw materials development, product data management, color management, collaboration, vendor selection, costing, sample management and workflow management.

Fashion PLM Pack 1, Product Manager

Fashion PLM Product Manager

Helps To Reduce Product Development Cycle Time thus Leading to a Shorter Time-to-Market.

Lawson Fashion PLM Product Manager is the Lawson Fashion PLM product development control core. It is a collaborative management tool used to create, review, share and approve all elements of specs, images, bill of materials, construction details, measurements, colorways, sampling and costing of a product throughout its lifecycle between internal and external partners. It helps reduce product development cycle time thus leading to a shorter time-to-market.

Fashion PLM Workflow

Coordinate, Manage and Track Pre-production Delivery Activities on the Products with Internal and External Partners.

Lawson Fashion PLM Workflow provides simple and effective time and action calendars to track progress through the product lifecycle. It can help you coordinate, manage and track pre-production delivery activities on the products with internal and external partners.

Fashion PLM Workflow is a configurable tool that allows the creation of critical path activities. Tasks are associated to the different activities and are duration-based. Activities and tasks can be associated to styles for calendar management. You can assign tasks to status fields within the product, which can be updated as the product goes through its lifecycle. Tasks can be set to repeat for a pre-defined number of times.

Fashion PLM Pack 2, Fabric and Trim

Fashion PLM Fabric & Trim

Manages all Aspects of Materials Development and Helps Achieve Economies of Scale Across Brands, Divisions and Categories.

Lawson Fashion PLM Fabric & Trim is a one-stop checkpoint for material specifications, sampling and costing. It facilitates collaboration with textile and trim suppliers on raw materials. With its deep specification, testing and lab dip functionality, Fabric and Trim manages all aspects of materials development and helps achieve economies of scale across brands, divisions and categories.

Fashion PLM Storyboard

The Initial Design Concept Process Becomes More Structured and Collaborative Thus Reducing Lead Times in the Product Development Process.

Lawson Fashion PLM Storyboard takes the offline process online by allowing your designers and merchants to rapidly develop themes, brand concepts and assortment lines boards and share them with internal teams, as well as with your customers and partners. The initial design concept process becomes more structured and collaborative thus reducing lead times in the product development process.

Fashion PLM Source

[Streamline the Costing Request and Vendor Selection Processes.](#)

Lawson Fashion PLM Source provides advanced costing functionality by size and color, with fully configurable costing scenarios and comparisons. You can even add different elements of calculations in order to map to complex costing processes. Costing quotes can be requested from different vendors and compared for optimal costing scenario approval. Sourcing plans and what-if plans are developed by regions, countries, suppliers and styles, and are updated with approved quotes. Approved quotes are shared with Product Manager.

Fashion PLM Line Optimizer

[Financial Potential of Your Company's Product Mix can be Maximized While Reducing Cycle Time and Costs.](#)

Lawson Fashion PLM Line Optimizer provides merchandisers with financial and attribute planning tools as well as visibility to the design development that they require to merchandise new collections of styles at the beginning of each season. Merchandisers can associate the attributes, planned selling price and estimated units to each new style developed by the designers in Storyboard or directly in Line Optimizer's line plan. The attributes and estimated buys on the line plan styles automatically roll up to the collection and division levels to compare to the merchandisers' financial and attribute plans. Current line financials and attributes can be analyzed against last year's and planned financial and attribute plans.

Fashion PLM External Users

Lawson Fashion PLM External Users allows to logon to Fashion PLM Source for external users, i.e. Suppliers uses the Source Module.

Lawson Learning Accelerator

Lawson Learning Accelerator Developer

[Train, Test, and Support End-users on Lawson Software Applications Across the Enterprise and Around the Globe.](#)

Lawson Learning Accelerator Developer allows you to customize web simulations of your new software, complete with help documentation and step-by-step user guides. With one affordable tool, you can now train, test, and support end-users on Lawson software applications across the enterprise and around the globe.

Lawson Learning Manager

[Deploys, Tracks, and Reports on Lawson Learning Accelerator Content Activities.](#)

Lawson Learning Manager is designed to quickly and easily deploy, track, and report on Learning Accelerator content activities, even as Learning Accelerator-built content expands. The application delivers learning content to your end users based on their specific profiles and requirements.

Lawson M3 Value Content

QuickStep Preconfigured Industry Solutions

QuickStep Delivers the Value and Benefits of Lawson's Enterprise Solution Faster and More Cost-effectively.

Lawson QuickStep is a set of industry preconfigured solutions based on the latest version of the Lawson application suite, which delivers industry good practice processes. The objective is to reduce the time, cost and risk for our customers when they implement the solution. But just as important deliver the value and benefits of our enterprise solution.

QuickStep Food & Beverage

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep Food & Beverage is a solution focusing on making key information visible across the organization, and aiming to eliminate the "islands of information" that frequently occur in food and beverage companies.

For growing companies, Lawson QuickStep can deliver the value and benefits of the Lawson M3 food and beverage solution faster and more cost-effectively than many full-blown implementations using traditional implementation techniques.

QuickStep Fashion

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep for Fashion is a pre-configured solution based on the latest version of the Lawson application suite. It delivers industry good practice processes and delivers the value and benefits of Lawson's enterprise solution faster and more cost effectively.

QuickStep for Fashion is targeted at cut and sew manufacturers.

For growing companies, Lawson QuickStep for Fashion can deliver the value and benefits of the Lawson M3 fashion solution faster and more cost-effectively than many full-blown implementations using traditional implementation techniques.

QuickStep Fashion Sourcing

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep for Fashion Sourcing is a pre-configured solution based on the latest version of the Lawson application suite. It delivers industry good practice processes and delivers the value and benefits of Lawson's enterprise solution faster and more cost effectively.

QuickStep for Fashion Sourcing is targeted at Design, Source and Distribute companies including Brand Owners.

For growing companies, Lawson QuickStep for Fashion can deliver the value and benefits of the Lawson M3 fashion solution faster and more cost-effectively than many full-blown implementations using traditional implementation techniques.

QuickStep Distribution

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep Distribution is a preconfigured solution targeted at small to medium-sized distribution companies. This QuickStep solution provides a foundation covering a company's core needs and processes, but is also the basis for future growth and improvements.

Overview Lawson M3 Solution

Lawson QuickStep helps to reduce and streamline the steps required for a customized system implementation; it helps you to save time and money, and takes the guesswork out of deploying the Lawson M3 Enterprise Management solution for distribution companies. The result is an affordable solution that can meet your immediate needs today and affords you potential for tomorrow. Not to mention the possibility for a faster ROI and time to benefit measured in weeks instead of months or years.

QuickStep for EAM

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep for EAM is a pre-configured solution based on the latest version of the Lawson application suite. It delivers industry good practice processes and the value and benefits of Lawson's enterprise solution faster and more cost effectively.

QuickStep for EAM is targeted at organizations who are maintaining equipment such as manufacturing companies and asset intensive organizations.

For growing companies, QuickStep for EAM can deliver the value and benefits of a best of breed solution faster and more cost-effectively than many full-blown implementations using traditional implementation techniques.

QuickStep Manufacturing

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep Manufacturing is specially designed and preconfigured to provide the features and functions mid-sized manufacturing companies need. This combination can reduce and streamline the steps required for a customized system implementation, it allows you to save time and money, and takes the guesswork out of deploying the Lawson Manufacturing Operations Suite. The result is an affordable solution that can meet your immediate needs today and your potential needs tomorrow. Not to mention the possibility for a faster ROI and time to benefit measured in weeks instead of months.

QuickStep ESM&R

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep for ESM&R is specifically designed for companies that sell, assemble, rent, lease or service complex equipment. It has the necessary flexibility to meet the needs of large global equipment dealers and service providers as well as smaller and mid-market organizations.

The system can help to streamline the steps required for a customized system implementation and contains key functionality you need to get up and running quickly. It helps save both time and money, and takes the guesswork out of deploying an enterprise management system.

QuickStep for Transaction Archiving

Quicker to Implement, Quicker to Benefit.

Lawson M3 QuickStep for Transaction Archiving helps deliver the benefits of transaction archiving as fast and as simply as possible to our customers. It is cost effective, includes specific Archiving Content that can be re-used and helps to reduce risk inherent in archiving.

QuickStep for Transaction Archiving can deliver a rapid deployment of the solution with tangible benefits that can be quickly realized. The solution is available for the ESM&R, Fashion, Distribution, Manufacturing and Food & Beverage industries and EAM.

M3 Analytics Industry Solutions

The Lawson M3 Analytics is a line of Business Intelligence content products based on the Lawson Business intelligence platform. It addresses the processes in the Make- Move and Maintain industries and the Key Performance Indicators driving success within these kind of companies.

Currently the total content consists of 6 modules:

- Sales
- Finance
- Procurement
- Production
- Warehouse
- ESM&R

Each module contains a number of Business Measurement Models, Cubes and Scorecards.

We offer five different industry content "packages", each package is defined to fit the specific needs within that industry.

Industry Package	Sales	Procurement	Warehouse	Finance	Production	ESM&R
Distribution	X	X	X	X		
Manufacturing	X	X	X	X	X	
Food & Beverage	X	X	X	X	X	
Fashion	X	X	X	X	X	
ESM&R (14.1.2)	X	X	X	X	X	X

The solution is built upon the LBI-framework with:

- 16 Specific Business Measurement Models in the Business Process Warehouse
- 16 Specific Cubes in the Microsoft Analysis Services
- Approx 90 Scorecards in LBI
- More than 100 Key Performance Indicators
- More than 600 measures.

What is unique is the implementation approach that makes it possible for our customers to start reaply benefits already after a few weeks.

Customers will benefit from a solution that covers the major needs of the addressed industries, supports continuous business process improvement, works closely with the Lawson M3 Business Engine and Smart Office and releases the pressure on their IT-organization. Furthermore implementation time and cost can be a fraction of normal BI-projects and it provides an open platform for growth based on open standards.

Analytics for Distribution

Lawson M3 Analytics for Distribution includes:

- **Financial analysis:** Credit Management Performance, Invoice Accuracy, Purchase Price Variances, Financial Key Ratios, Financial General Ledger, Stock Valuation
- **Sales analysis:** Delivery Performance, Sales Budget, Sales Analysis
- **Procurement analysis:** Procurement Analysis, Quality Inspection
- **Warehouse analysis:** Stock Transaction Statistics

Overview Lawson M3 Solution

Analytics for Food & Beverage

Lawson M3 Analytics for Food & Beverage includes:

- **Financial analysis:** Credit Management Performance, Invoice Accuracy, Purchase Price Variances, Financial Key Ratios, Financial General Ledger, Stock Valuation
- **Sales analysis:** Delivery Performance, Sales Budget, Sales Analysis
- **Procurement analysis:** Procurement Analysis, Quality Inspection
- **Warehouse analysis:** Stock Transaction Statistics
- **Production analysis:** Operations Analysis, Order Costing, Material Variances, Resource Utilization

Analytics for Manufacturing

Lawson M3 Analytics for Manufacturing includes:

- **Financial analysis:** Credit Management Performance, Invoice Accuracy, Purchase Price Variances, Financial Key Ratios, Financial General Ledger, Stock Valuation
- **Sales analysis:** Delivery Performance, Sales Budget, Sales Analysis
- **Procurement analysis:** Procurement Analysis, Quality Inspection
- **Warehouse analysis:** Stock Transaction Statistics
- **Production analysis:** Operations Analysis, Order Costing, Material Variances, Resource Utilization

Analytics for Fashion

Lawson M3 Analytics for Fashion includes:

- **Financial analysis:** Credit Management Performance, Invoice Accuracy, Purchase Price Variances, Financial Key Ratios, Financial General Ledger, Stock Valuation
- **Sales analysis:** Delivery Performance, Sales Budget, Sales Analysis
- **Procurement analysis:** Procurement Analysis, Quality Inspection
- **Warehouse analysis:** Stock Transaction Statistics
- **Production analysis:** Operations Analysis, Order Costing, Material Variances, Resource Utilization

Analytics for ESM&R

Lawson M3 Analytics for ESM&R includes:

- **Equipment Analysis:** Cost performance % (1 through 6), Mean Downtime, Mean Delay Time (1 and 2), Mean Time Between Failure (MTBF), Mean Time to Failure (MTTF), Mean Time To Repair (MTTR), Mean Waiting Time (MWT), Total Cost Performance %
- **Equipment Reliability:** Equipment Availability, Downtime Analysis
- **Resource Analysis:** Actual utilization, Allocation Time Variance (value and %), Disturbance Time %, Planning Time Variance (value and %), Production Time %, Setup Time %, Stop Time %, Travel Time Efficiency %
- **Contract Analysis:** Contribution margin (value and %), Time revenue / cost variance (value and %), Material revenue / cost variance (cost and %),

Subcontract revenue / cost variance (cost and %), Miscellaneous revenue / cost variance (cost and %), Total revenue

- **Rental Equipment Profitability:** Number of rental days, Actual number of rental days, Stand-down days and service days.

Lawson M3 Third Party Application

Output Solutions

The Lawson M3 Output Solution provides Lawson M3 clients with a powerful output solution and is based upon a third party product from StreamServe (now Open Text) called Persuasion.

StreamServe

StreamServe product transforms Lawson M3 Business Engine data into predefined documents or report layouts. StreamServe allows many different formats and distribution channels for data (e-mail, mobile, electronic invoice, printer and fax). Lawson has produced approximately 1,000 predefined layouts for StreamServe. The StreamServe product makes modification and adaptation of the predefined layouts easy.

Lawson maintains a partnership with Open Text and has created a solution that offers minimal implementation time and a method to easily format and distribute any business document.

StreamServe is a required part of the M3 Business Engine solution. There are no supported replacements.



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