

Lawson® Distribution Management

Fill Customer Orders with Speed, Accuracy, and Efficiency

At-a-Glance

Is it time to overhaul your distribution management processes? To streamline every step, from taking customer orders, to scheduling and tracking production, to creating and distributing invoices? Your company's leadership understands that paper-based, disconnected processes are too costly, too time-consuming, and no longer sustainable. You need an automated and integrated way to manage these activities. Lawson Distribution Management is designed precisely with your needs in mind.

Lawson Delivers

Part of Lawson Supply Chain Management Suite, Distribution Management is a web-based application which assists companies in delivering the highest level of service to their customers, while producing goods with the utmost efficiency and sound fiscal practices. Are you currently able to:

- Capture order demand electronically?
- Easily track production, from component costs to finished goods?
- Create electronic invoices and credit memos from a central repository linking multiple systems across the enterprise?
- Quickly verify and authorize credit card transactions in real time?
- Integrate your distribution system with inventory, purchase order, and other back-office applications?

If not, it's time to consider the many deliverables of Lawson Distribution Management.

Order Entry: Simplify Information Capture

Capturing order information with speed and accuracy is an essential building block for satisfying your customers. Lawson Distribution Management features an Order Entry module that can help you move from paper-based customer order and sales quote processing to a highly efficient electronic order management system. Key features and benefits of Order Entry include:

- Configuration to your preferred order-taking model, whether it's by phone, electronic data interchange (EDI), the Internet, or a combination of channels
- Tight integration with the Billing module in Distribution Management, enhancing your order-to-cash flow
- Excellent visibility to current inventory and future availability in multiple locations, as well as to invoices, orders, shipments, and returns — supporting prompt, accurate, and profitable order fulfillment
- Automatic invoicing capabilities, including flexible invoice editing, credit checks, and credit memo creation
- Built-in workflows, via Lawson ProcessFlow Standard, helping to streamline reviews and approvals
- Standard reports that assist with tracking each step in the ordering process, feeding the analysis which leads to service and efficiency improvements
- Integration with your inventory and purchase order systems to help accelerate fulfillment cycles and support drop shipments

Production Order: Track with Precision

Let the Production Order module in Lawson Distribution Management lighten your scheduling, planning, and tracking burden. This electronic work order system helps track production at every stage, to improve your ability to efficiently meet demand — and control costs. Key features and benefits of Production Order include:

- Flexible functionality: consolidate or split demand to accommodate existing inventory and production capacity
- Ability to easily make changes to component parts, such as updating costs, before the order is released to production
- Supports off-site production requirements, challenging production cycles, or special considerations
- Accurately reports stock-on-hand changes to components and finished goods
- Provides accurate tracking and allocation information throughout production, supporting efforts to achieve optimal pricing
- Includes Lawson ProcessFlow Standard workflows, which automate a number of processes, such as pending notification of a production order as well as requesting feedback, quality inspections, and reworks

Billing: Maximize Your Revenues

Don't compromise your profit margins! Lawson Distribution Management contains a powerful Billing module, supporting effective management of your billing and credit memo processes — even extending to automatic verification and authorization of credit card purchases. Key features and benefits of Billing include:

- Provides a central repository for creating invoices from multiple integrated systems across the enterprise
- Enables you to create credit memos from previous orders or invoices and link them with the original invoice
- Supports EDI and other electronic transactional systems to save time and reduce errors in your invoice processing
- A pre-built link to VeriSign® Payflow Pro® service that enables online verification and authorization of credit card transactions, helping to ensure expedited payment
- Flexible invoice editing and multiple bill-to options throughout the key phases of setup, invoicing, credit memo creation, and period close
- Allows you to automatically apply credits to open invoices, eliminating an extra step and enhancing process efficiency
- Multi-level price structure with auditing and gross margin checking capabilities
- Recurring invoices can be generated according to user-defined billing frequencies
- Value-added controls for defining and maintaining pricing, discount, and invoice parameters
- Standard reports which include the ability to inquire, track, and analyze each step in the billing process
- Built-in workflows, via Lawson ProcessFlow Standard, to automate processes such as invoicing, invoice editing, credit checks, credit memo creation, and returns

Extend the Value of Lawson Distribution Management

Lawson understands that you don't manage distribution in a vacuum. Other processes and systems in the enterprise drive distribution management, and vice versa. That's why Lawson designed Distribution Management to be integrated with other applications, encompassing critical front-end and back-office needs.

For example, utilize Lawson Customer Self-Service with Distribution Management so customers can place orders themselves, and the information automatically flows into Order Entry. Re-keying is eliminated, reducing the potential for error. For an integrated order to cash cycle, add both Lawson Procurement, which includes Purchase Order and Inventory Control modules, and Lawson Financials.

In this connected environment, information flows efficiently wherever it's required, precisely when it's needed, and cross-functional processes are executed with a minimum of manual intervention and paperwork.

Contact Lawson

For more information about Lawson® Distribution Management or other Lawson Supply Chain Management applications, visit www.lawson.com, or call 1-800-477-1357 or 651-767-7000 (U.S. and Canada); outside North America, call +44 (0) 1344 360273.

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