

Supply Chain Management

Realize Your Vision of End-to-End Process Efficiency, Cost Savings, and Service Excellence

There was a time when businesses routinely managed their supply chain in silos. Goods and services were procured. Items were distributed internally or made into finished goods. Products were distributed to customers. Vendors received payment and few of the players looked beyond their daily activities to the bigger picture of how everything was interconnected. What's more, management did not grasp the true costs of managing the supply chain in this fragmented manner.

Today, business leaders have a better understanding of what those costs are — and an appreciation of how much they could save by integrating and automating their supply chains. Recent research by The Hackett Group reveals that organizations with automated supply chain processes have, on average, a 57% lower cost per purchase order, 53% less cost per receipt, and 34% faster processing of requisitions and purchase orders.

To get there, processes must be standardized and automated. Spending needs to be more tightly controlled. Supplier relationships have to be managed more effectively. And every step within the supply chain should flow unimpeded into the next. These objectives *are* attainable, and Lawson® Supply Chain Management Suite gives you the tools — spanning a full spectrum of essential activities — to get it done.

Lawson Supply Chain Management Suite can offer you more than mere cost reductions and efficiency gains. At the end of a busy workday, you realize that you've been given the most valuable commodity of all: time. After all, additional time allows you to devote more energy and talent to projects which increase the value of your organization.

Take Control of Purchasing Expense and Processes

As the cost of goods and services climbs unabated, so do the “hidden” costs embedded in purchasing processes. Lawson Supply Chain Management applications can help you take control of prices paid



to vendors, while helping eliminate costs resulting from manual, paper-based, and often disconnected processes, as well as from duplication of effort and off-contract buying.

You can bring simplicity, consistency, and cost savings to your everyday purchasing processes with the support of Lawson Supply Chain Management Suite.

Lawson Procurement can make your employees and vendors partners with your purchasing team — which helps give your buyers time to concentrate on activities such as strategic sourcing, negotiating vendor agreements, and procuring special items. Built-in web-based workflows can remove the burden and uncertainty of manual approval processes. Requisitions can be electronically reviewed and approved according to your established workflows, giving you peace of mind that purchases are being made within spending parameters and that everyone is ordering the right products from the right vendors.

In addition to assisting in automating purchasing processes from requisition to vendor payment, Lawson Procurement helps you to manage inventory at optimal levels through automatic replenishment and par location management.

Because Lawson Procurement can consolidate your organization's purchasing, a centralized repository of purchasing data is available to your managers and

executives — so you can more easily monitor supply spend and compliance with your rules. The application's procurement card functionality can allow even greater control by providing visibility to credit card purchases, in addition to allowing you to define approval rules, vendor payment, and cardholder limits.

As much as Lawson Procurement can benefit your organization, it represents just one important facet of the many advantages you stand to gain with Lawson Supply Chain Management.

For instance, wouldn't it be great if you could eliminate or dramatically decrease the amount of time your purchasing staff spends on maintaining item master data? You can. **Lawson Procurement Punchout** allows end users to browse vendor web sites and then order from an approved list of products at negotiated contract prices. This application works in tandem with **Lawson Requisitions Self-Service**, which further reduces the burden on purchasing staff by delegating a major responsibility to your internal customers. Creating requisitions could hardly be easier, thanks to intuitive templates and other familiar e-commerce features.

These days every organization is concerned about sourcing goods and services with an ideal balance of quality, cost, and service. That's why you'll welcome the assistance you receive from Lawson Strategic Sourcing. This application can support you through the full sourcing lifecycle, from the creation of an electronic request for proposal or bid through supplier bid response and contract award — advancing your aim to achieve the highest possible quality at the lowest possible price.

Optimize the Entire Vendor Relationship

Effective supply chain management must involve more than receiving the right products and services at the agreed-upon contract prices with a minimum of manual effort and paperwork. It should extend to every point in the customer-vendor relationship, including how you conduct financial transactions.

Lawson Supply Chain Management Suite can assist you with establishing and cultivating excellent relations with your preferred vendors.

For example, **Lawson Vendor Self-Service** can help save your organization time by decreasing or even eliminating routine vendor inquiries to purchasing and accounts payable staff. At the same time, it allows vendors to view, via an Internet connection and standard web browser, invoice, payment, inventory level, and shipment receipt status information.

Lawson Supply Chain Management Suite can assist you with two of the biggest challenges facing many organizations: how to execute purchasing transactions without devouring enormous amounts of staff time.

A prime case in point is **Lawson EDI for Supply Chain Management**, which electronically links you with your trading partners and industry marketplaces, helping to accelerate the payment process, while limiting exceptions, assisting in cost reduction, and helping to elevate your organization's status with your vendors.

Transform the Ways You Receive, Deliver and Replenish

What happens to a parcel when it arrives at your receiving area or mailroom? Is it delivered without delay to its intended destination? Are your "par inventory" areas replenished in a timely, cost-effective manner? And what about your production, inventory, and ordering processes — do they run as smoothly as you'd like them to?

Many questions, one answer: Lawson Mobile Supply Chain Management.

Within an organization, countless factors can hinder the efficient flow of goods and materials, from receipt through customer order fulfillment. Lawson offers resources to assist in positively transforming these internal supply chain processes.

From the moment a parcel is wheeled through your doors, **Lawson Receiving and Delivery** helps accelerate the movement of purchase order and non-purchase order items to their final destination. Employing wireless mobile handheld and web browser technologies, this Lawson Mobile Supply Chain Management module is also designed to help decrease the number of lost packages, thereby assisting in holding down costs associated with staff searches, unnecessary reorders, and excessive inventory levels.

Lawson Par and Cycle Counting uses the same advanced barcode scanning and mobile technologies to simplify the process of counting and maintaining inventory in locations which depend on frequent replenishment, such as closets, shelves, and storerooms. In addition, you can perform cycle and physical counting at any inventory location. By minimizing delays and errors, you can achieve a balance in your inventory levels.

Exceed Your Customers' Expectations

Lawson Distribution Management assists companies producing and selling finished goods. A Production Order module helps with tracking from component to final product, supporting collaboration internally or with customers and suppliers. At the same time, Order Entry help to bring automation and convenient web accessibility to customer ordering and sales quote processes.

Of course, making the customer experience as satisfying as possible is a top priority for most companies — particularly in a highly competitive marketplace. That's why **Lawson Customer Self-Service** provides capabilities beyond online order taking. Customers can review orders, order-shipping status, invoices, item order histories, and payment status. They can also change their address and perform other routine tasks. You keep customers in the loop while helping to reduce the number of phone calls to your customer service staff.

Extend the Value of Lawson Supply Chain Management

Organizations do not manage their supply chain in a vacuum — one action within the supply chain triggers an action somewhere else. It stands to reason, then, that your supply chain management system should connect with your financial and other systems.

Lawson delivers this connectivity in a number of ways. First, Lawson Supply Chain Management applications are built from the ground up for integration with other Lawson business suites.

For example, combine Lawson Procurement with Lawson Accounts Payable and Lawson Invoice Matching to support the process from requisition

through vendor payment. You're equipped to process large volumes of vendor invoices according to your predefined rules and tolerances. This application also helps to simplify reconciliation, discrepancy management, and check processing. In other words, you take a huge step toward streamlining and adding some certainty to a traditionally time-consuming and cumbersome task.

By integrating Lawson Supply Chain Management Suite with Lawson Enterprise Performance Management Suite, you gain visibility to supply chain processes, plus analytical tools to help you make sense of raw data. But Lawson Enterprise Performance Management encompasses much more than mere information access and analytics. Choose powerful tools, such as **Lawson Smart Notification**[®], which proactively informs you of emerging situations, and **Report Bursting**, which allows you to disseminate critical, time-sensitive information to your decision makers.

Lawson Supply Chain Management Suite Applications:

- Procurement
- Requisitions Self-Service
- Procurement Punchout
- Vendor Self-Service
- EDI or EDI Professional for Supply Chain Management
- Mobile Supply Chain Management
- Surgical Instrument Management
- Distribution Management
- Customer Self-Service



Contact Lawson

It's time to find out how your organization can infuse your supply chain with world-class excellence. For more information about Lawson Supply Chain Management Suite or other Lawson business applications, visit www.lawson.com, or call 1-800-477-1357 or 651-767-7000 (U.S. and Canada); outside North America, call +46 (0)8 5552 5000.

Corporate Headquarters

380 Saint Peter Street
Saint Paul, MN 55102
United States
651-767-7000

LAWSON[™]

www.lawson.com

International Headquarters

Box 596 (Vendevägen 89)
SE-182 15 Danderyd
Stockholm, Sweden
+46 (0)8 5552 5000