

Lawson Spend Management

Reduce Your Corporate Spend for Important Bottom Line Savings

At-a-Glance

According to a recent study, practitioners of best-in-class spend management processes reduce spending budgets by 14 percent, procurement processing costs by 12 percent, and supply chain costs by 50 percent¹. Since many companies spend more than 50 cents of each dollar of their earnings on outside suppliers, savings like that mean potentially millions of dollars that can go right to the bottom line.

Lawson[®] Spend Management solution uses Web-based automation to help drive process improvement, cost containment and contract compliance throughout your enterprise, no matter how many branch offices, agents and divisions you have. With Spend Management, you'll help your company transform corporate spending into a strategic area of savings with an eye toward boosting profitability.

Lawson Delivers

Lawson Spend Management creates a closed-loop continuous life-cycle process that gives you total corporate spend visibility and control. Does your current spend management strategy:

- Provide one consolidated view of spending across the enterprise?
- Automate all corporate spend activities, from requisition through accounts payable, three-way matching and vendor payment?
- Address business control requirements of Sarbanes-Oxley and other regulations?
- Automatically find invoices that are out of compliance with negotiated prices and terms?
- Provide a centralized purchasing model while servicing the needs of local offices?
- Capture site analysis, construction costs and office build-out data and address capitalization issues initiated upon branch opening?
- Equip you to negotiate the best possible pricing and terms with your suppliers?

If not, consider the benefits and features of Spend Management.

Benefits

Lawson Spend Management positively transforms corporate spend activities by:

- Consolidating multiple spending processes into one system
- Addressing compliance issues centered around enterprise-wide contracting negotiations, as well as Sarbanes-Oxley and other regulation requirements
- Reducing expensive manual steps through end-to-end integration and automation

¹"The E-Procurement Benchmark Report," AberdeenGroup, December, 2004.

spend management

- Integrating project accounting and procurement, which optimizes site analysis and office build-out via pricing agreements by validating procurement commitments against the construction budget
- Controlling “maverick” buying through role-based, easy access to products and defined workflow approval processes
- Funneling purchases through internal and/or externally-based vendor catalogs, each featuring approved products at approved prices and real-time item availability
- Providing visibility into all points of the spend cycle, helping staff spend less time tracking orders and more time on value-added tasks
- Understanding your spend with suppliers for greater leverage in negotiations

Features

Key features of Lawson Spend Management include:

■ Requisitions

- Advanced work flow integration automates the approval process with controls and escalation points
- Setup screens that easily customize the requisitioning structure for established business rules
- Options for establishing purchasing limits, approval processes, and reorder requirements
- Standardized formats that accommodate both routine and non-routine items on the same requisition
- Secure, 24x7 access from any location via standard Web browsers

■ Purchase Order

- Automatic requisition-initiated creation and transmission of purchase orders to your vendors
- High-volume three-way matching (PO, receipt and invoice) with online reconciliation
- Vendor Self-Service which enables suppliers to access their account activity 24/7
- Contract management capabilities can be set up to trigger alerts when expiration dates or dollar amounts are reached

■ Reporting and Analysis

- Vendor performance reporting for better vendor ranking and management
- Allows for supplier performance analysis to be completed
- Built-in Buyer alerts for price or quantity exceptions
- Visibility into any point of a transaction, whether inside or outside your firewall
- Information packaged according to selectable parameters, such as purchase order activity by source, requisition volume, or departmental procurement expense
- Includes Lawson Drill Around®, which allows you to see “the story”, at any level of desired detail

Contact Lawson

For more information about Spend Management or other Lawson software and services, 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.

Corporate Headquarters
Lawson Software
380 St. Peter Street
St. Paul, MN 55102
United States
Phone: +1-651-767-7000
Product Literature:
1-800-477-1357
Fax: +1-651-767-7141



International Operations
Lawson Software
Trinity Court
Wokingham Road
Bracknell
Berkshire
RG42 1PL
United Kingdom
Phone: +44 (0) 1344 360273
Fax: +44 (0) 1344 868351