

Lawson

Product: Lawson Distribution



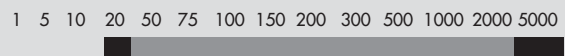
LAWSON™

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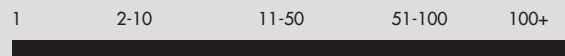
Technology

OS: IBM i5/OS, Windows, Solaris (Unix), AIX
 DB: MS SQL Server, IBM DB2, Oracle
 Presentation: Web-based Smart Client
 Delivery: Thin Client

User Base



Number of Branches



Sales

Entry Price Point: Contact Vendor
 Sales Channel: Direct in North America

Lawson Distribution is a business software solution designed and configured to support the needs of companies like yours in the distribution and logistics sector. This solution helps you maintain high customer service levels in demanding multi-channel, multi-inventory environments. It provides the ability to manage high data volumes and supports value added services while helping to mitigate the constant pressures on operating margins.

Better Vision, Better Margins With Lawson Distribution

As a distributor, you are unquestionably in a position to unlock profits through smart IT investments. The Lawson Distribution solution allows you to manage the complexity of your business. You have the visibility and access to data and information that means the difference between meeting performance expectations and exceeding them. Lawson Distribution gives you a platform for consolidation, growth, and revenue-generating innovation.

What makes Lawson different?

- Distribution Industry-focused with the ERP market's lowest total cost of ownership and the best value per dollar invested.
- One solution for the entire organization; financials, supply chain planning, trading, supply chain execution and more.
- Strong equipment asset management capabilities.
- Effective management of even the most complex distribution chains.
- Lawson QuickStep Distribution; a preconfigured distribution solution for resource constrained companies, quicker to implement and quicker to benefit.
- Flexible and scalable for future growth and business expansion.

Look at how distribution executives are responding to these challenges.

Build a Platform for Acquisitions and Better Buying

Chairman and CEO of a national consolidator in the automotive parts aftermarket overcame two hurdles: a disconnected network of local distributors and franchises and an inability to centralize purchasing.

"We chose Lawson M3 because of the Lawson commitment to meet critical criteria: technology is based on a Java solution that is deployed in most professional distribution companies."

Improved Customer Service and Reduced Cost of Legacy System

CIO for a \$100MM distributor of glue and sealants to building contractors and fitters needed to overcome customer service challenges such as same-day shipping and zero-error fill rates.

"Lawson software is professional and user friendly, but also flexible enough to support our company effectively."

Streamlined Order Processing and Addition of Value-Added Services

CEO for regional industrial product distributor wanted to streamline order processing and shorten customer response time, especially for splitting and laminating.

"We were looking to IT to effect substantial improvement in our internal operations, supply chain and customer service, and fulfillment. We chose the Lawson M3 System because it offered the robust functionality to fulfill these needs and because Lawson has a track record of successful implementations."