



# **Lawson to Acquire Healthvision**

January 7, 2010

## Use of Forward Looking Statements

This presentation contains forward-looking statements that contain risks and uncertainties. These forward-looking statements contain statements of intent, belief or current expectations of Lawson Software and its management. Such forward-looking statements are not guarantees of future results and involve risks and uncertainties that may cause actual results to differ materially from the potential results discussed in the forward-looking statements. The company is not obligated to update forward-looking statements based on circumstances or events that occur in the future. Risks and uncertainties that may cause such differences include but are not limited to: uncertainties in the software industry; uncertainties as to when and whether the conditions for the recognition of deferred revenue will be satisfied; increased competition; general economic conditions; continuation of the global credit crisis; global military conflicts; terrorist attacks; pandemics, and any future events in response to these developments; changes in conditions in the company's targeted industries and other risk factors listed in the company's most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission. Lawson assumes no obligation to update any forward-looking information contained in this presentation.

## Lawson's Vision

**To be the global  
ERP leader in each of  
our target markets**

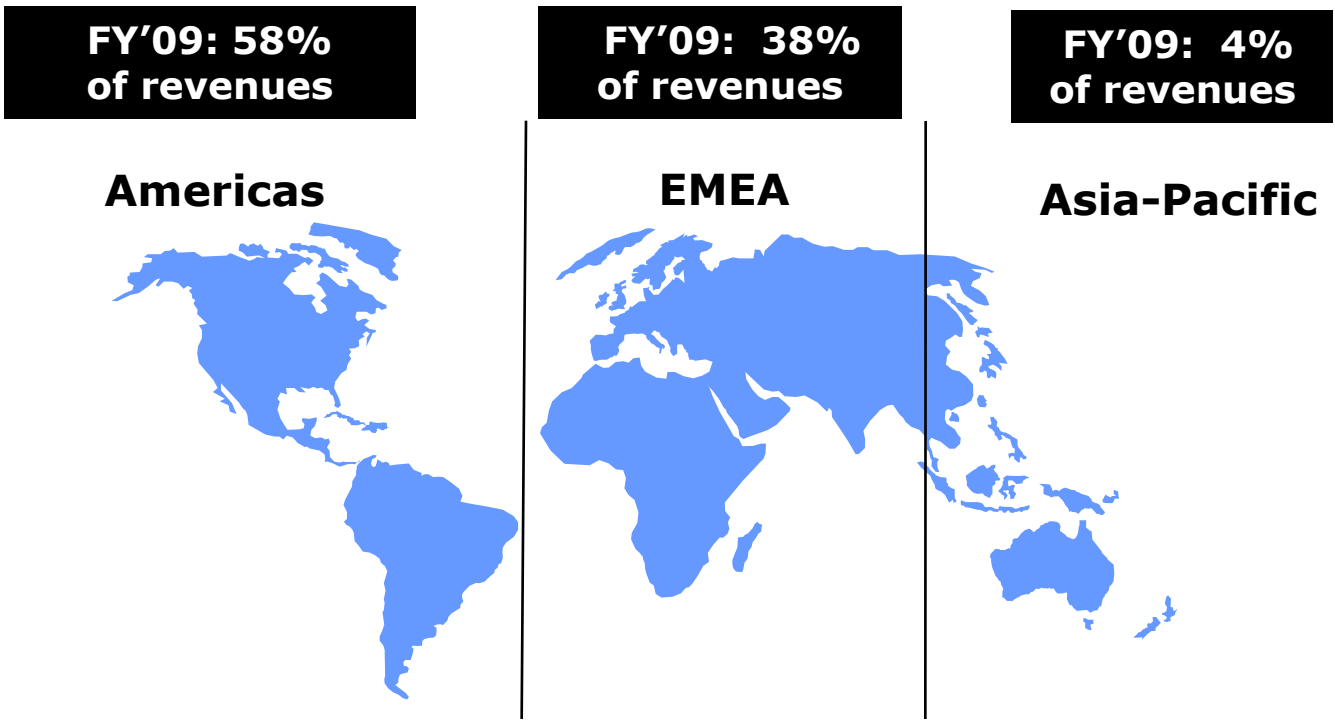


### We will achieve this Vision by:

1. Focusing our development and go to market efforts in our target markets
2. Offering our customers a superior experience
3. Achieving world-class performance in each of our functional disciplines



## Lawson's Balanced Global Presence



- ▶ Revenue of \$757M in FY2009
- ▶ Operations in 35 countries
- ▶ Balanced global revenues



- ▶ 4,500 customers
- ▶ More than 100 partners
- ▶ 34-year history in ERP

## Lawson's Attractive Target Markets

### Target Markets

<b>FASHION</b>  <b>M3</b> MAKE, MOVE, MAINTAIN	<b>FOOD &amp; BEVERAGE</b>  <b>M3</b> MAKE, MOVE, MAINTAIN	<b>EQUIPMENT SERVICE &amp; RENTAL</b>  <b>M3</b> MAKE, MOVE, MAINTAIN	<b>HEALTHCARE</b>  <b>S3</b> STAFF, SOURCE, SERVE	<b>PUBLIC SECTOR</b>  <b>S3</b> STAFF, SOURCE, SERVE
 <b>STRATEGIC HUMAN CAPITAL MANAGEMENT</b> 				

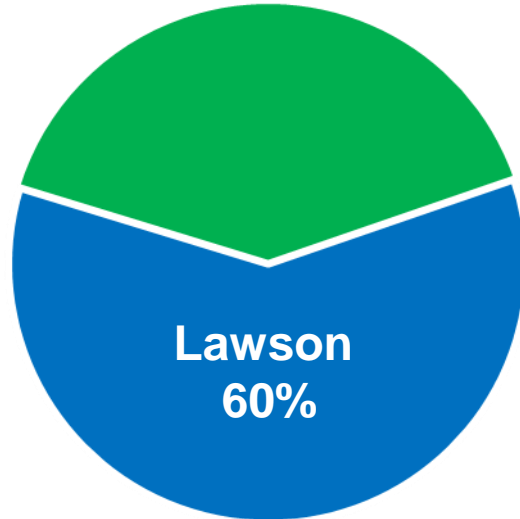
### General Industries

 <b>SERVICE INDUSTRIES</b>	<b>MANUFACTURING &amp; DISTRIBUTION INDUSTRIES</b> 
--	---

## Lawson's Strong Healthcare Business

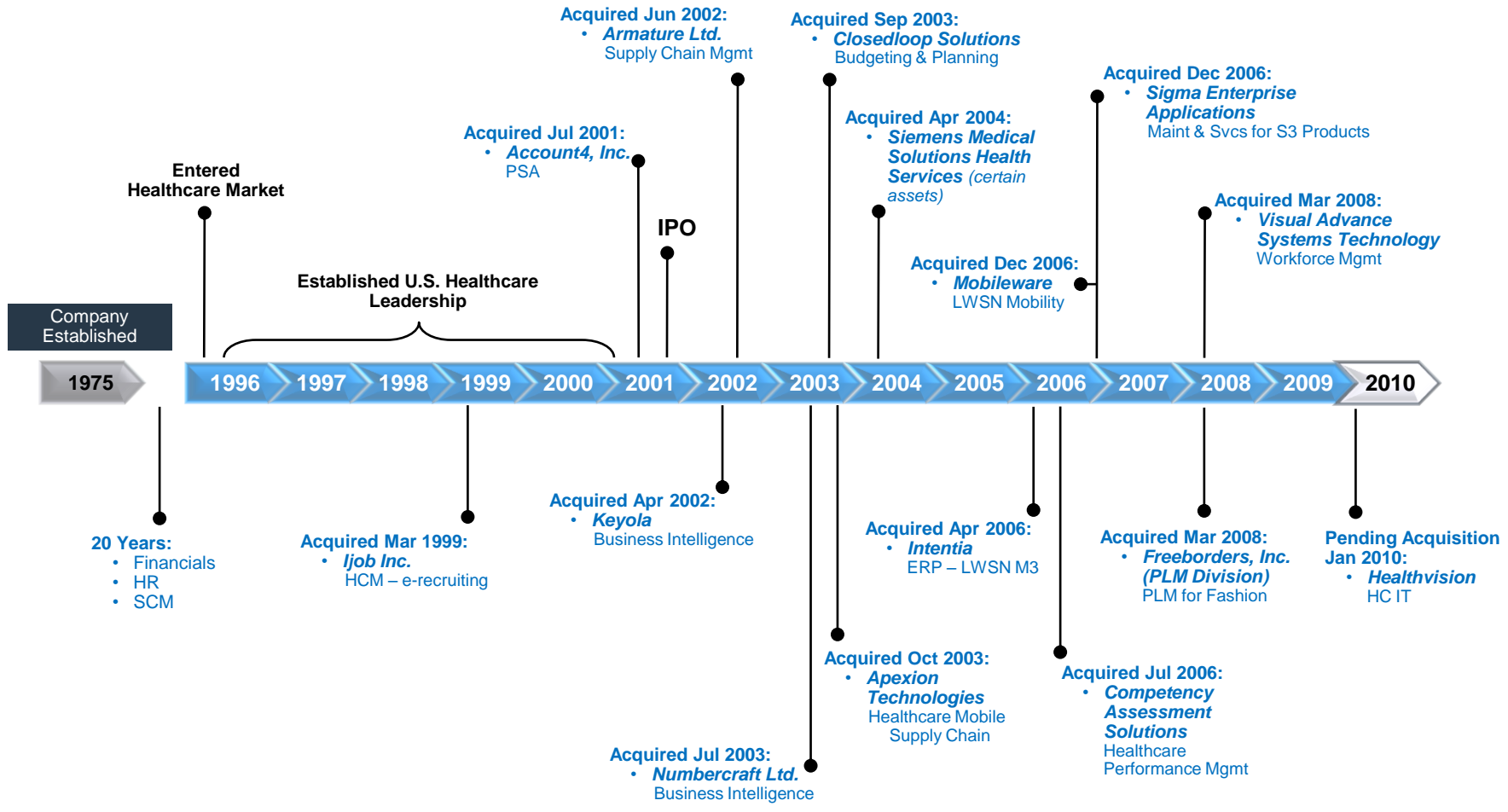
- ▶ Market leader in HC ERP
  - 60% of the top 50 Integrated Delivery Networks
  - 33% market share (hospitals with 250+ beds)
- ▶ Approximately 600 customers
- ▶ ERP Solution Differentiators
  - Supply Chain Point-of-Use
  - Supplier Contract Management
  - Work Force Management
  - Talent Management

### Leading Share of Healthcare ERP U.S. Market Top 50 Integrated Delivery Networks



Source: HIMMS Analytics

## Lawson's Acquisition History



## Who is Healthvision?

- ▶ 20-year company history
- ▶ Headquartered in Dallas with operations in Canada, UK and China
- ▶ 800 customers, 300 employees
- ▶ In production in 3,000 healthcare facilities worldwide
- ▶ Focuses on a major problem in the healthcare industry:
  - Disparate operational & clinical data
  - 100s of different systems
- ▶ Brand leader for “interoperability” – uniform exchange of data
  - 33% market share in North American hospitals



## Three Product Sets:

### 1. Healthcare Data Integration

- *Cloverleaf* Product
- Recognized brand leader

### 2. Health Information Exchange (HIE)

- *HIE* Product / SaaS
- Emerging market driven by Healthcare Reform

### 3. Healthcare Information System (HIS)

- *MediSuite* Solutions
- Canadian Clinical System



## A Strategic Deal for Lawson

- ▶ Brings together two market leaders in healthcare enterprise applications and healthcare technology
- ▶ Expands Lawson's product offerings for Healthcare customers
- ▶ Cloverleaf is the leading interface engine
- ▶ Healthvision brings both Health Information Exchange (HIE) and Health Information Systems domain expertise

## Lawson and Healthvision, a Vision for Healthcare

The new Lawson Healthcare can provide unprecedented access to information on both the business & patient care side of healthcare.

Thus, Lawson's vision is to become known as the **information hub for hospitals**, delivering value to all healthcare systems.



- ▶ Healthcare industry leader in enterprise business applications
- ▶ Best in Class visibility into business information
- ▶ Recognized franchise



- ▶ Healthcare IT leader in data integration
- ▶ Strategic positioning in Health Information Exchange
- ▶ Cloverleaf brand recognition

## Financial Information

- ▶ Anticipated first 12 months financial impact post close
  - \$60-\$70 million in revenues
  - Adds \$0.06 - \$0.07 earnings per share<sup>1</sup>
  
- ▶ Approximately 60% revenues are recurring (maintenance or subscription)

<sup>1</sup> Subject to final determination post close, the earnings per share estimate excludes an estimate of \$16-\$22million for purchase accounting impact on revenues, amortization of acquired intangibles, integration and transaction costs.

## Transaction Summary

- ▶ Deal Value: \$160 million
- ▶ Financing Method: Cash from Lawson's balance sheet<sup>1</sup>
- ▶ Terms: Acquisition of privately held stock
- ▶ Parent Holding Co: Quovadx Holdings, Inc.

## Closing Conditions

- ▶ Customary regulatory approvals
- ▶ January 2010 close anticipated

<sup>1</sup> As Q2 fiscal year 2010 (ended Nov. 30, 2009) Lawson had \$371 million in cash and cash equivalents



**LAWSON™**

**Simpler Is Better**

[www.lawson.com](http://www.lawson.com)