



Lawson Process Manufacturing

Turning Industry Challenges into
Competitive Advantages



Mounting Challenges in the Process Manufacturing Industry

Variation in item quality and quantity, short lead times, limited production flexibility, low margins – the list of obstacles facing process manufacturing companies is long, complex, and growing. At Lawson we understand this. Whether you produce chemicals, ingredients, specialty pharmaceutical components, or have mixed-mode manufacturing, you need a flexible business solution that can easily be configured to meet your specific requirements. Our years of experience in the process manufacturing industry have taught us that managing and expanding your business means overcoming challenges such as:

- Hard-to-manage supply chains;
- Pressure from an increasingly global marketplace;
- Managing the demands of handling a combination of make-to-order and make-to-stock products;
- Predicting material requirements and managing purchasing when long supply lead times are involved;
- Maximizing the efficiency of resource selection and sequencing, changeover times, and capacity bottlenecks;
- Managing forecast and customer order-driven demand;
- Complying with increasingly stringent quality regulations and supply chain traceability legislation; and driving down the cost of ownership for legacy business systems.

“We slashed MRO purchasing costs from USD 86 million to 68 million. And we also streamlined the processes to reduce waste, knock down the barriers and introduce more efficient processes such as electronic scanning of invoices and Web-based travel expenses.”

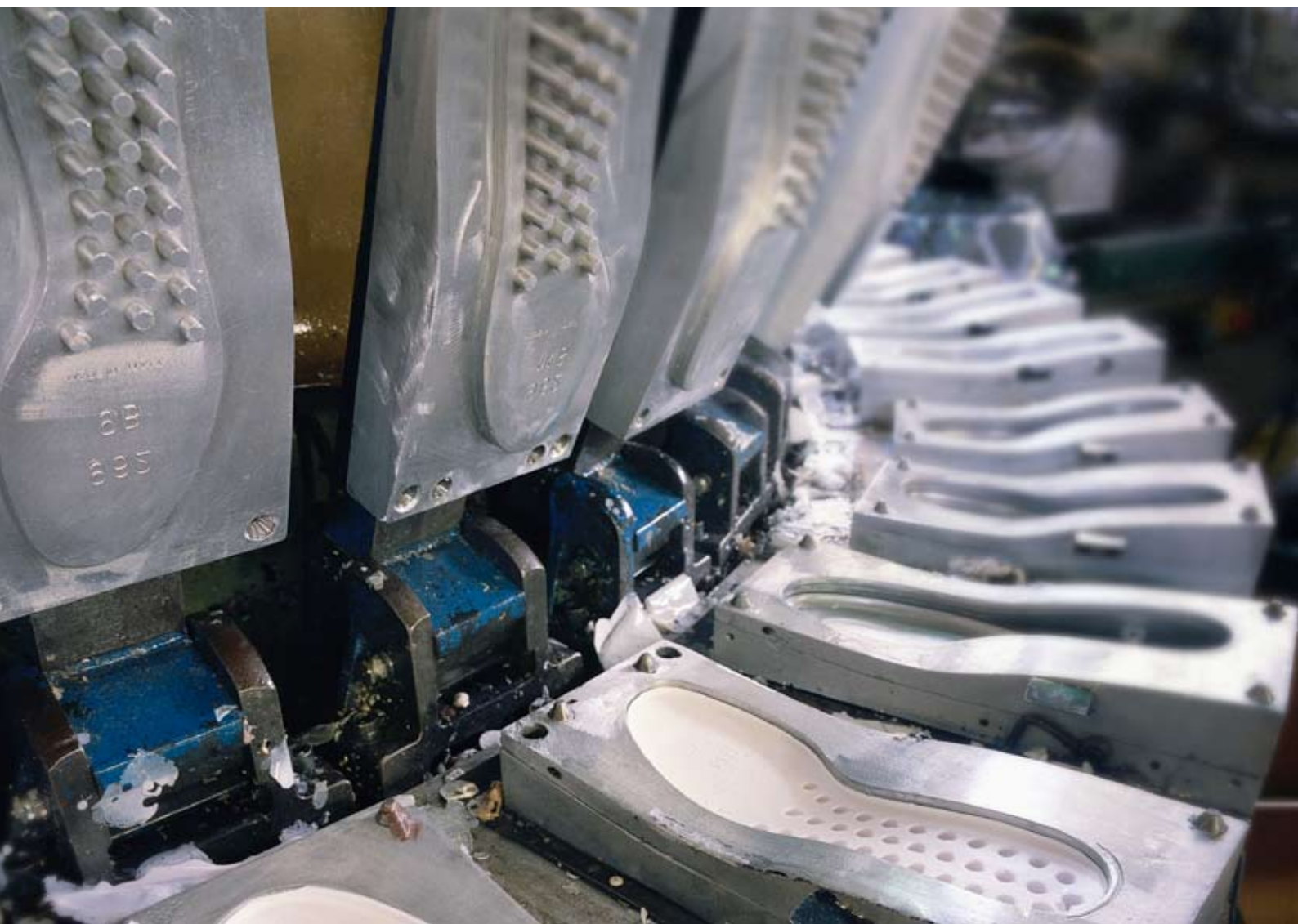
Espen Falla,
senior vice president of the
shared services division, Elkem

Lawson Process Manufacturing: A Simple Solution for Complex Needs

At Lawson we build business solutions that break down industry challenges and identify opportunities. Any process manufacturing company can achieve full value chain collaboration with Lawson Process Manufacturing, a fully integrated suite of software components that can be implemented individually or as a complete package. Our solution supports total supply chain management and optimization, and efficient collaboration with suppliers, customers and other partners. Lawson Process Manufacturing integrates all the activities in your enterprise and quickly leads to increased resource utilization, improved inventory management, and an improved bottom line.

Lawson Process Manufacturing enables effective, enterprise-wide collaboration by seamlessly integrating applications for:

- Enterprise management;
- Customer relationship management;
- Supply chain management;
- Manufacturing operations;
- Plant maintenance;
- Operational business performance measurement;
- Value chain collaboration; and
- e-Business.





Smooth Out Supply Chain Complexities with Lawson

Lawson understands that improving both the top and bottom line depends on a streamlined process manufacturing supply chain with efficient information processing. That's why our solution offers functionality to support:

- Global organizations and global trade, with full multilanguage, multicurrency and multicompany functionality;
- Collaborative forecasting and demand planning;
- Supply chain planning and optimization to maximize the utilization of your existing resources;
- Processing high sales order volumes;
- Order promising based on material and capacity availability;
- Efficient procurement planning;
- Support for make-to-order, configure-to-order, and make-to-stock manufacturing;
- Any combination of own production and subcontracting;
- The ability to handle a mix of process and discrete manufacturing;
- Finite scheduling with allocation of the best resources to a task, taking into account resource capabilities such as order quantity and volume;
- Alternate routings, alternate resources and alternate materials;
- Line control, where selection of a resource determines the subsequent resources for an order;
- Warehouse management with expiration date handling;
- Management of returnable pallets and containers;
- Sharp focus on quality and quality regulations;
- Full supply chain traceability;
- Inventory management;
- Comprehensive EDI support;
- Technical infrastructure and tools to enable the sharing of information between supply chain partners;
- Business Intelligence, to help you identify and act on crucial business information; and
- A low total cost of ownership.

Lawson Process Manufacturing: More Benefits for You

- Easy-to-use collaborative demand planning, to consolidate demand and help improve forecast accuracy
- Customer-specific price lists, to optimize profitability
- Customizable e-sales functionality, to offer customers self-service capability and streamline order administration
- Proactive and reactive telesales, to maximize revenues
- Support for customer-configured products, to reduce data maintenance

“Now we can respond quickly to changing customer needs [and] we are very strong on quality and price.”

Isabelle Ljosne,
Project Leader, Elkem

- Optimized stock build planning, to ensure the right stock mix to meet demand peaks
- Supply chain orders linked to related customer, distribution, manufacturing and purchase orders, to automate the implementation of changes, and enhance your ability to meet due dates
- Sequence optimization that minimizes changeover and cleaning times
- The option to back-flush material usage and operations, to reduce reporting
- Integrated maintenance and production scheduling, to help ensure maintenance is scheduled into production windows
- Operational Business Intelligence, for management by exceptions and root-cause analysis

The configurability, flexibility and functionality of Lawson Process Manufacturing enable it to support your business processes in a simple and practical way, both now and in the future.



Pick and Choose Your Level of Integration

When you select Lawson, you have the freedom to implement precisely those applications that make business sense for you, and to add additional components only as they become necessary. Your organization will experience enhanced integration as each new application is added. The power of the Lawson M3 System for the process manufacturing industry is not only in the individual applications, but also in the collaboration between them.

Lawson Professional Services

Lawson project managers and business consultants have many years of experience implementing Lawson M3 solutions within the process manufacturing industry. Their experience gives Lawson unparalleled capabilities in terms of ensuring successful and secure project outcomes for our customers. The resources we offer customers include

- Lawson Learning. Customers can maximize their investment in Lawson Process Manufacturing with hands-on training on Lawson M3 applications for the process manufacturing industry.
- Lawson Total Care. Whatever your support needs are – from basic to the most demanding – Lawson Total Care has you covered before your software is even delivered. By giving you support options that align with your cost structure and existing in-house expertise, you can select the perfect balance for supporting and maintaining your Lawson software.
- The Lawson Customer Community at www.lawson.com. This site enables our customers around the world to interact and share best practices.



About Lawson

For more than a quarter of a century, Lawson (NASDAQ: LWSN) has delivered industry-specific enterprise applications focused on enhancing the business performance of our customers.

We are a market-leading, financially strong supplier of software and services to more than 4,000 customers in the manufacturing, distribution, and services industries across 40 countries. We also provide the underlying technology necessary to run these solutions flexibly and efficiently.

Our history has been guided by two goals: to provide scalable, flexible, and ready-to-use systems for a variety of users; and to simplify the deployment, maintenance, and use of our applications.

Why Lawson? Because Simpler Is Better.

Find Out More

For more information about how Lawson can help you improve your process manufacturing business, please visit www.lawson.com or e-mail info@lawson.com

**Headquarters:****USA**

380 St. Peter Street
St. Paul, MN 55102-1302
Tel +1 651 767 7000
info@lawson.com

Regional Offices:**Americas**

Brazil, Chile, Canada,
Mexico, Honduras,
United States, Venezuela

United States

Tel +1 651 767 7000
infous@lawson.com

Asia

China, Hong Kong,
India, Indonesia, Japan,
Korea, Malaysia,
Philippines, Singapore,
Taiwan, Thailand, Vietnam

Singapore

Tel +65 6788 8769
Fax +65 6788 8757
infoasia@lawson.com

Australia & Oceania

Australia, New Zealand

Australia

Tel +61 2 8437 5600
Fax +61 2 8437 5699
infoanz@lawson.com

Northern Europe

Denmark, Estonia, Finland,
Norway, Sweden

Sweden

Tel +46 8 5552 5000
Fax +46 8 5552 5999
infonyordic@lawson.com

Northwestern Europe

Belgium, The Netherlands,
Ireland, South Africa,
United Kingdom

United Kingdom

Tel +44 1344 360273
Fax +44 1344 868351
infonyw@lawson.com

Central Europe

Austria, Czech Republic,
Germany, Hungary,
Poland, Slovakia,
Switzerland

Germany

Tel +49 2103 89060
Fax +49 2103 8906 199
infoce@lawson.com

Southern Europe

France, Israel, Italy,
Portugal, Spain

France

Tel +33 1 34 20 80 00
Fax +33 1 40 39 25 07
infosof@lawson.com

www.lawson.com

About Lawson

For more than a quarter of a century, Lawson (Nasdaq: LWSN) has delivered industry-specific enterprise applications focused on enhancing the business performance of our customers.

We are a market-leading, financially strong supplier of software and services to more than 4,000 customers in manufacturing, distribution, and services industries across 40 countries. We also provide the underlying technology necessary to run these solutions flexibly and efficiently.

Our history has been guided by two goals: to provide scalable, flexible, and ready-to-use systems for a variety of users; and to simplify the deployment, maintenance, and use of our applications.

Lawson's solutions include Enterprise Performance Management, Supply Chain Management, Enterprise Resource Planning, Customer Relationship Management, Manufacturing Resource Planning, Enterprise Asset Management and industry-tailored applications.

© Copyright 2007 Lawson Software. All rights reserved.