

Lawson Supply Chain Management

Do business better.

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 operating the supply chain in this fragmented manner.

Today, business leaders have a better understanding of what these costs are—and an appreciation of how much they could save by integrating and automating their supply chains. 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.

The 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 that increase the value of your organization.

Take control of purchasing expenses 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 the 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.

*Realize your vision of end-to-end process efficiency,
cost savings, and service excellence.*

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. Lawson Procurement Card Self-Service complements this functionality by providing cardholders with an easy way to review, update, and approve statements and charge details. 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, vendor-maintained list of products at your prices. This application works in tandem with Lawson Requisition Center, which helps drive compliance to standard products, prices, and processes, while eliminating manual steps and paper by empowering your employees to create requisitions online.

Creating requisitions could hardly be easier, thanks to intuitive templates and robust search 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 purchasing transactions. The Lawson Supply Chain Management Suite can help you establish and cultivate excellent relations with your preferred vendors.

For example, Lawson Contract Management is designed to simplify the creation, management, and monitoring of contracts. With the solution in place, you benefit from secure, centralized access to—and auditability of—procurement and non-procurement contracts in your organization. With all contracts in one place, you gain greater control of legal and/or contract administration over contract terms, clauses, and conditions. New contracts can be created much faster through the reuse of contract templates and language.

Clear visibility into price and compliance information also enables your supply chain team to negotiate more effectively, standardize purchasing practices, and ultimately save the organization money. The application provides you with advanced functionality for supply chain contracts, including support for manufacturer, distributor, and Group Purchasing Organization (GPO) agreements, tier management, rebate tracking, and retainage. Like Strategic Sourcing, Contract Management is integrated with other Lawson Supply Chain Management applications, to support an automated “source-to-settle” procurement process.

Supplier Order Management is a collaboration toolset designed to maximize efficiency for Lawson customers and their diverse supplier base. Supplier Order Management provides visibility into supplier invoice and payment history. Visibility allows everyone, from buyer to supplier to accounts payable manager, to take corrective action and mitigate risk.

Never before has managing diverse supplier relationships been as critical as it is in today's economic environment. Supplier Order Management helps an organization's suppliers become self-sufficient, making its own staff more efficient, reducing costs, saving staff time, and eliminating routine inquiries (and mounds of paper).

The 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. As a result, you accelerate the purchasing 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 Mobile Supply Chain Management, which includes Receiving & Delivery and Par & Cycle Counting modules, offers resources to help you positively transform these internal supply chain processes.

From the moment a parcel is wheeled through your doors, Lawson Receiving & 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, assisting in holding down costs associated with staff searches, unnecessary reorders, and excessive inventory levels.

Lawson Par & Cycle Counting uses the same advanced barcode scanning and mobile technologies to simplify the process of counting and maintaining inventory in locations that 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 customer expectations.

Lawson Distribution Management helps companies produce and sell 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 helps to bring automation and convenient web accessibility to customer ordering and sales quote processes.

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 Business Intelligence, you gain visibility to supply chain processes, plus analytical tools to help you make sense of raw data. But Lawson Business Intelligence encompasses much more than mere information access and analytics.

Leverage powerful tools, such as Lawson Smart Notification®, which proactively informs you of emerging situations, and Lawson Reporting Services, which allows you to disseminate critical, time-sensitive information to your decision makers.

Suite applications.

- Procurement
- Requisition Center
- Procurement Punchout
- Procurement Card Self-Service
- Supplier Order Management
- EDI or EDI Professional for Supply Chain Management
- Mobile Supply Chain Management
- Point of Use
- Surgical Instrument Management
- Distribution Management
- Strategic Sourcing
- Contract Management

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