LAWSON M3 ENTERPRISE MANAGEMENT SYSTEM
APPLICATION OVERVIEW
Lawson’s M3 Product line is dedicated to bringing software applications and consulting services to companies whose core processes involve manufacturing, distribution and maintenance. Our customers are typically medium to large organizations that operate in complex supply chains with tough competition and limited internal resources.

Our solutions are built from the ground up with the specific needs of these customers in mind, and with the ability to grow and change easily with their businesses. They simplify complex processes, anticipate customer demands and deliver added value in both the short and long term.

M3 is our business application offering and is the cornerstone of our simpler is better strategy. It is backed up by advanced technology, professional services and an integrated global organization, not to mention a solid track record of achievement. Through Lawson M3 and the technical skills of our dedicated professionals, we provide a solution that maximizes productivity, cuts costs and improves customer service.

Lawson M3 is an end-to-end integrated and platform-neutral suite of enterprise applications. It is built to eliminate dependencies on different IT system platform providers and maximize return on total IT investment. It is designed for companies seeking to avoid the costs of multiple proprietary business applications. By doing so, it simplifies your business.

**Integrated suites**

In response to our customers’ needs and experience, Lawson continually develops the M3 Enterprise Management System to include functionality that is available in best-of-breed applications—but without the high costs associated with an environment of disparate solutions.
We understand that smart business users are eager to get the new functionality available in best-of-breed. But we also see the disadvantages of these solutions:

- High cost of investment with delayed or non-existent return on investment
- Point solutions that are difficult to integrate with existing end-to-end business process
- Integrating multiple best-of-breed applications means high deployment and maintenance costs

What Lawson offers instead are broad, integrated solutions that can be deployed quickly and simply at a lower cost and with a higher return on investment. Our integrated business applications are continually updated to include functionality that is available in best of breed solutions without the drawbacks shown above.

**Platform neutrality**

Lawson Java-based technology provides users with low cost-of ownership, high scalability, complete platform independence and the ability to run on any major operating platform. M3 Java is built for change. Business components can be configured and reconfigured to continuously meet your changing business needs and keep your operations competitive. And as your business expands, M3 Java provides you with a high degree of scalability. In addition, Lawson has standardized its Java M3 applications on IBM’s open middleware and hardware running on i5/OS, Sun and Windows Server.

**Industry solutions**

Lawson service offerings are aligned vertically along industry lines, giving our customers solutions that are designed specifically for their businesses. Lawson industry solutions offer the best of both worlds. They are fully integrated business applications and they are tailored to meet the specific needs of specific industries. With industry experts in different segment teams, we stay up-to-date with all industry trends and developments, and can deliver the necessary software functionality just when customers need it. Some of the industries supported by the M3 product line include process and discrete manufacturing, distribution, enterprise asset management, fashion, food and beverage, and maintenance, service and rental.

**Configurable applications**

No two companies’ business processes are exactly alike. To become a leader in an industry segment, the design of a company’s business processes is critical (in addition to how well these business processes are actually executed). For example, synchronizing supply and demand across an enterprise, as well as calibrating the production and distribution of goods and services, differs vastly between industry segments and depends on an individual company’s specific prerequisites. Therefore, a solution based on a standard application must be configured to become company specific. A key feature of the entire M3 product line is its ability to offer standard business applications that are easily configurable for specific needs.

**Suites**

M3 consists of eight product suites which are the logical groupings of our applications and modules. It includes business applications covering Customer Sales and Service, Enterprise Asset Management, Supply Chain Management, Manufacturing Operations and Financial Management. The technology suites include Business Process Management and System Foundation. The whole solution is then supported by the integrated Lawson Enterprise Performance Management suite delivering management information and decision support for the whole organization.
## Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>M3: Helping to Simplify your Business</strong></td>
<td>4</td>
</tr>
<tr>
<td>Integrated suites</td>
<td>4</td>
</tr>
<tr>
<td>Platform neutrality</td>
<td>5</td>
</tr>
<tr>
<td>Industry solutions</td>
<td>5</td>
</tr>
<tr>
<td>Configurable applications</td>
<td>5</td>
</tr>
<tr>
<td>Suites</td>
<td>5</td>
</tr>
<tr>
<td><strong>Lawson M3 Enterprise Performance Management</strong></td>
<td>8</td>
</tr>
<tr>
<td>Lawson M3 Business Intelligence</td>
<td>8</td>
</tr>
<tr>
<td>Framework Services</td>
<td>9</td>
</tr>
<tr>
<td>Reporting Services</td>
<td>9</td>
</tr>
<tr>
<td>Scorecard</td>
<td>9</td>
</tr>
<tr>
<td>Smart Notification</td>
<td>9</td>
</tr>
<tr>
<td>Solution Kit</td>
<td>10</td>
</tr>
<tr>
<td>Lawson M3 Business Performance Management</td>
<td>10</td>
</tr>
<tr>
<td>Business Performance Warehouse</td>
<td>10</td>
</tr>
<tr>
<td>Business Measurement Models</td>
<td>11</td>
</tr>
<tr>
<td><strong>Lawson M3 Customer Sales and Service</strong></td>
<td>12</td>
</tr>
<tr>
<td>Lawson M3 Sales Management</td>
<td>12</td>
</tr>
<tr>
<td>Bonus and Commissions</td>
<td>12</td>
</tr>
<tr>
<td>Customer Delivery Schedules</td>
<td>13</td>
</tr>
<tr>
<td>Customer Order Processing</td>
<td>13</td>
</tr>
<tr>
<td>Pricing and Conditions</td>
<td>13</td>
</tr>
<tr>
<td>Sales Quotations</td>
<td>13</td>
</tr>
<tr>
<td>Sales Statistics and Performance</td>
<td>13</td>
</tr>
<tr>
<td>Cash Desk Sales</td>
<td>13</td>
</tr>
<tr>
<td>Point of Sales Integration</td>
<td>13</td>
</tr>
<tr>
<td>Lawson M3 Maintenance Order Management</td>
<td>14</td>
</tr>
<tr>
<td>Maintenance Agreements</td>
<td>14</td>
</tr>
<tr>
<td>Maintenance Quotations</td>
<td>14</td>
</tr>
<tr>
<td>Maintenance Customer Order Processing</td>
<td>14</td>
</tr>
<tr>
<td>Lawson M3 e-Sales</td>
<td>15</td>
</tr>
<tr>
<td>Customer Center</td>
<td>15</td>
</tr>
<tr>
<td>e-Sales Business Center</td>
<td>15</td>
</tr>
<tr>
<td>Ordering Matrix</td>
<td>15</td>
</tr>
<tr>
<td>e-Sales Product Configurator</td>
<td>15</td>
</tr>
<tr>
<td>e-Sales Design Center Tools</td>
<td>16</td>
</tr>
<tr>
<td>XML Application Adapter</td>
<td>16</td>
</tr>
<tr>
<td>Lawson M3 Sales &amp; Marketing Automation</td>
<td>16</td>
</tr>
<tr>
<td>Sales Automation</td>
<td>16</td>
</tr>
<tr>
<td>Campaign Management</td>
<td>16</td>
</tr>
<tr>
<td>Mobile Sales</td>
<td>17</td>
</tr>
<tr>
<td>Lawson M3 Service Management</td>
<td>17</td>
</tr>
<tr>
<td>Service Agreements</td>
<td>17</td>
</tr>
<tr>
<td>Service Order Processing</td>
<td>17</td>
</tr>
<tr>
<td>Mobile Service</td>
<td>17</td>
</tr>
<tr>
<td>Lawson M3 Rental Management</td>
<td>18</td>
</tr>
<tr>
<td>Long-Term Rental Agreements</td>
<td>18</td>
</tr>
<tr>
<td>Short-Term Rental Agreements</td>
<td>18</td>
</tr>
<tr>
<td>Lawson M3 Project Management</td>
<td>18</td>
</tr>
<tr>
<td>Project Processing</td>
<td>18</td>
</tr>
<tr>
<td>Project Quotations</td>
<td>18</td>
</tr>
<tr>
<td><strong>Lawson M3 Enterprise Asset Management</strong></td>
<td>19</td>
</tr>
<tr>
<td>Lawson M3 Maintenance Management</td>
<td>19</td>
</tr>
<tr>
<td>Diagnostics Management</td>
<td>19</td>
</tr>
<tr>
<td>Equipment and Component Control</td>
<td>20</td>
</tr>
<tr>
<td>Maintenance Performance and Costing</td>
<td>20</td>
</tr>
<tr>
<td>Preventive Maintenance</td>
<td>20</td>
</tr>
<tr>
<td>Work Order Processing</td>
<td>21</td>
</tr>
<tr>
<td>Vehicle Operations Management</td>
<td>21</td>
</tr>
<tr>
<td><strong>Lawson M3 Supply Chain Management</strong></td>
<td>22</td>
</tr>
<tr>
<td>Lawson M3 Supply Chain Execution</td>
<td>22</td>
</tr>
<tr>
<td>Distribution Order Processing</td>
<td>23</td>
</tr>
<tr>
<td>Inventory Statistics</td>
<td>23</td>
</tr>
<tr>
<td>Lot and Allocation Control</td>
<td>23</td>
</tr>
<tr>
<td>Transportation Management</td>
<td>23</td>
</tr>
<tr>
<td>Warehouse Management</td>
<td>23</td>
</tr>
<tr>
<td>Warehouse Management Interfaces</td>
<td>24</td>
</tr>
<tr>
<td>Lawson M3 Supply Chain Planning</td>
<td>24</td>
</tr>
<tr>
<td>Distribution Requirements Planning</td>
<td>24</td>
</tr>
<tr>
<td>Forecasting</td>
<td>24</td>
</tr>
<tr>
<td>Master Production Scheduling</td>
<td>24</td>
</tr>
<tr>
<td>Material Planning</td>
<td>25</td>
</tr>
<tr>
<td>Rough-Cut Capacity Planning</td>
<td>25</td>
</tr>
<tr>
<td>Advanced Production Planner</td>
<td>25</td>
</tr>
<tr>
<td>APP Viewer</td>
<td>25</td>
</tr>
<tr>
<td>Demand Planner</td>
<td>25</td>
</tr>
<tr>
<td>Sales Budget Planner</td>
<td>25</td>
</tr>
<tr>
<td>Supply Chain Planner</td>
<td>26</td>
</tr>
<tr>
<td>Global Capable-to-Promise</td>
<td>26</td>
</tr>
<tr>
<td>Multi-Site Planner</td>
<td>26</td>
</tr>
<tr>
<td>MSP Viewer</td>
<td>26</td>
</tr>
<tr>
<td>Yield Optimizer</td>
<td>26</td>
</tr>
</tbody>
</table>
Lawson M3 Procurement .......................................................... 26
Purchase Delivery Schedules............................................... 27
Purchase Order Processing.................................................. 27
Request for Quotations ......................................................... 27
Supplier Evaluation and Statistics ......................................... 27
Lawson M3 e-Procurement ................................................... 27
Buy Center ......................................................................... 28
Supply Center ...................................................................... 28
e-Procurement Business Center .......................................... 28
e-Procurement Design Center Tools .................................... 28
XML Application Adaptor EPR ........................................... 28
Lawson M3 Manufacturing Operations ................................. 29
Lawson M3 Product Data Management ................................ 29
Engineering Change Management ...................................... 29
Material Safety Data Sheet Management .............................. 30
Product Data........................................................................ 30
Technical Document Management ....................................... 30
Attribute Control .................................................................. 30
Product Configurator ........................................................... 30
Lawson M3 Manufacturing Execution ................................. 31
Manufacturing Order Processing ......................................... 31
Production Statistics ............................................................ 31
Capacity Requirements Planning ........................................ 31
Laboratory and Inspection Control ....................................... 31
Time and Attendance .......................................................... 31
Lawson M3 Financial Management ..................................... 32
Lawson M3 Financial Controlling ........................................ 32
Budgeting ........................................................................... 33
Cash Flow Management ...................................................... 33
Cost Accounting .................................................................. 33
Product Costing ................................................................... 33
Multiple-Unit Coordination .................................................. 34
Risk Management ............................................................... 34
Time Accounting .................................................................. 34
Lawson M3 Financial Accounting ........................................ 35
Accounts Payable ............................................................... 35
Accounts Receivable .......................................................... 35
Current Assets .................................................................... 36
Fixed Assets ........................................................................ 36
General Ledger .................................................................... 36
Group Consolodation .......................................................... 37
Report Generator .................................................................. 37
Tax Management ................................................................... 37
Automatic Recording of Bank Statements ............................ 38
ADC Application Adapter for Supplier Invoices ..................... 38
Documents for Invoices ....................................................... 38
Lawson M3 Business Process Management ......................... 39
Lawson M3 iBrix Design ....................................................... 39
iBrix Design Studio ............................................................. 39
iBrix Adapters ................................................................. 40
Information Engine Modeling Tool ...................................... 40
Lawson M3 Web Services ..................................................... 40
Web Services Studio ........................................................... 40
Web Services Adapters ....................................................... 40
Lawson M3 Application Program Interface ......................... 40
Application Program Interface Tools .................................... 41
External Program Connector Tools ....................................... 41
Application Component Connector ...................................... 41
Lawson M3 Enterprise Collaborator ..................................... 41
Enterprise Collaborator Server .......................................... 41
Enterprise Collaborator Tools ............................................. 41
Business Messages ............................................................. 41
Lawson M3 EDI Management .............................................. 42
EDI Business Messages ...................................................... 42
AMT/AX Syntax and Communication Server ....................... 42
Lawson M3 Adaptation Kit ................................................... 42
 Adaptation Kit – Standard Edition ....................................... 42
 Adaptation Kit – Professional Edition ................................. 42
System Foundation ............................................................. 43
Application Foundation ...................................................... 43
Business Engine Foundation .............................................. 43
Environment Manager ....................................................... 44
Job Scheduler ................................................................. 44
Companion ........................................................................ 44
Field Audit Trail ............................................................... 44
Metadata Publishing Tool ................................................... 44
Workplace Foundation ....................................................... 45
Workplace ......................................................................... 45
Web Application Foundation .............................................. 45
WebSphere Application Server .......................................... 45
WebSphere Application Server Network Deployment ............ 45
Output Solutions ............................................................... 46
Layout Repository ............................................................ 46
StreamServe Base Package for Lawson M3 ......................... 46
Enterprise Performance Management is a process-centric approach to business decision-making that is intended to improve the capability of an organization to gain insight and manage its performance at all levels, resulting in dramatically better and faster decision making. It is not a single product. The process involves linking strategy to actionable metrics by role throughout the organization, then creating role-based dashboards to enable well-founded decision making at all levels in the organization.

Lawson M3 Business Intelligence

Lawson M3 Business Intelligence is a full-featured platform integrated to the M3 system. M3 BI provides organization-wide reporting and analysis via role-based dashboards, to deliver the right information to the right people at the right time.

With Business Intelligence, cross-functional data, both structured and unstructured, and from Lawson as well as other operational systems, is brought together to provide sharply focused views of key performance indicators. Business Intelligence maintains the context that is critical to root-cause analysis, while allowing users to navigate smoothly from alerts to interactive analysis, and see detailed reports and transactions in M3 Workplace. Both S3 and M3 LBI versions come with out-of-the-box content to jump-start implementation.
Framework Services
Framework Services is the central hub of Lawson Business Intelligence and the tool for building and deploying dashboards. It manages secure access and search capability from dashboards to a report, notification or analytical view.

Framework Services reduces training and speeds the learning curve through the delivery of role-based dashboards. It also increases compliance with internal processes through the delivery of structured and unstructured data in the context of the process steps. Further, Framework Services improves workforce efficiency by aggregating content from multiple systems and reducing the number of logins necessary to fulfill a set of tasks.

Reporting Services
Reporting Services makes it easier for users to produce, work with and manage their reports. It is also the reporting repository and web distribution engine designed for secure storage and report delivery. Full use of the product enables reporting using data captured from any source, including non-Lawson enterprise-wide. Coupled with Crystal Report Designer, it is used for the creation of presentation-quality operational reports.

Reporting Services offers several special features. Bursting provides the ability to publish a single report and have users view only the portion of the report that they have the right to see. Data Source Management allows users to easily manage and change the database connection information in a report from within Reporting Services. Variables enable users to configure default values for parameters in one place that can be re-used on multiple reports. And Schedules provide the ability to manage multiple schedules for a report, so that a single report can be refreshed and distributed based on the needs of different users and groups.

Scorecard
Scorecard is a report writer used to build interactive views of multidimensional data in SQL Server Analysis Services. Scorecard increases the productivity of knowledge workers, giving them instant access to the data they need to make decisions, with in-context linkage to other reports and views.

Scorecard allows users to build analytical views of data residing in OLAP cubes and to link to other content built with LBI and other sources. By allowing users to create and interact with the data Scorecard reduces the report requests to IT. It also reduces the stress on the transactional system by storing the data in OLAP cubes on a different system.

Smart Notification
Smart Notification is an exception-alert engine that proactively monitors data, filters out noise, and automatically delivers important information with in-context links to guide users to take the appropriate action.

Smart Notification simplifies and guarantees reporting, analysis and information dissemination, thereby automating best practices which instill discipline, predictability, and certainty into business processes. The tool makes multiple applications and data sources work as one, relieves people from monitoring information manually, and helps to ensure that the right people are always aware of the right information at the right time.
Solution Kit

The Lawson M3 Solution Kit allows users to run role-based dashboards inside or outside the context of the M3 Workplace. With the Solution Kit, users can receive proactive notifications via email, dashboards or other devices; securely distribute reports to users with very little administrative overhead; build interactive reports against multi-dimensional data; and link to filtered content from within the context of M3 Workplace screens. Clients can see immediate value through use of the reports included in the package, and easily leverage the value of Lawson Business Performance Warehouse and the 1,000 accompanying metrics.

M3 Solution Kit includes BPW Server Runtime/BPW Express, Business Measurement Models and OLAP cubes, a Report Pack with pre-built Crystal Reports, integration with M3 Workplace, and single sign-on capability.

Lawson M3 Business Performance Management

Lawson M3 Business Performance Management focuses on opportunity analysis—setting targets and planning profitability realization for your improvement projects. It also helps you transform the ever-increasing flow of data that M3 and other systems generate into competitive business intelligence information. The full potential of M3 is realized as the data it generates becomes useful for making tactical and strategic decisions.

The applications in M3 Business Performance Management include the Lawson data warehouse solution M3 Business Performance Warehouse, predefined performance measurement models, and prepackaged performance analysis reports. The solution enables M3 customers to make the most of their investment through rapid deployment of reporting, measurement and analysis tools.

Business Performance Warehouse

Lawson M3 Business Performance Warehouse is Lawson’s easy-to-use data warehouse solution built on leading-edge data warehouse technology. M3 Business Performance Warehouse extracts and consolidates data generated by the M3 solution and any other dispersed systems you may have, then makes this information available in a flexible and powerful format for decision makers throughout the organization. Business Performance Warehouse becomes the information hub in your organization. The bottom-line benefits include improved decisions, more efficient business, decreased costs of managing information and new business opportunities.

With Business Performance Warehouse, analyses that once were expensive and time consuming become quick and efficient.

The open architecture of Business Performance Warehouse enables it to extract data from many different types of sources and enables you to access this information through a wide variety of client products.

Business Performance Warehouse can be express installed with a preconfigured data warehouse design, which means that it can be up and running within an hour.
Lawson M3 Business Performance Warehouse can be loaded with Business Measurement Models. The individual models are grouped into model groups, reflecting core business processes, as supported by the M3 product line. They include finance, manufacturing, asset management, supply chain management and customer sales and service.

The primary benefit is that pre-built models can speed up both the design time and delivery time of key measurements to end users. The model groups enable customers to maximize the benefits of the data warehouse solution as quickly as possible.

All the data generated by the operational systems managed in M3 constitute a potential gold mine of valuable information about many different aspects of a business. For effective business performance management the component groups of M3 Business Performance Warehouse and M3 Business Measurement Models provide the technical and tactical foundation for any enterprise data solution.
Lawson M3 Customer Sales and Service

Lawson M3 Customer Sales and Service is a complete suite of applications designed specifically to give medium-sized enterprises 360-degree management of their customers, with the specific goal of maximizing both their revenues and margins. It is designed for companies that are typically fast-moving and competitive, whose success depends on differentiated service levels and value-added services.

M3 Customer Sales and Service offers comprehensive integration between market development, sales, and after-sales service processes, particularly in multi-channel sales environments where a complete and real-time picture of customer commitments is paramount.

Combining highly integrated web, mobile and traditional order management tools with full service and rental management capability, M3 Customer Sales and Service manages everything from simple to complex, supply-constrained environments with maximum effect and minimum complexity.

Lawson M3 Sales Management

Lawson M3 Sales Management is the heart of customer-facing processes within the Lawson M3 product suite. M3 Sales Management manages the complete sales ordering and fulfillment processes as well as all customer-related data needed to support these processes. Sales orders received through any communication channel, online or via SMS, finally end up in Sales Management for processing and fulfillment.

Bonus and Commissions

Lawson M3 Bonus and Commissions enables you to manage all activities from planning to settlement and payment of bonuses and commissions. M3 Bonus and Commissions can generate reservations and payments to multiple salespeople and agents from a single sales order transaction.
**Customer Delivery Schedules**

Lawson M3 Customer Delivery Schedules manages different types of demands, such as consolidated customer forecasts, customer forecasts, customer call-offs and just-in-time (JIT) call-offs, customer sales reports and sales statistics. M3 Customer Delivery Schedules is designed to receive the demands from the customer both manually and automatically via EDI or other messaging technology such as XML. The process is highly automated.

**Customer Order Processing**

Lawson M3 Customer Order Processing customizes your ordering process to meet the requirements of each business channel and its customers. It offers your customers the freedom to select how to interact with your company in a safe and easy way. With M3 Customer Order Processing, you streamline your ordering processes to include only those activities that add customer value, thereby maximizing customer satisfaction and minimizing administrative costs.

**Pricing and Conditions**

Lawson M3 Pricing and Conditions supports a wide range of pricing structures, from the simplest to the very complex. This includes managing the flow from planning and calculating prices and agreements through following up on results in sales statistics. The close integration to the sales order process creates a highly automated process that minimizes manual input and the costs of order entry, billing and credit note handling.

**Sales Quotations**

Lawson M3 Sales Quotations manages the complete quotation process, from responding to a customer request for quotation to the creation of sales orders, as well as follow-up on the reasons for lost and won quotes. Follow-up dates, validity dates and user-defined activities ensure that the process is always on track.

M3 Sales Quotations makes your quotation process rapid and secure. It ensures that you use the same information about prices and products from request for quotation through to fulfillment of sales. Monitoring and statistics improve learning and the hit rate of your future quotations.

**Sales Statistics and Performance**

Lawson M3 Sales Statistics and Performance brings sales results to your desktop, including sales order processes such as customer, project, maintenance and service orders. It can also be used to create budgets and forecasts and then compare outcomes and variances against them. M3 Sales Statistics and Performance makes the results of your sales process visible so you can plan, be proactive and react to unforeseen changes.

**Cash Desk Sales**

Lawson M3 Cash Desk Sales extends the order fulfillment process to include cash desk management activities. M3 Cash Desk Sales offers support for a payment procedure that mixes cash with credit. It also simplifies the increased use of buy-to-order processes including pre-payments and final payments. Its strong integration with the back office and the supply chain makes it the superior solution for professional sales at the shop level.

**Point of Sales Integration**

Lawson M3 Point of Sales Integration (POS) supports enterprises with one or more POS systems in a retail chain, allowing them to gain advantages via shared services, integrated supply chain management, and local efficiency in sales and shop operations. The POS interface contains a highly efficient solution for uploading and downloading business transactions generated in a third-party POS system.
Lawson M3 Maintenance Order Management

Lawson M3 Maintenance Order Management is specifically designed for OEMs, distributors or third-party maintenance providers who require a flexible system capable of managing different customers’ after-sales service needs. The invoice for a maintenance order can be split between different payers—with, for example, warranty, insurance and owner charged for part of the work performed. M3 Maintenance Order Management provides the flexibility needed to meet customer requirements. This includes supporting the additional dimension of owner and an extensive use of maintenance agreements to build up a quick and effective sales process.

Agreements can be created for specific or miscellaneous customers, managing not only maintenance activities, but also loan and exchange transactions. Different charging methods can for example, be based on a customer’s operations (meter-based). By using agreements for quotations, orders and invoicing, two fundamental requirements are satisfied: efficiency and quality.

Maintenance Agreements

Lawson M3 Maintenance Agreements speed up the order entry process by allowing you to define important information, such as the scope of the work agreement and the various terms and pricing conditions that might apply. These might include fixed price, time and material or usage. The scope of an agreement can be either restrictive or general in nature. General agreements can be used for any type of maintenance object. However, since conditions often vary depending on the object, the scope can be defined by limitations that will be checked during order entry.

Besides defining the scope, you can also use agreements to define pricing conditions. Pricing can be differentiated between material pricing and service pricing. The pricing conditions can be configured to meet all different needs by mixing and matching. To add to the pricing flexibility, agreements can manage multiple currencies, one for material transactions and a second for all labor transactions.

Maintenance Quotations

Lawson M3 Quotations functionality provides you with the features needed to negotiate prices in real time. You obtain relevant cost-benefit information calculated using information from the standard service and any additional work requirements priced from customer-specific agreement conditions.

The quotation process has unique demands. Although a single price may be quoted at the outset of the order process, new situations often arise after a job has been started, dictating the need for new quotes. Also, customer approval often needs to be received before additional work is started. Lawson M3 Maintenance Order Management lets you monitor both customer orders and quotations in real time, giving you up-to-date cost-revenue information.

Maintenance Customer Order Processing

Lawson M3 Maintenance Customer Order Processing allows you to focus the order entry activity on the actual order; in other words, the work to be performed. By using maintenance agreements, the majority of the basic information is provided from both the customer file and the agreement. In addition to the work the customer has requested, the Service feature can also be used to identify any other services to recommend to the customer. For modifications and campaigns, M3 Maintenance Customer Order Processing can generate a proposal to offer the customer.

Order entry does not merely include the definition of the maintenance work. It includes important information about complaints or defects, and operational usage information that will update the object’s information in Lawson M3 for an operational unit and its components. All historical and cost-revenue information is available at your fingertips.
Lawson M3 e-Sales

Lawson M3 e-Sales is a sell-side web application that is designed to bridge the gap between the processes of selling and buying. It enables you to gain new customers and retain current ones by adapting to your customers’ process requirements in a cost-efficient manner.

Lawson M3 e-Sales covers the complete collaborative process of business-to-business trading over the Internet from inter- and intra-company order collaboration, order approval, online product catalogs, segmented product assortments, search engines and multiple order flows to order tracking and invoicing.

Lawson M3 e-Sales supports pre-order, order and post-order processes. It collaborates with your overall IT environment and is able to utilize all the information (ATP, prices, deliveries, and so on) stored anywhere in your business system.

Customer Center

Lawson M3 Customer Center is the web self-service customer interface of Lawson M3 e-Sales and thus becomes your company’s face to your customers. The Customer Center is where your customers interact with you. It supports the pre-order, order and post-order processes of Lawson M3 e-Sales through an advanced web interface.

e-Sales Business Center

Lawson M3 e-Sales Business Center supports the internal administration processes of defining, controlling and setting up the data necessary for the Customer Center to reflect the sales process desired. The Business Center provides a single web user interface for data management, ranging from updating site texts to refining product data.

Ordering Matrix

Lawson M3 Ordering Matrix integrates the style concept of Lawson M3 with Lawson M3 e-Sales. The Ordering Matrix is available as an add-on to M3 e-Sales. In addition to the standard features of Lawson M3 e-Sales, the Ordering Matrix provides the pre-ordering, ordering, and order tracking functionality of Lawson M3 that is required for many industries, such as the fashion industry. It enables companies running Lawson M3 e-Sales to sell and service business partners in business scenarios where products are two- or three-dimensional—fashion products, for example. M3 Ordering Matrix enhances areas of Lawson M3 e-Sales, while extended data replication ensures that styles, style SKUs and style kits are maintained daily in Lawson M3 only.

e-Sales Product Configurator

Lawson M3 e-Sales Product Configurator enables companies running Lawson M3 and Lawson M3 e-Sales to sell to service business partners in make-to-order and assemble-to-order business scenarios. In these business scenarios, products are typically non-standard and configurable. The Product Configurator enables flexible and powerful order entry and order collaboration of sequentially configured products. It also provides the user with a graphic view of the product structure that follows the current configuration rules. The configurator uses all the configuration rules that are stored and maintained in Lawson M3, ensuring that configurations are done using up-to-date product models and rules.
e-Sales Design Center Tools
Lawson M3 e-Sales Design Center Tools provide deployment engineers with the ability to utilize a high-level development tool and a complete e-commerce platform. The Design Center Tools are typically used to configure and customize Lawson M3 e-Sales. The deployment engineer can make use of the entire product and technology platform for building new JSP pages and business objects, thereby extending Lawson M3 e-Sales to meet special customer requirements. Development in M3 Design Center Tools is performed on a high level of abstraction. The development can consist of creating new business objects, setting up new integration points and designing the functionality of new web pages using components.

XML Application Adapter
Lawson M3 e-Sales XML Application Adapter offers flexible connectivity to customers, customer purchasing systems and marketplaces, and provides a versatile supplement to the M3 e-Sales browser interface. Using the XML Application Adapter, customers and marketplaces can perform the same key business processes as they can within a browser by submitting and receiving XML documents using machine-to-machine communication.

Lawson M3 Sales & Marketing Automation
Lawson M3 Sales & Marketing Automation helps you focus on the revenue and profit generating initiatives needed to retain current customers and to acquire new customer segments from your web site presence. More than just a suite of software applications, Lawson M3 Sales & Marketing Automation is a key component of a company’s overall CRM strategy. It improves sales efficiency and allows you to implement sales strategies to suit different markets, customers and prospects.

Sales Automation
Lawson M3 Sales Automation is the ideal tool for improving sales efficiency and implementing sales strategies to suit different markets, customers and prospects. Lawson M3 Sales Automation helps your sales team to better organize activities and easily access data concerning any interactions with customers or contacts. Your sales team becomes more efficient and can focus on the tasks they are best at: generating sales, revenue and profit. It enables sales managers to track all marketing activities in progress, identify the status of each business opportunity, and focus efforts and resources where they are best utilized. With Lawson M3 Sales Automation in place, you retain detailed knowledge of your most important business asset—your relationships with customers, prospects and partners, even if members of your sales force should leave the company.

Campaign Management
Lawson M3 Campaign Management provides marketing departments with solid support for lead generation. The tool supports all the activities involved in mail campaigns, such as list management, mail merge, labels and response registration. The solution also supports sending offers to a target group via e-mail and manages the distribution of leads to salespeople based on business rules defined at the start of a campaign.

A direct competitive advantage offered by M3 Campaign Management is that it shortens the lead time between a response from the target group and contact from a salesperson. This greatly improves the chances that your investment in the campaign will pay off in terms of customer satisfaction and increased sales.
**Mobile Sales**

Lawson M3 Mobile Sales contains a suite of features that enables the salesperson to manage quotations and orders off-line. This makes the quotation and order process more efficient and saves valuable time that can be used for active selling.

With the built-in product catalog the salesperson no longer has to carry product information in a binder. Information stored in the product catalog can be retrieved automatically and used when creating quotations. The stock availability of each item in each warehouse can also be shown, making it easier to promise a certain delivery date.

The support for promotions ensures that central selling campaigns can be executed efficiently.

**Lawson M3 Service Management**

Lawson M3 Service Management is specifically designed for companies that operate a field service force as part of their business. It enables you to manage, control and streamline your entire service organization, generating complex service contracts to promptly and efficiently handle service calls. It manages your entire organization with one integrated solution, providing a foundation for building long-term partnerships with your customers.

**Service Agreements**

Lawson M3 Service Agreements covers the entire service agreement flow, from establishing service agreements or meter invoicing agreements to invoicing these agreements.

It provides comprehensive functionality for defining and maintaining different types of service agreements, including agreements for warranty, full or partial service, preventive service and meter invoicing. Key functionality for processing agreements includes generating quotations as well as automatically invoicing agreements in advance or in arrears, with periodic invoices flexibly defined in the agreement. M3 Service Agreements automatically selects the right level of service to fulfill your commitments and meet your customers’ expectations.

**Service Order Processing**

Lawson M3 Service Order Processing enables you to manage and follow up on service on equipment that is supplied and/or covered by an agreement.

It provides comprehensive functionality for handling service calls, from the point a call is received through invoicing and statistics. Complete integration with service and warranty agreements means that you always know what level of service to provide and what the agreements include or exclude. It also enables planning of engineering time, including both breakdowns and preventive service visits. Finally, M3 Service Order Processing enables you to maintain optimal inventory levels and utilization of your engineers. It improves invoicing accuracy and provides valuable management information.

**Mobile Service**

Lawson M3 Mobile Service supports the needs and requirements of service technicians out in the field by combining the strength of Lawson M3 Service Management with the convenience of a portable PC. M3 Mobile Service enables service technicians to plan, perform and report work as well as create new work orders while out in the field. Users can work off-line against a local database replica or connected to the network against a central database. Mobile Service is tailor-made for organizations engaged in field service operations.
Lawson M3 Rental Management

Lawson M3 Rental Management is an integrated, enterprise-wide business application. It enables efficient execution of core business processes, accurately monitors equipment availability, location, utilization levels, financing, expenses, costs, service levels and equipment failure rates. M3 Rental Management has the ability to effectively collaborate with all partners in the rental supply chain, and provides a basis for product, business and sales development. It also enables you to streamline your rental organization and to create complex rental contracts to provide a foundation for long-term partnerships with your customers.

Long-Term Rental Agreements

Lawson M3 Long-Term Rental Agreements gives you the information you need to efficiently manage and follow up on your rental activities. It is the ideal tool for handling agreements, including financing of both equipment and services in one solution. It enables you to turn ordinary customer service into a value-added competitive advantage and create profitable long-term relationships with your customers.

Short-Term Rental Agreements

Lawson M3 Short-Term Rental Agreements manages the complete rental order and contract fulfillment process—the flow of rental, loan and demo equipment to external or internal customers, including invoicing rental and additional charges. It enables you to monitor rentals, performed services and equipment availability, thereby streamlining lead times, minimizing costs and optimizing your fleet. All this improves the bottom line for both you and your customers.

Lawson M3 Project Management

Lawson M3 Project Management is a comprehensive project management application with functionality specifically designed to solve the challenges faced by today’s project-oriented companies in industries such as finance, logistics, and production. The processes of entering and maintaining projects are streamlined, providing continuously updated project information, project status, schedules and cost control. Lawson M3 Project Management is highly configurable, making it suitable for small as well as large projects.

The integrated components in Lawson M3 Project Management improve project management processes in a wide range of different industries.

Project Processing

Lawson M3 Project Processing provides project managers with the tools they need to manage all aspects of projects. The solution offers scalable and configurable project processing to help you successfully manage your projects from start to finish, be they large or small, simple or complex. M3 Project Processing allows you to plan, budget, forecast and follow up on projects on single or multiple levels. Budgets and forecasts are available in versions to keep track of history, and budget changes are optionally connected to the project change log.

Project Quotations

Lawson M3 Project Quotations (PJQ) enables you to create your offers with full project functionality. You can include advanced project cost calculations and quotation management, as well as reuse experiences from successfully completed projects. Lawson M3 PJQ enables you to keep track of commercial activities, estimate your hit rate and log the hit rates of your competitors.
M3 Enterprise Asset Management (EAM) is available in two forms: as an integrated and extensive EAM-focused ERP solution that can manage an entire business, or as a best-of-breed asset management solution that can be integrated into the backbone of an organization's existing corporate solution. M3 Enterprise Asset Management offers advanced asset management capabilities specifically designed to increase the reliability and availability of critical operational assets.

**Lawson M3 Maintenance Management**

Lawson M3 Maintenance Management is designed with extensive best-of-breed and easy-to-use functionality to assist your organization in taking the lead in maintenance. The solution was built using best-practice designs for integration and configurability. This application provides functions to help you manage your asset information and improve asset reliability through advanced service management capabilities. It helps optimize your maintenance resources through its work order management capabilities and offers extensive analysis of cost and statistical information. The Lawson solution’s diagnostic functions will help your organization develop and maintain the most effective maintenance strategies for your key assets.

**Diagnostics Management**

Lawson M3 Diagnostics Management is an advanced tool designed to help you develop and maintain the most effective maintenance strategy or reliability program for key operational assets. This solution also supports maintenance philosophies such as Reliability Centered Maintenance (RCM).

M3 Diagnostics Management provides a hierarchical breakdown of an assets failure structure, to which a preventive strategy can be linked. The module assists in calculating the cost of failure versus the cost of prevention, thus permitting asset managers to consider the most cost-effective maintenance techniques. A built-in criticality rating system allows you to focus your efforts on the most critical assets first. This module will also proactively identify asset failures which should not have occurred (because a preventive strategy was in place), allowing you to take fast remedial action.
Equipment and Component Control
Surveys have demonstrated that about half of the time spent on emergency work and breakdowns is actually not in carrying out the repair, but preparing for it, including looking for technical documentation and finding spare parts information. This is precisely the focus of Lawson M3 Equipment and Component Control: to provide operational personnel with direct, quick and easy access to data.

M3 Equipment and Component Control provides functions to define asset hierarchies and asset structures for all types of organizations. These assets can include production equipment, vehicles, rotables and IT equipment. A hierarchical, Windows Explorer-style format is used to navigate through the asset information. Advanced rules can be used to control how complex equipment can be configured and installed. Links to this structure include textual details, technical specifications, permits/lockout and tagout details and documentation, as well as extensive service and work order information. M3 Equipment and Component Control Maintenance automatically maintains a comprehensive history of movements and changes, providing you extensive asset traceability.

Maintenance Performance and Costing
Lawson M3 Maintenance Performance and Costing provides a wide range of standard statistical enquiries and reports, ranging from cost and downtime analysis to industry standards such as Mean-Time-Between-Failure (MTBF) and Mean-Time-Between-Repair (MTBR). User-definable “panel versions” work in a similar way to columns in a spreadsheet and allow you to control exactly what information you want to see. “Worst-case” analysis options allow you to identify, for example, the worst 10 pieces of equipment for downtime, or the 20 pieces of equipment with the highest expenditure. Management reports can be easily developed by displaying this data in products such as Microsoft Excel. M3 Maintenance Performance and Costing will provide your organization with advanced data on which to base a continuous maintenance improvement program.

Preventive Maintenance
Lawson M3 Preventive Maintenance is a powerful solution designed to manage all re-occurring scheduled and non-scheduled maintenance work. It forms a library of pre-defined work that can be called upon as the need arises.

For scheduled work, M3 Preventive Maintenance will provide you with comprehensive options to define exactly how each scheduled service will be carried out. Its advanced meter system schedules on calendar time (hours, days, weeks, months, and years) as well as user-defined meters such as running time, number of operations, or distance traveled.

The details associated with non-scheduled work, such as instructions, tasks, spare parts and tools requirements, can be stored in Preventive Maintenance and then triggered as they are needed, thus saving you a great deal of preparation time.

M3 Preventive Maintenance has a wide range of additional features including competing scheduling meters, the creation of job packages and support for external subcontracted services.

M3 Preventive Maintenance will help you ensure that the right maintenance is carried out at the right time and that statutory maintenance is always completed on time.
**Work Order Processing**

Lawson M3 Work Order Processing is a key to optimizing your maintenance resources. It can have a significant, direct impact on maintenance response, equipment uptime, delivery performance and product quality.

M3 Work Order Processing provides a quick request function designed for anybody in the organization to easily create work requests. These requests can then be estimated and planned, in terms of spare parts, labor, purchase and tools requirements. Comprehensive options exist to manage work orders throughout their cycle and these options include easy-to-use feedback functions so that technicians can record details of completed work or inspections.

M3 Work Order Processing will help you improve the efficiency of your maintenance personnel and help ensure that work is completed on time and within budget.

**Vehicle Operations Management**

Lawson M3 Vehicle Operations Management is a specialized solution designed to update your maintenance plan with vehicle information. It includes a number of specific components for industries with transport operations: operational log administration, delay reporting, concession management, SPEC2000 initial provisioning (aviation), SPEC2000 procurement planning (aviation), optimal float calculation, and pool agreement administration (aviation).
Lawson M3 Supply Chain Management (SCM) offers a powerful method for supporting the planning, scheduling and fulfillment of the extended supply chain, resulting in optimum customer service levels and maximum profitability. M3 Supply Chain Management features tools that provide visibility and control over the information, material and financial flows throughout the extended value chain.

The solution includes planning tools that cover the extended value chain down to individual resources within the plant—on a strategic as well as an operational level. M3 Supply Chain Management also includes modules for advanced management of your inventory in multiple warehouses, together with procurement processes to ensure collaborative inventory management and buying processes.

Lawson M3 Supply Chain Execution

Lawson M3 Supply Chain Execution provides complete integrated support for all the relevant logistical functions within a company’s supply network. This includes the inbound receipt of goods, inventory and warehouse management, distribution and transportation.

By synchronizing supply and demand throughout your entire network, and optimizing execution flows, M3 Supply Chain Execution improves your delivery precision, your efficiency and responsiveness, ultimately, your customer service. With improved efficiency, you can see savings in your overall execution costs.
Distribution Order Processing
Lawson M3 Distribution Order Processing enables you to efficiently manage the flow of material across your entire internal supply network. This may include a hierarchy of distribution warehouses, such as from a central warehouse to a local one, or controlling supply from a subcontractor or customer’s vendor-managed inventory.

Directly integrated with planning, warehouse management and transportation planning, M3 Distribution Order Processing is specially designed to efficiently handle the financial and statistical aspects of any transfer of goods from one entity to another.

M3 Distribution Order Processing enables you to execute continuous replenishment programs for your entire warehouse network, for increased delivery reliability and reduced operational costs.

Inventory Statistics
Lawson M3 Inventory Statistics provides relevant and up-to-date information on all your inventory and warehouse activities, so you can effectively manage your warehouse operations. It delivers comprehensive support for a variety of classification techniques such as ABC by frequency, contribution and volume. M3 Inventory Statistics provides all the relevant information you need to streamline your warehouse operations, to reduce internal lead times and to reduce overall inventory levels.

Lot and Allocation Control
Lawson M3 Lot and Allocation Control helps you automatically manage the complex problems in ensuring the right product and material meets each specific demand. You can handle all types of products, from simple stock-keeping units, to lot- or shelf-life controlled items, to individually serialized products.

M3 Lot and Allocation Control is fully configurable and can handle complex situations where many rules can apply. Allocation priorities will take into consideration conditions such as FIFO date, order priority and whether soft or hard allocation should be used. Built-in fair-share mechanisms can be used to handle shortage situations. In addition, M3 Lot and Allocation Control can handle trade embargoes and other restrictions, as well as specific customer requirements such as quality or shelf-life expectations.

Lot and Allocation Control means end-to-end traceability, for both supply-and-demand visibility, and quality and regulatory compliance.

Transportation Management
M3 Transportation Management fully supports the logistical process of transporting goods, whether transferring between internal warehouses in your network or delivering directly to customer sites. It enables you to increase responsiveness and efficiency throughout your distribution network by planning your deliveries down to the minute, using a variety of planning strategies. With M3 Transportation Management, you streamline your transportation processes, thereby maximizing delivery precision and minimizing administrative costs.

Warehouse Management
Lawson M3 Warehouse Management addresses all the activities of your warehouses and distribution centers. It offers best-of-breed functionality that speeds up the flow of goods, ensures efficient putaway to the most appropriate locations, and replenishment of goods at key warehouse locations. It also offers configurable solutions to manage the different requirements of picking, packing and shipping goods to their final destinations. M3 Warehouse Management provides support to ensure that inventory is accurate and valid, and helps you manage complex problems at high speed.

M3 Warehouse Management brings increased efficiency and quality to your supply chain, meaning reduced costs and improved delivery precision.
Warehouse Management Interfaces

Lawson M3 Warehouse Management Interfaces is designed to give both smaller warehouses and larger distribution centers a flexible warehouse operations solution. It allows for seamless interface and communication with specialized warehouse management system equipment and devices. The solution supports direct file-to-file communication with or without a middleware and synchronous application programming interface approach. This means that customers can manage warehouse transactions through a variety of devices and equipment, such as radio frequency terminals, or through complete third-party warehouse applications.

M3 Warehouse Management Interfaces is a flexible solution that fulfills the complex requirements of supply chain interoperability. It enables you to reduce supply chain inventories and improve delivery accuracy by allowing essential information (such as stock levels and available-to-promise figures) to be shared among systems and partners.

Lawson M3 Supply Chain Planning

Lawson M3 Supply Chain Planning is for product-centric businesses that are resource constrained. It has specific appeal for manufacturers and distributors that need to maximize delivery performance and profitability by optimizing the utilization of their existing resources. It includes modules that cover from the strategic planning level down to the execution level, and it handles the extended value chain down to individual resources. M3 Supply Chain Planning provides decision support and order visibility, and optimizes delivery performance, resource utilization and profits. It is differentiated by its deep industry functionality.

Distribution Requirements Planning

Lawson M3 Distributions Requirements Planning provides companies with the necessary support to meet all physical distribution and material requirement needs in one system. This covers the internal supply chain and the external requirements of your customers, including managed customer warehouses, with procurement planning and execution. Distribution requirements planning is a critical activity for your business in determining, communicating and meeting actual market requirements. This results in faster response times, greater precision and higher efficiency than is otherwise possible in more traditional order point systems, aggregated forecasting or separate distribution and material requirement planning systems.

Forecasting

Forecasting is the business function that attempts to estimate future demand. These estimates are usually needed to plan material procurement, manufacturing activities and long-term capacity. They are also used for financial control and cash flow planning. Lawson M3 Forecasting has a range of different functions to support both statistical and manual forecasting. Lawson M3 Forecasting is integrated with customer order processing, sales and customer order statistics, master production scheduling, material planning and distribution requirements planning.

Master Production Scheduling

The master production schedule can be viewed as an agreement between the sales, financial and production functions. Lawson M3 Master Production Scheduling provides comprehensive support that assists the master scheduler in verifying and processing the master production schedule. This includes the definition of clear planning time fences, customized time ranges, support for customer order-driven manufacturing orders and exception planning.
Material Planning

Material planning is the collective term that describes the ways and means of calculating and proposing quantities and lead times for items ordered from production, suppliers or warehouses. Since this is time-phased, proposals are also made for re-planning existing, firm, planned or released orders. With Lawson M3 Material Planning, the user is able to control all of the actions through settings such as planning method, lead time, safety lead time, upstream or downstream dampening, order quantity, calendar checks, and so on. To achieve the best possible coordination, M3 Material Planning supports various acquisition methods including Distribution Requirements Planning (DRP), Master Production Scheduling (MPS), Material Requirements Planning (MRP) and Reorder Point (ROP) Planning.

Rough-Cut Capacity Planning

During the master scheduling process, you need to evaluate production schedules with regard to resource requirements and capacity before making any final scheduling decisions. You can perform these evaluations through rough-cut capacity planning. Lawson M3 Rough-Cut Capacity Planning enables you to identify potential bottlenecks that may disrupt your master schedule. You can also use the solution as a basis for planning production capacity and the use of long-range resources. This planning can be based on forecasts, master demand schedules and production schedules.

Advanced Production Planner

Lawson M3 Advanced Production Planner is a powerful decision support tool for the scheduling of manufacturing orders that synchronizes material flow, from raw materials to finished products, taking into account finite capacity constraints and respecting the sequencing rules. The solution ensures a higher delivery performance, increases your resource utilization and dramatically reduces inventory, work-in-process and lead times to improve your bottom line.

APP Viewer

Lawson M3 APP Viewer is for users that only need to view Advanced Production Planner results. Lawson M3 Advanced Production Planner is a powerful decision support tool for the manufacturing scheduling process.

Demand Planner

Lawson M3 Demand Planner is a powerful tool that supports a collaborative workflow for reviewing sales forecasts and capturing market intelligence. Dynamic grouping and data aggregation enable you to manipulate demand. Favorite views provide filtering and settings to guide users to their preferred information view. M3 Demand Planner supports the generation of more accurate one number consensus forecasts to improve delivery performance, reduce finished goods inventory and avoid product obsolescence.

Sales Budget Planner

Lawson M3 Sales Budget Planner is an optional add-on to Lawson M3 Demand Planner. It supports the sales budgeting workflow and enables customers to match predicted sales revenues with costs. Compared with repetitive forecasts, sales budgets are typically created with longer time spans and normally involve different users.
Supply Chain Planner
Lawson M3 Supply Chain Planner is a powerful decision support tool for supply chain planning on the tactical and strategic levels. It can be used by companies of all sizes—from those with a single site to those with complex global supply chains. The result is a financially optimized master demand and delivery schedule, stock-build plans and time-phased sourcing rules. M3 Supply Chain Planner improves the flow of materials through the supply chain in line with demand, increases partner loyalty, optimizes the stock mix, reduces capital tied up in inventories and improves your bottom line.

Global Capable-to-Promise
Lawson M3 Global Capable-to-Promise is a powerful tool for supporting your company and your customers in the daily order-promising process. It provides more reliable delivery times by taking all resource constraints into account and exploring all alternative supply possibilities. Using M3 Global Capable-to-Promise reduces uncertainties during order promising and reduces disturbances throughout the entire supply chain, from supplier to customer, improving your on-time delivery performance and bottom line.

Multi-Site Planner
Lawson M3 Multi-Site Planner is a powerful decision support tool for synchronizing the order flow through the supply chain from purchase orders to manufacturing and distribution orders. It helps you ensure that customer orders are filled on time by identifying potential material shortage situations and resource bottlenecks. Whether you have a simple or complex supply chain, Lawson M3 Multi-Site Planner provides you with the crucial visibility for determining customer order delivery consequences. Lawson M3 Multi-Site Planner improves delivery performance, customer satisfaction and your bottom-line profitability.

MSP Viewer
Lawson M3 MSP Viewer is for users that only need to view Multi-Site Planner results. The Lawson M3 Multi-Site Planner is a powerful decision support tool for the operational planning process.

Yield Optimizer
Lawson M3 Yield Optimizer is a planning tool for calculating the most profitable way to process raw materials or ingredients to meet demand. Lawson M3 Yield Optimizer is ideal for production units that have alternate processes and/or reverse bills of materials or recipes. It is ideal in situations where the usage of incoming raw materials or ingredients can vary according to factors such as grade, size and content. This includes slaughterhouses, poultry and fish processing plants, fruit and vegetable processing plants, sawmills and yarn spinners, for example. Lawson M3 Yield Optimizer generates production schedules in which the incoming raw materials or ingredients are synchronized against demand to maximize yield and profitability.

Lawson M3 Procurement
Lawson M3 Procurement efficiently supports all aspects of the procurement process. This includes choosing the right supplier by appropriate selection and evaluation, and establishing the correct commercial agreements. Requirements can be requisitioned or efficiently generated by the planning engine, with process support to ensure approval, acknowledge shipment and monitor progress. M3 procurement also includes flexible receipt methods and quality control, as well as integrated claims, invoice control and statistics to evaluate supplier performance.

The components in M3 Procurement streamline all aspects of your procurement process.
Purchase Delivery Schedules
Lawson M3 Purchase Delivery Schedules simplify the purchase process in repetitive delivery environments with close supplier relationships. Delivery schedules replace individual purchase orders and can be published or sent to suppliers with optional frequency. The degree of automation for the processing of delivery schedules can be freely defined, including full XML or EDI support for the exchange of business information. Constantly updated delivery schedules can also be published on the Internet for instant and easy access.

Purchase Order Processing
Lawson M3 Purchase Order Processing provides you with an indispensable tool for your daily procurement activities. It supports all purchasing activities including identifying what to buy, requisitioning, selecting suppliers, pricing, ordering, monitoring, obtaining shipment advice, and controlling transport notification, goods receipt, quality inspection, put-away, invoicing and claim handling. Each purchase activity is individually configurable, offering flexibility for customization and automation of purchase processes. Extensive monitoring features ensure control over all purchase activities and supplier delivery performance.

Request for Quotations
Lawson M3 Request for Quotations is a strategic purchasing tool that sets the scene for the logistics execution of delivery schedules, e-procurement, discrete purchase order processing and purchase requisitions. Requests for quotations are easily created for the purpose of agreement renewal or price inquiries for a range of products to one or several potential suppliers. Quotation replies from different offers are easily measured against each other, either on an item-line level or based on a bottom-line result. The output from the request for quotation process is valid supplier agreements that regulate agreed-upon conditions such as prices, discounts, lead times, delivery shares, priorities, quality standards, validity and more.

Supplier Evaluation and Statistics
Lawson M3 Supplier Evaluation and Statistics helps you evaluate and rate your suppliers using combined performance indicators where important factors such as delivery accuracy, product quality and invoice quality are considered. In-depth delivery time measurement functions provide accurate and extensive statistics about suppliers’ abilities to deliver as requested or as confirmed.

Lawson M3 e-Procurement
Lawson M3 e-Procurement is a web-based e-procurement application where you can simplify, automate and integrate many of the administrative tasks related to indirect procurement.

Achieve impressive time and cost savings by making the purchasing cycle for indirect products and services more effective, establishing preferred-supplier contracts that contain set criteria, and capturing relevant purchasing information at the corporate level to focus on strategic decision making.

Used as a stand-alone system or fully integrated with Lawson M3, our solution provides total support for all your internal and external e-procurement needs.
**Buy Center**
Lawson M3 Buy Center is the internal-facing module of Lawson M3 e-Procurement and it supports the employee self-service requisitioning processes through an easy-to-use web interface.

Employees can browse product catalogs, select items and submit their purchase requests. They can also request products not being in the product catalog, thus, all their purchasing requirements can be covered within the system. When a requisition is created, it runs through an authorization flow where, for example, the appropriate budget administrator is notified by e-mail and can authorize, forward or reject the requisition.

**Supply Center**
Lawson M3 Supply Center represents the external part of Lawson M3 e-Procurement, implementing the processes facing the suppliers. It forms a fully web-based, self-service interface for suppliers.

M3 Supply Center includes functionality for supplier agreement/contract management, content creation and content management, and also features an interface for daily order processing, requests for quotations and offers for suppliers.

**e-Procurement Business Center**
Lawson M3 e-Procurement Business Center supports the administrative processes for Lawson M3 e-Procurement. It focuses on three main processes: the setup of basic data for all entities such as companies, users, roles, and authorization workflows; the provision of a financial interface for viewing all purchase orders generated; and monitoring of daily application statuses.

Lawson M3 e-Procurement Business Center is a full web application with an easy-to-use interface.

**e-Procurement Design Center Tools**
Lawson M3 Design Center Tools gives the deployment engineer the ability to utilize a high-level development tool—Design Center—and a complete e-commerce platform to extend the business processes provided in the standard Lawson M3 e-Procurement (EPR) application. Design Center is usually used to configure the Lawson M3 EPR application, but with the workplace design tool license, the deployment engineer can make use of the entire product and technology platform to build new business functionality, thereby extending the Lawson M3 EPR application with special customer requirements.

**XML Application Adaptor EPR**
Lawson M3 XML Application Adaptor EPR offers flexible connectivity to ERP systems, suppliers and marketplaces. It provides a generic and well-defined XML-based interface for both inbound and outbound integration.

By integrating internal business systems and optimizing your internal business processes, you can achieve substantial time and cost savings.
Lawson M3 Manufacturing Operations

Lawson M3 Manufacturing Operations provides you the ability to define all aspects of the products that you produce and distribute, enables you to control and execute your manufacturing operations, and allows you to continuously monitor your performance through the integral production statistics. It can be used in organizations with both discrete and continuous process production. The solution not only supports the complexities of requirements such as traceability, laboratory and inspection control, it offers document management, sequencing, by- and co-product management, configured product management and attribute management.

Lawson M3 Product Data Management

Lawson M3 Product Data Management enables you to maintain, store and use all types of product-related data across the administrative processes in your organization. It provides support for the creation, storage and reuse of information about products including manufacturing structures, configuration rules, safety regulations, production costs and document information.

Engineering Change Management

Requesting and processing engineering changes affects most operations in an enterprise. Preparation, material planning and purchasing, product costing, production planning, and quality inspection are only a few of the many operations affected. These operations should all support the implementation of product changes while keeping costs and other negative effects to a minimum.

Lawson M3 Engineering Change Management (ECM) includes the necessary functions for the entry, distribution, authorization, final approval and implementation of your product changes.
Material Safety Data Sheet Management
Lawson M3 Material Safety Data Sheet Management enables you to create a material safety data sheet (MSDS) that contains the product safety and protection information required for handling dangerous materials. The data sheet contains basic information about the product and manufacturer, as well as safety and emergency measures. In addition, the data sheet can contain recommendations for transport and storage of these materials. In this way, the data sheet contributes to the correct and safe handling of dangerous materials at your company.

Product Data
Lawson M3 Product Data provides you with the ability to create, store and reuse information about your company’s products in the form of bills of material and routings. This information is the basis of any complete, well-functioning materials management and production activity control system.

All bills of material and routings are structured hierarchically. These structures are built level by level, based on available items and work-center information. You decide whether to maintain components and operations separately or together. You can also choose whether to process each material or operation independently or in a matrix format, with any number of components or operations at the same time.

Technical Document Management
Lawson M3 Technical Document Management can be used to define all types of documents used within your business—manufacturers' manuals, drawings, parts lists and so on. Technical documents can be linked to many different types of records in the M3 suite, including equipment, services, work orders, and manufacturing orders. Document revision control is also an important part of document management, as is the ability to control the location of and references to documents throughout an organization. Using the M3 technology, an electronic copy of a document can also be viewed.

M3 Technical Document Management saves you time by helping to ensure that the right document can be found at the right time. It increases safety by helping to ensure that the right version of the information is available.

Attribute Control
Lawson M3 Attribute Control is the optimal solution for all environments with graded products, enabling you to use attributes as a complement to item numbers. This allows you to minimize the number of items, structure the item information for your end customers and your company, and distribute a variant of an item throughout the supply chain without having to create a unique item for each variant. Sales and purchase prices can be calculated dynamically depending on attribute values, with support for attribute-based stock and statistics.

Product Configurator
Lawson M3 Product Configurator enables you to take sales orders for customized products and produce unique products for your customer. When products are defined, configuration rules are established and during entry of sales orders and quotations, the user works in an interactive rule-based question-and-answer environment. The tight integration between product definition and sales process enables you to offer the right product to the right customer, assure customer-specific sales prices and supply a lead time for each specific order. You can also distribute unique variants of complex products throughout the supply chain. All this without having to create a unique item for each configured order line.
Lawson M3 Manufacturing Execution

Lawson M3 Manufacturing Execution offers the tools needed to execute production plans, providing shop-floor personnel with the crucial information that they need to do their jobs. It supports material inspection, capacity requirements planning, manufacturing order scheduling and processing, time and attendance recording and the monitoring and analysis of production statistics.

Manufacturing Order Processing

Lawson M3 Manufacturing Order Processing delivers superior flexibility and an ability to execute so you can reach your full potential in planning, executing and controlling your production in different environments. It supports a wide range of different manufacturing environments and strategies. Lawson M3 Manufacturing Order Processing can combine with Lawson M3 Advanced Production Planner to provide you with a powerful system for production scheduling and execution.

Production Statistics

Lawson M3 Production Statistics enables you to monitor and analyze your business with quick and up-to-date analyses of production performance in a variety of dimensions. The solution can analyze cost variances, resource utilization, scrap and quality measures, lead time and operational efficiency. It enables you to make summarized and detailed analyses and average statistics on a monthly, quarterly and annual basis. Production statistics can be displayed as absolute numbers, variances and percentages of planned production.

Capacity Requirements Planning

Capacity requirements planning refers to the processes and the functions that are used to establish detailed production resource requirements and ensure that they match actual resource availability. This is done in several different units, allowing differentiation between areas such as labor and machine time. With Lawson M3 Capacity Requirements Planning you can process resource requirements and load for either planned or released manufacturing and maintenance orders.

Laboratory and Inspection Control

Lawson M3 Laboratory and Inspection Control manages your specifications and the information flow from request for inspection through reporting, follow-up and printout of lot certificates. It ensures that you perform the required quality inspections depending on the situation. It also stores inspection results for future follow-up.

Time and Attendance

Lawson M3 Time and Attendance efficiently manages all aspects of employee absence and hours worked. Apart from serving as a collector of data, M3 Time and Attendance offers many indispensable features. The solution provides direct information on all employees and displays up-to-the-second attendance balances, overtime and absence records. As information is always current, M3 Time and Attendance offers superior flextime administration.
Lawson M3 Financial Management enables you to access and utilize the crucial information that drives today’s business decisions. With M3 Financial Management you are able to capture, analyze and simulate critical trends based on your unique business goals and requirements.

Advanced functionality handles all aspects of financial accounting, budgeting, reporting, consolidation and transaction processing with the appropriate internal control. Financial Management helps save costs, eliminate redundancies, streamline activities and allow redeployment of assets to more profitable activities.

The solution supports international, cross-company, multicurrency and multilingual requirements, and its highly configurable structure can easily be tailored to meet local, regional, national and global business models.

The integrated components in M3 Financial Management are flexible, Internet enabled and designed to handle all aspects of financial management.

Lawson M3 Financial Controlling

Lawson M3 Financial Controlling comprises a set of modules for efficient analysis and measurement of the profitability of your business. It enables you to budget and forecast, compare with actuals and analyze variances at different levels in the business structure. This allows you to present detailed views of your organisation’s key result indicators.

Together the modules in the M3 Financial Controlling application offer an integrated, enterprise-wide approach, providing access to essential information needed for managing costs and making competitive business decisions. Integration with other M3 modules helps you to eliminate any information barriers between your business units. By supporting your core business processes in an efficient manner, the application delivers secure, online access to information without duplicating efforts in the organization.
Budgeting
Lawson M3 Budgeting plays a major role in helping your enterprise reach strategic, tactical and operational goals. A broad range of features is provided for defining performance objectives and supporting your asset focus.
As a sophisticated tool for planning enterprise profitability and supporting various aspects of an ongoing budgeting process, M3 Budgeting offers flexibility in budget creation, roll-ups, standard setting and reporting. Features include comprehensive budget analysis, multiple budget or forecast versions, multi-currency handling, budget integration to M3 Sales and Operational Planning and overhead expense control.

Cash Flow Management
Lawson M3 Cash Flow Management is an integrated forecasting, planning and monitoring tool for one of your most important assets, cash at the bank. It enables you to manage and control your global cash position, offering the information necessary for forecasting and monitoring both short-term and long-term sources and applications of your liquid assets.
With M3 Cash Flow Management, part of M3 Financial Controlling, you are able to optimize cash, minimize exposure and better manage your day-to-day cash activities. The configurable M3 Cash Flow Model is integrated with other M3 applications. Both future changes and historic trends as reported by other business processes can affect future liquidity positions and should therefore be reflected in the latest view of your forecast cash and bank balances. The cash flow forecast can be revised and stored per Cash Flow Model on a daily, weekly or periodic basis, with currency values reported in each version of the forecast supported by drill-down to the detailed business transactions.

Cost Accounting
Lawson M3 Cost Accounting is an essential tool for integrating and analyzing logistics and manufacturing operations. The solution generates sales, logistics and production-related financial entries across seven flexible accounting dimensions, such as account, cost center, product, customer, and project. This is the checkpoint and gateway for all logistics- and production-related financial entries that will be accounted for in the M3 General Ledger.
M3 Cost Accounting supports cost breakdown and analysis. By allowing you to distinguish between internal and external accounting transactions, business results can be viewed from varying perspectives. Advanced tools allow the allocation of costs and revenues to any of the seven accounting dimensions. These accounting re-allocations can be based on fixed shares or percentages, dynamic actual or budgeted values or quantities, or stored resource driver units.
Sophisticated cost analysis models can present flexed cost results based on actual levels of production or activity. One of the outputs from this analysis is revised costing rates, which can then be re-used in product or order costing.

Product Costing
Lawson M3 Product Costing is an invaluable tool for achieving cost effectiveness throughout your enterprise. Advanced functionality supports both traditional cost management and activity-based costing.
M3 Product Costing utilizes integration with other applications in the M3 suite to automate cost calculations based on cost drivers supported in material planning and financial management. The use of flexible, configurable costing models means that calculated costings are consistent with the current structures and routings of your business operations and activities.
You can retrieve, review and compare product cost-related information as well as trace costs on-line without generating excess paperwork or reports.

Once variances have been identified on any level it is then possible to drill down to the lowest level of detailed order number. This combination of product costing and order costing can be used as the basis of advanced contribution or profitability analysis.

**Multiple-Unit Coordination**

Lawson M3 Multiple-Unit Coordination allows you to mirror your existing global business legal and management structures by configuring M3 in a multi-site and/or a multi-company structure. A typical global business will have its core business processes spread throughout the world. Sales outlets may be located in every country; warehouses in strategic locations may support these selling units; production units may be centralized on one or two continents.

As part of the M3 Financial Controlling application, M3 Multiple-Unit Coordination enables enterprises collaborating in the supply chain to operate within the same M3 environment, sharing customers, suppliers, products and charts of account. Businesses in different locations and/or countries, with users working in different languages and reporting in different currencies can operate as a single efficient enterprise.

M3 Multiple-Unit Coordination simplifies planning, logistics, and accounting for inter-company transactions originating within the group. The solution also supports the operation of a shared service center, where common administration processes have been consolidated or centralized. The effectiveness of internal controls can also be improved by the increased visibility of financial processes.

**Risk Management**

Lawson M3 Risk Management is an integrated module which can help to minimize financial risk in accordance with your enterprise’s approach, policies and procedures regarding all elements of business risk. In the volatile world of international sales and global supply chains M3 Risk Management allows you to centralize and standardize internal controls over risk assessment, while also protecting corporate assets and transactions.

Part of the M3 Financial Controlling application, M3 Risk Management is an enabling module for various aspects of business risk assessment and reporting. It supports typical the assessment of trading risk, foreign currency exposure and customer debt collection risks. From the setting of credit limits in accordance with business policies to the configurable steps in the dunning cycle process, M3 Risk Management offers flexible and integrated support for the internal control processes that track, monitor and enforce your organization’s risk management policies.

**Time Accounting**

Lawson M3 Time Accounting allows you to record and invoice employee time spent on projects. Projects can be either internal or external, and for ease of use, project data can be defined per individual, task, time, day and activity type.

Part of the M3 Financial Controlling application, M3 Time Accounting enables individuals to access and record their time and expenses incurred on customer projects or on internally re-chargeable situations. Invoices and accounting entries can then be generated as part of normal accounting processes. Multiple levels of approval and authorization levels can be configured for project control, analysis and reporting in accordance with internal control processes.
Lawson M3 Financial Accounting

Lawson M3 Financial Accounting enables you to access and utilize the key financial information that should drive and support global business decisions. You are able to capture, analyze and investigate critical trends based on your unique business goals and requirements.

M3 Financial Accounting is one of the two financial applications in the M3 Finance Management product suite. The ten modules in M3 Financial Accounting are closely integrated around the core General Ledger module with its seven dynamic accounting dimensions. Integration means that the same financial data security model and rules apply throughout the application. This achieves a key financial goal of supporting a secure and accurate financial reporting process from one single database.

The application supports international, multi-company, multi-currency and multi-lingual needs. It is delivered with a highly configurable structure that can be implemented to meet local, regional, national and global business models and their related financial processes. M3 Financial Accounting can help you generate cost savings, eliminate inefficient processes and streamline period-end activities, allowing the redeployment of scarce human resources to more profitable financial activities.

The integrated components in M3 Financial Accounting efficiently support the core financial processes, from transaction processing to corporate financial accounting required by companies in the Make, Move and Maintain business sectors.

Accounts Payable

Lawson M3 Accounts Payable is a global, integrated core finance solution for processing all types of supplier invoices and payments efficiently and intelligently. The solution enables you to focus on the important payable activities such as efficient invoice approval according to internal control procedures and maximizing available cash discounts. M3 Accounts Payable offers the flexibility necessary for handling payment practices in the international marketplace, including the country variants of payment methods, such as electronic payments, drafts and checks. In addition, it supports multiple currency handling, supplier tax deductions and related year-end reporting requirements and the demands of financial shared-service centers.

The Accounts Payable solution is an integrated part of the entire “Procure-to-Pay” procurement cycle supported by the M3 Procurement application. It gives you required information on supplier and subcontractor performance, together with the transaction handling processes for invoices, credit notes and payments.

Accounts Receivable

Lawson M3 Accounts Receivable is a complete, integrated core finance solution for administering, monitoring and controlling customer debt, credit limits and related collection procedures. The solution processes complex transactions quickly and automatically, minimizing the need for manual processing and enabling you to focus on the key receivable activities, such as credit monitoring and timely collection of outstanding invoices.

Flexible options enable you to configure M3 Accounts Receivable to match your organization’s processes and procedures, wherever in the global business world you may be located. For example, the solution handles the many types of payment variant used in international trade, including electronic bank transfers, direct debiting, drafts and checks. In addition, M3 Accounts Receivable satisfies the demands of a flexible shared service center, with multi-division credit management over shared customers, together with local rules for payment terms and debt collection processes, that can be applied as needed.
Current Assets
Lawson M3 Current Assets is a complete, integrated finance solution for inventory and investment valuation that complies with both globally and locally accepted accounting standards and rules. In simple terms, current assets such as inventory, trade debtors and creditors have to be valued at whichever is lower, their cost or “today’s” net realizable value.

M3 Current Assets enables you to value inventory stored in the integrated stock history file using methods and bases allowed under local and international accounting standards such as IFRS and US-GAAP. These asset valuations can be processed as part of the normal period-end accounting and reporting processes supported by Lawson M3 Financial Accounting.

Fixed Assets
Lawson M3 Fixed Assets is a comprehensive asset accounting module that enables you to meet the preferred accounting and tax strategies for your enterprise. You are able to administer, track and control your investments in property, plant and equipment throughout your global business. Operating entities in the organization can also be charged with a periodic internal cost of capital calculation, based on the value of enterprise assets that they are utilizing.

M3 Fixed Assets is an integrated part of M3 Financial Accounting, which means that the same data security model and rules that apply throughout the M3 Applications can be applied to this module. M3 financial integration means that the Fixed Asset module can be used to update the M3 Financial Budgeting module with planned depreciation for next year.

M3 Fixed Assets helps you improve and control the accessibility and flow of asset information. The module supports the asset life cycle from purchase or construction to eventual disposal or sale, using a configurable fixed asset record to provide access to relevant information, such as date of acquisition, physical inventory, current location, insurance details and tax written-down values.

General Ledger
Lawson M3 General Ledger is the core module in a comprehensive solution to support your financial controlling, financial accounting and financial reporting requirements, at both the local subsidiary level and internationally.

The M3 General Ledger is designed to support legal and management financial reporting at both the company (global) and division (local) level. Local users operate only in their own specific divisions, but central users may need to aggregate financial information across many geographically diverse local divisions. Multi-currency reporting and multi-language support are features of our international solution.

M3 divisions can use a common chart of accounts that has been defined centrally, a centrally controlled chart with local exceptions, or even their own local chart of accounts. Each division maintains an accounting calendar, with division specific posting options and processing rules and supported by division specific views of local financial data.

M3 General Ledger delivers to your organization cost-effective internal controls, and efficient periodic processing routines, with accurate and detailed reporting capabilities. The integration of the M3 application suites allows an accounting transaction in the General Ledger to be traced back to its original source. These business transactions are reported and controlled in one common database.
**Group Consolidation**

Lawson M3 Group Consolidation can be used to transfer actual or budget financial information from a subsidiary division into another Movex division or company. The transfer can be made in either the local currency of the subsidiary division or the reporting currency of the parent division. Exchange rate translation follows the accounting principles laid down by International Financial Reporting Standards (IFRS) or U.S. Generally Accepted Accounting Principles (GAAP).

Subsidiaries working with their own local chart of accounts for legal purposes can use the chart of accounts conversion table to translate their financials to the chart used in the parent. For efficient consolidation of financial data you can determine the level at which local accounting information should be summarized for statutory group financial reporting.

Once the transferred data from each subsidiary is updated into the parent division general ledger, existing functionality in M3 General Ledger and M3 Report Writer can be used for efficient financial reporting and accounting. This includes the elimination of intercompany balances, consolidation journal entries and traceability of each subsidiary’s transactions, now consolidated into the parent.

**Report Generator**

Lawson M3 Report Generator enables you to create, use and distribute customized financial reports and financial information views. Any report format can be accommodated and all data can be transformed into relevant management information. The M3 financial reporting application is multi-dimensional, multi-currency and multi-divisional, allowing accounting dimensions (including division) to be used in both report columns and report rows and cells.

As the M3 Report Generator is an integrated part of M3 Financial Accounting, the common data security model that is used throughout the M3 product line also applies to this module.

Reports can be created centrally for common use in each local division, central templates can be used to create local versions and amended as necessary, or unique local reports can be added by local users. Report templates can also be copied between different M3 companies and divisions as needed.

Using the structured financial data stored in the M3 financial balance keys; you can retrieve the most relevant view of ledger information for reporting. Reports can be produced in multiple formats, including paper, in Excel, and sent as a PDF attachment via e-mail. From the online report enquiry users can drill down into the supporting detailed transactions.

**Tax Management**

Lawson M3 Tax Management is the complete, integrated solution that enables centralized administrative control of the myriad of local tax rules and reporting requirements in the global business world. The module helps to ease the burden of tax compliance, providing comprehensive tax information, including Intrastat and Extrastat, to support your operations in the highly complex world of transaction taxation and reporting.

M3 Tax Management is part of the M3 Financial Accounting application, supporting VAT, sales tax processing and the many alternative methods of transaction taxation. Various tax calculation methods are featured, including single rate, combined rates and chained rates. Tax tables can be created and updated (as tax rates change), or in complex sales tax situations, a standard interface to third-party tax software can be configured.
**Automatic Recording of Bank Statements**

Lawson M3 Automatic Recording of Bank Statements processes, translates and transfers electronically received bank statements, payment specifications and other available payment information. Customer and supplier payments can be allocated to open items, using information per received payment, which can be well structured or received in plain text format. Auto-recording will significantly reduce transaction processing time spent allocating payments to open ledger items, thereby releasing scarce resources into more profitable activities.

Lawson M3 Automatic Recording of Bank Statements is an integrated part of M3 Financial Accounting, which means that the same data security model and rules that apply throughout the M3 product line apply to this solution. In addition, once bank statements have been received and processed, the M3 General Ledger, Accounts Payable and Accounts Receivable are updated, controlled and reconciled.

**ADC Application Adapter for Supplier Invoices**

During the process of scanning, interpreting and verifying supplier invoices, relevant information is retrieved by the Lawson M3 Third-Party Application of Readsoft’s “Document for Invoices” and then transferred to the M3 Financial Application with the M3 ADC Application Adapter.

This adapter is used as the generic interface to transfer supplier invoice data from the third-party application, load the extracted data into the appropriate M3 (Movex) databases and initiate the start of the supplier invoice entry, update and approval process supported by M3 Accounts Payable.

The supplier invoice entry function validates the received data, verifies it according to certain conditions and rules, and then updates both Accounts Payable and General Ledger in M3 Financial Accounting. In addition, the adapter sends a unique document identifier to wherever the data image has been stored. In M3 Accounts Payable it is then possible to retrieve and display a specific invoice image whenever necessary, to facilitate the subsequent invoice approval workflow for each and every connected transaction.

**Documents for Invoices**

The answer may seem obvious, but with the Documents for Invoices, a third party software from Readsoft, a computer actually can read. The software can identify text in a document and generate transactions into a receiving system. The text can be either typed or handwritten. The text can be taken from a scanned image, from a fax server or from a PDF document in an e-mail.
Lawson M3 Business Process Management

The M3 Business Process Management suite provides companies the means with which to connect, configure and customize the M3 system in a simple and straightforward manner. This suite permits the customization of role-based portals and user interaction, application-to-application integration and business-to-business communication. It is designed to meet customers’ enterprise needs for business process modeling.

Lawson M3 IBrix Design

Lawson M3 IBrix Design is used to build composite and web-based applications and make them available in a variety of environments, such as PDAs, pocket PCs and user portals. By reusing and combining functionality from the M3 Enterprise Management System and other sources, it extends the product lifespan of existing applications and improves the user experience.

Unlike other solutions that must extensively modify the business logic of existing applications, Lawson M3 IBrix simply combines existing disparate information and functionality and puts them into new contexts. This makes it easier to create specialized applications with tailor-made user interfaces that achieve optimal usability for specific roles and tasks.

IBrix Design Studio

Lawson M3 IBrix Design Studio is used to create and customize user interface components for M3. M3 Design Studio includes powerful generators and graphic visualization tools to design panels and other graphic components.

This makes it easy for developers to create applications with customized user interfaces that achieve optimal usability for specific roles and tasks according to the IBrix programming standard.
IBrix Adapters
Lawson M3 IBrix Adapters are used to enable communication between M3 Workplace and M3 or other data sources. With IBrix Adapters, users are able to retrieve and display data more easily. Users will also be able to send data from the IBrix application. The possibilities available vary with the adapter types that customers choose for their solution.

Information Engine Modeling Tool
Lawson M3 Information Engine Modeling Tool is a powerful developer’s tool used to design information models. The tool can collect data from one or more databases and present the results (a data set) in the form of lists, pie charts or bar charts.

With M3 Information Engine Modeling Tool data can be combined and connected to any database that supports ODBC or JDBC, such as the M3 database, other databases and Excel spreadsheets.

Lawson M3 Web Services
Lawson M3 Web Services is a framework that provides web service interfaces for application functions within the core Lawson M3 product line. The services are designed using a simple web service design tool that reuses existing application functionality and presents the service ready to be used from any application, in any programming language, with any operating system.

M3 Web Services enables the creation of M3 services for use in combination with services from other sources and the M3 IBrix Design application to create composite applications. Lawson M3 Web Services is particularly suitable for companies using Lawson M3 that wish to develop their own integrated applications without the cost and maintenance implications of more invasive development techniques.

Web Services Studio
Lawson M3 Web Services Studio is a development tool that provides the ability to design web service interfaces for M3 modules. The generated Lawson Web Services artifacts encapsulate traditional M3 functionality and provide new abilities to be used in a wide range of situations and technologies, such as IBrix Design components, composite applications and application integration.

Lawson Web Services Studio supports standard-based methods. It takes advantage of a foundation for distributed applications that is emerging through the open standards developed by major vendors such as IBM and Microsoft.

Web Services Adapters
Lawson M3 Web Services Adapters give the created web service artifacts the ability to connect and interact with applications and data sources. There are three adapters supported and they all are represented by own add-ins in the M3 Web Services Studio.

Lawson M3 Application Program Interface
Lawson M3 Application Program Interface is a set of interactive, client/server software interfaces to Lawson M3 that provides a standardized way of integrating other software applications.

M3 Application Program Interface is based on and reuses the application logic within M3, ensuring the integrity of the data and process. It is delivered, complete with external definitions and documentation, with the M3 Application Program Interface Tools.
Application Program Interface Tools

Lawson M3 Application Program Interface Tools provides developers the ability to create inbound and outbound application program integration. M3 Application Program Interface Tools include run-time objects and utility programs that support building, testing and documenting APIs in a simple and efficient manner.

External Program Connector Tools

Lawson M3 External Program Connector Tools is a toolbox that provides developers with the tools to interface Lawson M3 to external programs through the Lawson M3 External Program Connector. This enables M3 functions to send requests with pre-defined parameters to external programs that have a callable interface.

Application Component Connector

Lawson M3 Application Component Connector enables both inbound and outbound application program interfaces (API) for the M3 suites. A connector is mandatory when connecting M3 through M3 Enterprise Collaborator, M3 Web Services, M3 Application Programming Interface, M3 External Program Connectors or any other external integration tool.

Lawson M3 Enterprise Collaborator

Lawson M3 Enterprise Collaborator is a business integration solution for the M3 product line that provides message-based integration with other applications. Unlike system integrators that only supply a technical framework that must be heavily adapted, the Lawson solution enables simpler business process collaboration within and across enterprises.

Enterprises today require far more complex collaboration within and across enterprises in order to be more efficient and create real value for end customers. Business integration is normally required in order to streamline the information flow between all the information systems within the value chain, and thus enable efficient business process collaboration.

Enterprise Collaborator Server

Lawson M3 Enterprise Collaborator Server is a message broker service that routes and processes both inbound and outbound business messages where the M3 is active on one or many nodes. It provides a standardized, structured way of exchanging information between applications. M3 Enterprise Collaborator Server manages the macro flow of message treatment as well as the micro workflow of business application service requests.

Enterprise Collaborator Tools

Lawson M3 Enterprise Collaborator Tools is the design studio where mapping of business messages to and from the M3 system is defined and maintained. The mapping of the business is a description of how an arbitrary-input XML schema is transformed into an output-target XML schema. With the graphical mapping tool developers can connect inbound with outbound messages, making integration simple.

Business Messages

Lawson M3 Business Messages are standardized and preconfigured business messages that facilitate efficient integration and quick deployment. The business messages are delivered in a flexible XML format which makes them easy to customize using M3 Enterprise Collaborator Tools.
**Lawson M3 EDI Management**

Lawson M3 EDI Management is a powerful EDI technology which offers end-to-end integration with primary external trading partners. It is a secure and scalable integration broker that processes business messages. It manages many formats, including all variants of XML and EDI.

**EDI Business Messages**

M3 EDI Business Message is a preconfigured EDI messaging application that interprets EDI messages generated by major EDI implementation guides including EANCOM, ODETTE, and VICS, as well those of GM and Wal-Mart.

This off-the-shelf readiness also enables faster and more secure message implementation, since the implementation project can concentrate on business process support instead of technology and transformation development.

**AMTrix Syntax and Communication Server**

AMTrix Syntax & Communication Server is third-party software from Axway that provides the M3 product line with a powerful EDI syntax and communication server. The server boasts strong transformation and validation features for EDI-based interchanges between partners. The server manages the transformation, routing and communication of both inbound and outbound EDI messages for a variety of message and communication protocols. All major standard EDI formats are supported, as are other proprietary formats. The solution supports several communications protocols.

**Lawson M3 Adaptation Kit**

Lawson M3 Adaptation Kit is a powerful development studio that is used by certified developers to create and customize Lawson M3 technical components. It is well integrated with other M3 customization tools like IBrix Design Tool, Information Engine Tool and is connected to the life-cycle tool M3 Environment Manager.

M3 Adaptation Kit is based on and integrated with Eclipse, an open-source framework for integrated development environments.

**Adaptation Kit – Standard Edition**

Lawson M3 Adaptation Kit – Standard Edition is a version of the M3 Adaptation Kit that targets basic Lawson clients. It allows certified developers to debug and undertake customizations in selected areas of their M3 installation.

**Adaptation Kit – Professional Edition**

Lawson M3 Adaptation Kit – Professional Edition is a version of the M3 Adaptation Kit that targets Lawson’s accredited partners and advanced clients. It allows certified developers to debug and undertake customizations in most areas of their M3 installation.
System Foundation

System Foundation provides and manages the essential applications and functions necessary to run and operate the M3 system. It combines an industry-standard, open run-time environment with tools for managing deployment, security and performance for all M3 applications.

M3 System Foundation centralizes all administrative activities involved in managing the system, reducing the cost of ownership, simplifying or eliminating non-value-added maintenance tasks, and optimizing the use of expensive computing resources.

Application Foundation

Application Foundation can be considered “the heart and spine” of the M3 system. It is where most business transactions are processed and is the central hub for common services that are used in other M3 components. M3 Application Foundation is designed and implemented in a multi-layered architecture using open standards and industry-leading middleware. It consists of signature runtime features that ensure scalability, security, transaction integrity, traceability and system monitoring.

M3 Application Foundation also includes tools to simplify traditional application maintenance and administration.

Business Engine Foundation

Business Engine Foundation is the M3-optimized Java application server that distributes processes and provides the business logic with common maintenance services and monitoring tools. It also provides simple administration and scalability in a single-server environment for all certified platforms.

Key strengths of the M3 Business Engine Foundation include its ability to separate and tune different types of workload to match each client’s demands on the runtime environment, its robustness and scalability of the transaction server and its HTML-based monitoring tool, the ServerViewer.
Environment Manager

Environment Manager features the life-cycle functionality necessary to control, configure and maintain the M3 system at the client site. M3 Environment Manager allows clients to install, upgrade and manage service packs, temporary fixes, languages and other central components in the M3 system environment. The run-time environment can be configured to control different combinations of companies, divisions, languages and adoptions in relation to client-, market- and customer modifications.

The M3 Environment Manager provides traceability for the M3 components and status logs over all changes made in the system. It also has a connection to the incident reporting system.

Job Scheduler

Job Scheduler is a framework that allows standard M3 reports or batch functions to run automatically, according to a predefined schedule or timetable. This module includes functions to set up, schedule, execute, monitor and log tasks.

Companion

Companion contains user-oriented online documentation and is intended primarily for Lawson’s business consultants and super users. All the help and scenarios are described from a process-based perspective to ensure coverage and cross-functional abilities.

Field Audit Trail

Field Audit Trail enables clients to trace change history, a function configurable for all data in the M3 system. It is used to trace selected information that in a specific implementation is considered sensitive. M3 Field Audit Trail provides information on function used, user, before and after values, key attributes, date and time, and affected table and column. The information on the changes is saved in dynamic logs, based on number of days or number of changes, for example.

Metadata Publishing Tool

Metadata Publishing Tool is used to explore the data structures and relationships in the databases. With it, you can view M3 metadata—that is, tables (files) and columns (fields). It is also possible to see relationships between programs as well as track the programs that call a certain program or the programs that a certain program calls.

You can also compare different versions of M3 to one another to see differences in the data structures. M3 Metadata Publishing Tool is an invaluable tool to implementers, developers and documenters. It can also be used by auditors when reviewing data integrity within the system. The information can readily be exported to a Microsoft Excel spreadsheet.
Workplace Foundation

Workplace Foundation consists of a set of services and features that provide M3 Workplace with administration tools for users and roles, maintenance of style sheets and themes, access and security settings (including LDAP, Lightweight Directory Access Protocol connectivity) and a menu tree repository. M3 Workplace Foundation also includes Workplace translation and multi-language functionality.

Workplace

Workplace is the portal environment for M3 users, exploiting web technology in order to expose a role-based user interface. This user interface is personalized to individual end users according to predefined models supporting the company’s business processes. It also boasts graphical themes to create optimal usability. Generic workflow models can be modified and extended with other software components in order to support a workflow that is specific to any individual situation. M3 Workplace can act as a container to any content or application, making it the natural interaction point for employees as well as for customers, suppliers and other business partners.

Web Application Foundation

The M3 Web Application Foundation is based on IBM WebSphere Application Server and provides a leading application server for the e-Commerce and M3 Workplace solutions. IBM WebSphere Application Server provides powerful web application services for transaction management, security, clustering, performance, availability, connectivity and scalability.

WebSphere Application Server

WebSphere Application Server is the third-party software from IBM that provides the M3 product line with a robust and powerful application server. WebSphere Application Server leverages Java 2 Enterprise Edition (J2EE) and the web services application platform to help build, run, integrate and manage M3 solutions.

A key strength of WebSphere Application Server is that it allows services to run in a reliable, scalable, and highly available environment, helping ensure that business opportunities are not lost due to application downtime.

WebSphere Application Server Network Deployment

WebSphere Application Server Network Deployment is the third-party software from IBM that provides the M3 product line with a robust and powerful application server. WebSphere Application Server leverages Java 2 Enterprise Edition (J2EE) and the web services application platform to help build, run, integrate and manage M3 solutions.

In addition to all of the features and functions within the core WebSphere Application Server configuration, WebSphere Application Server Network Deployment delivers exceptional deployment services that include near-continuous availability, clustering, edge-of-network services and web services that can operate across different application frameworks.
Output Solutions

Output Solutions provides clients with a powerful output solution supporting printers, fax, e-mail and PDF production for a pre-configured, extensive M3 layout repository. Unlike traditional print solutions that have static layouts, no flexibility and are hard to implement, maintain and use, Lawson has together with StreamServe created a solution that enables a very fast implementation time and a way to easily format and distribute any business document.

Layout Repository

Layout Repository is a package of over 900 pre-configured layouts for immediate use or for use as templates together with the StreamServe Base Package for Lawson M3. This enables you to efficiently print attractive documents from M3 without having to devote time and effort to creating layouts, meaning both time and cost savings.

StreamServe Base Package for Lawson M3

StreamServe Base Package for M3 is built on an OEM version of StreamServe software. It includes functionality for printing (including server, tool and design, and control center), fax, e-mail (PDF included) plus a StreamOut ODBC connection.
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 is headquartered in St. Paul, Minn., U.S., and has offices around the world.

Visit Lawson online at www.lawson.com.

Legal Notices: Lawson® may change this document or the product described herein without prior notice. The document does not form any binding undertaking and may contain technical inaccuracies or printer’s errors. It is also possible that the document contains information on products that are not available in all countries.

Trademark and Copyright Notices: All brand or product names mentioned herein are trademarks or registered trademarks of Lawson, or the respective trademark owners. Lawson customers or authorized Lawson business partners may copy or transmit this document for their internal use only. Any other use or transmission requires advance written approval of Lawson.

© Copyright 2006 Lawson Software. All rights reserved.
Headquarters: USA
380 St. Peter Street
St. Paul, MN 55102-1302
Tel +1 651 767 7000
info@lawson.com

Regional Offices:

Americas
Brasil, Chile, Canada,
Mexico, Honduras,
United States, Venezuela

United States
Tel +1 651 767 7000
info@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
infoandscandinavia@lawson.com

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

United Kingdom
Tel +44 1344 360273
Fax +44 1344 868351
info西北欧@lawson.com

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

Germany
Tel +49 2103 89060
Fax +49 2103 8906 199
info中央欧洲@lawson.com

Southern Europe
France, Israel, Italy,
Portugal, Spain

France
Tel +33 1 34 20 80 00
Fax +33 1 40 29 25 07
info中欧@lawson.com

www.lawson.com