



Lawson Value Assessment Shows You Opportunities ... and the Solutions to Seize Them

It takes calculated decision-making to succeed in business. Especially when the stakes are high. That's why the best senior executives do their homework before any software upgrade or implementation decision.

Lawson Value Assessment is the fast and focused way to **identify untapped time- and money-saving opportunities within your organization**. The process also reveals the Lawson solutions best suited to help you reach your business goals.

Undergoing a Value Assessment lets you see the value any software upgrade or new implementation can potentially add. As a result, you may move forward with confidence, and an upgrade or implementation plan in place.

How Value Assessment Works:

In four to six days at your site, our experts work with your senior management to gather enough data to provide you a quick, yet comprehensive, assessment of the value of the business benefits you will get by implementing industry best practices supported by Lawson enterprise software. Together we map, target and plan the opportunities which we are equipped to present to your organization's key decision makers within three weeks.

A Value Assessment Is Fast And Focused

Four to six days total on site!



Two to three weeks elapsed time!

**Headquarters:****USA**

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

Regional Offices:**Americas**

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

United States

Tel +1 651 767 7000
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
inforordic@lawson.com

Northwestern Europe

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

United Kingdom

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

Central Europe

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

Germany

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

Southern Europe

France, Israel, Italy,
Portugal, Spain

France

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

www.lawson.com

The Lawson Value Assessment Process Includes:

- **Executive Alignment:** We interview executives to determine alignment among future initiatives, strategy and objectives.

Then, using our proprietary Opportunity Analyzer (OA) tool, we gather the information required to provide you with the following information.

- **Opportunity Targeting:** Identifies, values and targets business improvements.
- **Industry Focus:** Reveals the database and process for focusing on industry Key Performance Indicators (KPIs), best practices, processes and software.
- **Financial Analysis:** Captures individual opportunities and automatically calculates effect on company financials.
- **Value Driven Project:** Provides a plan for achieving business improvements and prioritization of project initiatives.

Enterprise Software Questions Answered

A Value Assessment lets you know exactly how your investment in any software upgrade or new implementation can support you in achieving corporate objectives. It also shows you how a new system can help increase revenues, reduce operating costs, or improve your use of working capital.

After we conduct a Value Assessment, you'll know the KPIs and best practices you'll need to use to benchmark competition and drive process improvements. Plus, you'll understand how to identify, rank and prioritize your optimal improvement opportunities.

Added Value Assessment benefits include a clearer picture of how you can quantify the financial and non-financial benefits of upgrading or implementing a new system. In addition, you'll know how to calculate the return on investment for your software investment.

Lawson Value Assessment Adds Knowledge

Your investment in Lawson Value Assessment will help you make the most informed enterprise investment decisions for your organization. The process reveals the benefits, business process improvements, themes, targets, and initiatives your organization may achieve. Best of all, Lawson Value Assessment provides you with a comprehensive solution in the form of an Enterprise software applications roadmap to business success.