



## North American Tile Distributor Signs Multi-Suite Contract with Lawson Software

**Anatolia Tile will use the Lawson M3 application suite to improve customer service and support its aggressive growth plans**

**ST. PAUL, Minn., Nov. 20, 2007** – Lawson Software (Nasdaq: LWSN) today announced that Anatolia Tile licensed the Lawson M3 Enterprise Finance Management and Supply Chain Management suites within the Lawson enterprise software solution for the distribution sector. The wholesale tile supplier and distributor will use the Lawson applications to help manage its rapid growth and improve customer service by increasing inventory availability and visibility. The contract was signed during the first quarter of Lawson fiscal year 2008, which ended August 31, 2007.

Based in Thornhill, Ontario, Anatolia Tile provides ceramic and stone products, and offers complete logistics services to client facilities. With 300 customers and 50 employees, Anatolia operates a 275,000 square foot distribution center that houses more than 75 million square feet of product. Anatolia's logistics services enable organizations to ship a variety of products from around the world with delivery to anywhere in North America within a few days.

"After comparing several business software vendors, we felt the Lawson M3 suite offered a perfect combination of well-designed features, advanced functionality and a simple, easy-to-use interface," said Bekir Elmaagacli, managing director of Anatolia Tile. "The Lawson user interface looks similar to Microsoft Windows software applications, which will help us minimize user training time."

Specifically, the Lawson M3 Distribution Order Processing application, part of the Lawson M3 Supply Chain Management suite, will help Anatolia Tile better control inventory flow across its entire organization. Since the company works with multiple partners, suppliers and distributors, the application will help streamline this process and help improve overall warehouse and transportation management. A built-in calendar feature within the Lawson M3 solution will help Anatolia better control planning and scheduling, helping the company reduce transportation costs while ensuring reliable, on-time delivery.

Anatolia Tile plans to use the Distribution Order Processing application within the Lawson solution for the distribution sector to automatically capture all financial and statistical transactions, from initial orders to shipment and receipt. The automation of these daily processes will help give Anatolia Tile executives greater insight into, and control over, company operations so they can make better business decisions.

The Lawson M3 applications will replace Anatolia Tile's legacy business

**Headquarters:****USA**

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

**Regional Offices:****Americas**

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

**United States**

Tel +1 651 767 7000

**Asia**

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

**Singapore**

Tel +65 6788 8769  
Fax +65 6788 8757

**Australia & Oceania**

Australia, New Zealand

**Australia**

Tel +61 2 8437 5600  
Fax +61 2 8437 5699

**Northern Europe**

Denmark, Estonia, Finland,  
Norway, Sweden

**Sweden**

Tel +46 8 5552 5000  
Fax +46 8 5552 5999

**Northwestern Europe**

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

**United Kingdom**

Tel +44 1344 360273  
Fax +44 1344 868351

**Central Europe**

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

**Germany**

Tel +49 2103 89060  
Fax +49 2103 8906 199

**Southern Europe**

France, Israel, Italy,  
Portugal, Spain

**France**

Tel +33 1 34 20 80 00  
Fax +33 1 40 39 25 07

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

system and provide a platform for the company's aggressive growth plans. Anatolia Tile plans to open a new distribution center and a manufacturing facility in the next two years. The company expects that the efficiencies gained through the Lawson system will help it achieve its goal of doubling revenues in the next two years without the need to hire additional employees.

"The inability to accurately track a broad range of products while ensuring efficient and effective delivery is a key barrier to growth for distributors," said Julian Archer, marketing director of Lawson. "Our software and services address these challenges by providing a proven, scalable platform to help distribution companies drive cost-effective growth."

**About Lawson**

Lawson provides software and service solutions to 4,000 customers in the manufacturing, distribution, maintenance and service sector industries across 40 countries. Lawson solutions include enterprise performance management, supply chain management, enterprise resource planning, customer relationship management, manufacturing resource planning, enterprise asset management and industry-tailored applications. Lawson solutions assist customers in simplifying their businesses or organizations by helping them streamline processes, reduce costs and enhance business or operational performance. Lawson is headquartered in St. Paul, Minn., and has offices around the world. Visit Lawson online at [www.lawson.com](http://www.lawson.com).

**Lawson:**

Joe Thornton: +651-767-6154  
[joe.thornton@us.lawson.com](mailto:joe.thornton@us.lawson.com)

**Weber Shandwick:**

Jenny Myers: +1-217-649-2965  
[jmyers@webershandwick.com](mailto:jmyers@webershandwick.com)

**Forward-Looking Statements**

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