



Happy New Year! Please take some time out of your busy schedule and grab a cup of coffee and read the following updates. You may also share this with your membership.

- **NEW** – Lawson S3 Technology Blog: With so much happening in the world of Lawson S3 technology these days, Matthew Allbee and Keith Knuth needed a way to communicate all the details to you! So welcome to the following blog on everything related to Lawson technology. In the coming months, you will find articles, videos, and examples of how Lawson Software can be used in your business to make life simpler and get work done faster. We hope you will subscribe to get regular updates from us. Just go to the following: <http://lawsons3tech.com>
- **Micro Focus No Charge Licensing – Operating System Change and 120 Day Systems Migration:** Lawson and Micro Focus have amended the Lawson and Micro Focus contract. The amended contract now allows Lawson to offer its Lawson S3 customers no charge operating system changes and 120 day no charge Micro Focus licensing for a second Lawson S3 environment used during an operating system changes or hardware migration. Lawson S3 customers now have 120 days no charge Micro Focus licenses to migrate their systems compared to the previous 30 days limit. To take advantage of the Micro Focus no charge licensing, Lawson S3 customers must complete a Micro Focus license addendum.

The 120 days no charge period begins the day that the Micro Focus no charge license addendum is signed. If a Lawson S3 customer needs greater than 120 days to migrate their systems, then after the 120 days limit expires they will be required to rent licenses from Micro Focus directly until their systems migration is complete.

Both the operating system change and 120 day systems migration Micro Focus licensing are no charge to Lawson S3 customers. All Micro Focus licensing and pricing methodologies for new Lawson S3 customers remain in effect. The Micro Focus operating system change and 120 day systems migration no charge license addendum is available from your Lawson License Specialist. Please contact your Lawson License Specialist for more details.

- **NEW – Lawson What's New Documents:** The following What's New Documents can be found on MyLawson --> New Announcements on the Home Page and you can search via the KB:
 - What's New in LSO for S3 10
 - What's New for Lawson Learning Accelerator
- **NEW – Lawson Statement of Direction:** The following What's New Documents can be found on MyLawson → Products and Services → Statements of Direction:
 - Lawson AP Automation
 - Lawson Operational Cash Management
- **What's the latest on S310?** During the week of 1/23, members of our Product Management, Product Development and Consulting Services teams will lead a series of 5 customer webinars over 5 days. The theme for the week will center around "Preparing for Lawson S3 10" and will provide deeper dives into all the tasks customers could be doing right now to prepare their organizations for when the Lawson S3 10 Upgrade programs are made Generally Available in May 2012. Marketing has already started sending out invitations and will be continuing. These sessions will also be recorded and posted on MyLawson.com for those customers who are unable to attend.



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We will continue to evolve our communications so that you are fully informed on what it will take to upgrade to Lawson S3 10. "Getting to Lawson S3 10" will be a major theme of the Winter Showcase in early February and of course out in Denver at Inforum 2012 in April. Product Management will continue to provide regular updates at all the upcoming user group meetings through the winter, spring and summer.

- **Interested in S3 10 Beta Opportunity?** If you are interested in finding out what the requirements are to participate in our S3 10 beta opportunity, please reach out to Hans Mueller directly for more information. hans.mueller@lawson.com
- **Lawson Winter Showcase:** We've had a great response from our customers to the upcoming Winter Showcase February 7-9, 2012 in St. Paul. We currently have over 100 attendees representing 48 different customers registered for this event. Please consider this event as we still have space available on February 7 and February 9 (February 8th sessions are full). We are excited to share the Lawson roadmap, demo of our new products and enhancements, and provide a hands-on experience to the attendees. Please visit: <http://forms.lawson.com/forms/showcase> to register for the event and for an updated agenda that includes: Office of the CTO, Technology and Analytics, Human Capital Management and Supply Chain Management suites.
- **Inforum 2012:** Inforum, formerly known as CUE, is just around the corner. The dates are 22-25 April 2012 and the location is Denver, Colorado. The registration site and session proposal is live and available to you now! If you are interested in participating in panel discussions, sharing your success stories and providing new ways of how you are utilizing our applications, please consider submitting a session proposal.
 - **NEW – Lawson Consulting Services:** Lawson S3 Consulting Services: To support Lawson's investment in our customers, we continue to advance our capabilities to help ensure your success. By utilizing Lawson Consulting Services, customers have access to a single source of reliable and certified consultants that use proven best practices and methodologies to help ensure a faster time to value. We look forward to working with you and to continue to grow our partnership. Please contact your Client Services Executive to learn more about our capabilities and offerings!
 - **NEW – Lawson S3 10 Planning Sessions:** In an effort to help our customers with the transition to Lawson S3 10, Lawson Consulting Services will be providing Planning Workshops. These workshops have been designed to assist customers depending on their size, complexity and the amount of assistance required. These sessions will be offered at Inforum and will be offered at Inforum and upcoming user events. Please sign up today!
 - **NEW – Prebuilt Lawson S3 10 Smart Office Canvases:** With the announcement of Lawson S3 10 and decommission of Lawson Portal and LID, we are making it easy for our customers to begin preparing for their transformation to Lawson S3 10. As one of the first steps, we are encouraging our customers with experienced users, to start realizing the productivity gains achieved through the implementation of Lawson Smart Office. In an effort to simplify the implementation, Lawson has a packaged service offering that includes; prebuilt canvases, Consulting Services and training at a low fixed price.
 - **NEW – Lawson S3 10 Security:** In preparation for Lawson S3 10, customers should also be planning their migration to Lawson Security. Customers should be using this opportunity to establish true "role based" security as opposed to simply migrating their "old" LAUA security, which can also be cumbersome to manage. With that said, Lawson has developed an offering, Security Accelerator, that is designed to quickly



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implement role based security through the use of predefined security classes. These security classes were built base on industry best practices and can help reduce security implementation times by up to 60%.

Inforum Registration Site: <http://inforum2012.webjackmorton.com>

Inforum 2012 call for papers: <https://inforum.activeevents.com/portal/cfp/cfpLogin.wv>

- **Executive Forum:** In Inforum Executive Forum is planned for 23-24 April (Monday evening and all day Tuesday) and will be held at the Denver Art Museum. The registration site and more information will be coming available soon – watch for more details!!!