



# Monza Imports Signs Enterprise Software Contract with Lawson Software

Lawson ERP system designed to speed implementation and return on investment

Lawson Software, a global provider of enterprise resource planning (ERP) software applications, has signed a contract with Monza Imports, an Australian importer that wholesales and distributes quality motorcycle, bicycle and fashion apparel and accessories to retail stores across Australia. The contract was signed during Lawsons third quarter of fiscal 2008, which ended Feb. 29, 2008.

Based in Melbourne with operations across Australia, Monza Imports manages the distribution of approximately 50,000 active stock keeping units (SKUs) across 43 industry brands to more than 2,500 retailers in Australia.

Monza Imports will implement Lawson QuickStep Fashion, a pre-configured ERP system designed specifically around the needs of the fashion industry. By pre-configuring 70-90 percent of business processes specific to the fashion industry, QuickStep can help reduce implementation time by up to 50 percent. QuickStep Fashion incorporates finance, sales, procurement, warehousing and distribution.

We are committed to providing excellence in customer service in all aspects of our business. This is why were recognised as a market leader in the importation and distribution of quality apparel and accessories in a range of industries, said John Chiodo, managing director for Monza Imports. To maintain this standard now and into the future, we needed to upgrade our ERP system to one that is already proven in the industry and able to cope with the complex and intense demands of our business.

The new Lawson system will help Monza Imports reduce operational costs, while at the same time helping the company increase the volume of stock leaving the warehouse.

Lawson QuickStep Fashion will also help improve Monza Imports ability to provide quick and efficient customer service through an integrated e-Sales system, including mobility functionality. Monza Imports will also use Lawson Business Intelligence for improved visibility into business performance.

Lawson QuickStep Fashion will replace a 20-year old system and will provide Monza Imports with the fashion industry-specific functionality it needs to manage the distribution of goods to retailers.

Monza Imports selected Lawson over competing bids from two other major ERP vendors.

According to Stephen Moore, Lawson ANZ Managing Director, The Monza Imports evaluation team saw Lawson as the best fit for them based on our industry focus and customer references in the apparel industry. We also clearly demonstrated the value of our industry-specific solutions, particularly with our very strong offerings in warehousing and distribution, as well as solutions in the M3 suite designed to meet the style, size and colour requirements of companies like Monza Imports.

## About Monza Imports

Monza Imports is exclusively a wholesale importation and distribution company and is Australias leading supplier of motorcycle accessories.

Monza Imports manages the distribution of approximately 50,000 active SKUs across 43 industry brands to over 2500 retailers across Australia. The company consists of four divisions: Motorbike Accessories, Lifestyle, Bicycles and Auto Accessories. Each division has a divisional manager with KPIs that are targeted to divisional objectives.

Monza Imports employs 166 staff with the majority based in Melbourne and the rest located Australia wide.

## About Lawson Software

Lawson Software provides software and service solutions to 4,000 customers in manufacturing, distribution, maintenance and service sector industries across 40 countries. Lawsons 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).

## 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 Intertia International acquisition; uncertainties in the software industry; uncertainties as to when and whether the conditions for the recognition of deferred revenue will be satisfied; increased competition; uncertainty regarding potential future deterioration in the market for auction rate securities which could result in additional permanent impairment charges, global military conflicts; terrorist attacks; pandemics, and any future events in response to these developments; changes in conditions in the company's targeted industries 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.