



## Press Release

4 February 2004

### **LAWSON SELECTS XANSA TO ESTABLISH OFFSHORE DEVELOPMENT CENTRE**

**Multi-million US Dollar expected contract value**

Xansa, the international business process and IT services company and Lawson Software, a leading provider of ERP solutions based in the United States, are pleased to announce that Xansa has been selected as Lawson's partner for software product maintenance.

The partnership will begin with an Offshore Development Centre (ODC) that Xansa will set up at its facilities in Chennai, to manage Lawson's product maintenance services. The multi-million dollar agreement, which will commence in February 2004 is for three years, with up to an additional 70 Xansa staff involved.

Xansa's experience, commitment to quality and facilities, will enable Lawson to continue improving its product maintenance support. It will also increase Lawson's development capacity, to focus on new product development. It is expected that the partnership will reduce annual maintenance costs while enhancing delivery capabilities for Lawson.

Commenting on the announcement, Jay Coughlan, Lawson President and Chief Executive Officer said,

"This was an extensive search and competitive process that resulted in selecting an excellent partner for Lawson. We were particularly impressed with Xansa's international work culture and their team's compatibility with our team. We also valued Xansa's experience, commitment to quality and strong foundation of long-term customer relationships. We look forward to making this relationship a resounding success."

Commenting on the announcement, Alistair Cox, Chief Executive Xansa said,

"Xansa is delighted to have been selected by Lawson as its Offshore Partner. It further strengthens Xansa's strategy of leveraging its significant offshore operations in India to service its customers globally, without the need for extensive local infrastructure. We believe this is the beginning of another long-term mutually beneficial partnership. We are all looking forward to working closely with Lawson and growing this relationship."

Commenting on the announcement, Brad Benson, Lawson senior vice president of development said'

"Our comprehensive selection process took place over a 6-month period, and we selected Xansa from 18 potential candidates because of their technical fit, financial strength, experience, strong customer references and a commitment to quality. Xansa is certified at CMM Level 5 – the highest quality level standard in software development – so we expect Lawson's high standards for resolving customer software issues not only to be maintained during the transition period, but also to increase as the ODC ramps up to full operation."

**ENDS**

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**About Xansa**

Xansa is an international business process and IT services company creating and delivering process and technology solutions that significantly improve its clients' business performance. Through strong relationships, commercial innovation and its integrated Indian delivery capability, Xansa drives real and long-term cost reductions, performance improvements and new ways of working tailored to each client. Its services are Business and Technology Consulting, IT Implementation, IT Outsourcing and Business Process Outsourcing.

**About Lawson Software**

Lawson Software (Nasdaq : LWSN) provides business process software solutions that help services organizations in the healthcare, retail, professional services, public sector, financial services and other strategic markets achieve competitive advantage. Lawson's solutions include enterprise performance management, distribution, financials, human resources, procurement, retail operations, and service process optimisation. Headquartered in St. Paul, Minn., Lawson has offices and affiliates serving North and South America, Europe, Asia, Africa and Australia. Revenues for fiscal year 2003 were \$344million. Additional information about Lawson is available at [www.lawson.com](http://www.lawson.com).