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## **SciQuest Announces Partnership with Lawson Software**

*Partnership will Allow Healthcare and Public Sector Organizations to Integrate SciQuest's Intuitive Eprocurement Platform with Existing Lawson ERP Systems*

**CARY, N.C., July 17, 2008** – SciQuest, Inc., the global leader empowering enterprises to realize the potential of strategic procurement, today announced a partnership with Lawson Software. Lawson serves more than 4,000 customers, including eight of the top 10 integrated health networks and more than 500 healthcare organizations. Lawson also serves more than 120 public services customers, including state and local governments as well as school districts.

Through the partnership, Lawson's customers can leverage the Lawson Procurement Punchout application to integrate with SciQuest's Spend Director™ solution—an on-demand eprocurement platform that combines the catalog management and supplier enablement capabilities procurement professionals need with the familiar online shopping experience users want.

Revenues remain tight in both healthcare and government. With expectations and costs on the rise, it has never been more important for financial systems to provide insight into all spending that occurs, including purchases typically made outside of established procurement protocol and enterprise resource planning (ERP) systems, such as those for which employees are reimbursed. Through its partnership with SciQuest, Lawson's customers can direct and manage spend with preferred suppliers, which can help them gain the visibility over enterprise spend needed to consolidate buying power and negotiate more favorable terms and conditions with suppliers.

"SciQuest's eprocurement offerings are intuitive and easily embraced by an organization's overall user community. As a result, organizations are able to channel more spend to preferred suppliers and gain insight into spend that can lead to significant savings," said Derek Smith, managing director at Huron Consulting Group, a leading provider of financial and operational consulting services. "Leveraging the combined capabilities of SciQuest and Lawson allows procurement organizations to add value across greater areas of spend and provide improved service to end users."

SciQuest serves many of the world's leading organizations via a suite of strategic procurement solutions designed to meet the unique needs of its customers. The company's customers include 10 of the 15 largest pharmaceutical companies, biotechnology firms, more than 60 colleges and universities, and prestigious healthcare organizations such as AmSurg, Baylor College of Medicine and Memorial Sloan-Kettering Cancer Center.

"Lawson has a long track record of introducing customers to partners like SciQuest that empower them to achieve even more with their Lawson solutions," said Stephen Wiehe, president and CEO of SciQuest. "By integrating Lawson's ERP systems with SciQuest, procurement departments can

generate savings and process efficiencies that enable the institutions to remain focused on their core mission—all while gaining real-time visibility into enterprise-wide spend.”

### **About SciQuest**

SciQuest’s procurement automation and supplier enablement solutions empower leading organizations to realize the potential of strategic procurement. The company’s specialized knowledge, on-demand software, and service-first approach enable public and private enterprises across the globe to manage spend, drive ROI, and advance their critical missions.

SciQuest’s deep understanding of its served vertical markets combined with a broad supplier network and intuitive, online shopping experience increase user and contract adoption while improving operational efficiencies. Through software-as-a-service (SaaS) deployment, organizations can quickly implement the right procurement solution to augment existing ERP investments or fully enable all aspects of purchasing from sourcing to settlement.

For more information about SciQuest, please visit [www.sciquest.com](http://www.sciquest.com) or call 877-710-0413 in the U.S. or +44 1794 341182 in Europe.

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