Lawson Solutions for Public Sector

It's a balancing act.

Within the public sector, you face tight revenue streams and shrinking budgets. Yet expectations for accountability and transparency have never been higher. You're continually challenged to do more with less, while finding creative ways to operate more efficiently and cost effectively.

The dynamics of your workforce is also changing. Forrester Research estimates that 65% of the public sector workforce will reach retirement age within the next five years.You need to attract and retain top talent among generation X and Y applicants.

Now, more than ever, the need for updated systems and processes to address all these issues is apparent. You can strike a balance, with Lawson™ solutions for the public sector.

Work smarter, not harder.

You're aware that technology can help increase efficiency and control costs. Yet you may be tied to aging, legacy administrative systems that can no longer deliver on the business outcomes you need to achieve. It's a problem that needs a solution.

Lawson solutions are robust enough to handle your most complex business objectives, and scalable to support your enterprise as populations and student enrollments continue to grow.

Expertise gives you the edge.

Finding the right software systems and support from a vendor you can rely on can be a challenge. You'll learn that Lawson does not attempt to be all things to all industries. Rather, we focus on industries where we can serve our customers best.

Within the public sector, we invest in industry expertise, and share best practices among such sister industries as healthcare, utilities, and transportation.

Our keen focus on the public sector allows us to serve you the way you strive to serve the public: in a personal, responsive, and cost-effective fashion.

When you evaluate Lawson, you'll find that our focus is not so broad that you have to deal with unwanted functionality and competition for attention like you would with a "mega vendor." Nor is our focus so narrow that you'll struggle to adopt efficiencies and best practices across your organization like you would with a niche vendor.

Lawson solutions are "just right," with the industry focus of a niche vendor, along with the best practices and resources of a top-tier ERP solutions provider.

Customers are our core.

Your Lawson solutions are built on a strong foundation of knowledge gained from our focus on public sector customers. First, we prove our solutions with pilot projects to ensure we meet all customer requirements before we release them to the broader market.

Throughout our partnership, you play an integral role in ensuring that we consistently address the key issues and business requirements you face in the public sector today.

Hit the ground running.

Lawson solutions are easy to use, easy to learn, and flexible. With industry practices built in, your implementation projects are positioned to take less time and cost. You also have access to a variety of learning options, including our end-user training solution, Lawson Learning Accelerator.

Solutions to make you stronger.

With Lawson in place, you benefit from software, services, and support that strengthen your focus on value-added business operations. The following are Lawson solutions we've specially designed to benefit the public sector:

- Lawson Strategic Sourcing
- Lawson Contract Management
- Lawson Absence Management
- Lawson e-Recruiting
- Lawson Budgeting & Planning
- Lawson Teacher Contract Administration
- Lawson Performance Management
- Lawson Enterprise Asset Management
- Lawson QuickStep Government
- Lawson Student Activity Management

Focus on your workforce.

Imagine spending less time completing manual, paper-based administrative tasks. The Lawson Strategic Human Capital Management Suite automates processes, which frees you to shift your focus to strategic, value-adding projects.

Every application under this suite is designed to help you follow best practices in locating and hiring the very best talent and in managing employees throughout their careers.

Focus on financial strategy.

Imagine automating your extensive data collection and management tasks. You can, with the Lawson Enterprise Financial Management Suite.The solution allows you to focus on budget strategy and analysis – efforts that can help you supply a meaningful framework for improved financial results.

Focus on a strategic procurement process.

Imagine acquiring the right supplies for the best possible prices and terms. The Lawson Supply Chain Management Suite is here to make the procurement process a truly collaborative effort among customers, procurement professionals, and suppliers.

With the solution in place, you make employees and vendors key players in your purchasing team. You'll gain efficiencies that save you time, and allow your buyers to focus on cost-saving activities such as strategic sourcing and negotiating vendor agreements.

Focus on intelligence.

Imagine having fast, easy access to meaningful business metrics. Lawson Business Intelligence offers sophisticated reporting capabilities you can leverage to support decision making and process improvements.

The choice is yours.

Partnership with Lawson is all about choice – choice in what solutions to deploy and when, as well as choices among technology platforms and upgrade paths. You also benefit from choices in support options, implementation partners, and learning and training vehicles.

Your choices are built into both the product solutions and the training options we offer you, so you can implement Lawson at your own pace, as your budget allows.

Measurable value.

To help you make the most informed enterprise investment decisions for your organization, we offer Lawson Value Assessment. The service is a fast and focused way to identify untapped time, and money-saving benefits and opportunities within your organization.

The results help reveal how Lawson solutions can make a powerful impact on your enterprise, your workforce, and the public you serve.

The choice is simple: Lawson.

Lawson believes that simpler is better. For you, we strive to provide functional, flexible solutions that are easy to use, and able to accommodate your future growth. It's also easy to work with us – a partner who understands your business, the challenges you face on the job, and the solutions you require to help you thrive.

Results.

- City of Greensboro – Saved 20 hours a week in payroll for the police department.
- State of Michigan – First year documented savings of $2 million; second year documented savings of $4.9 million.
- CU School District 300 (Carpentersville,IL) – Reduced number of hours analyzing supply bids by 80%.
- Cumberland County – Realized a one-time savings of $1 million with Lawson Procurement.
- Buncombe County – Shortened requisition-to-purchase order cycle from up to 7 days to 1 day, saving 3,900 staff hours and $97,000 in personnel costs per year.
- City of Greensboro – Realized time savings equal to 450 days a year with Lawson ProcessFlow for purchase-order processing.
- Dallas Area Rapid Transit (DART) – Saved thousands of dollars by streamlining HR with Lawson Employee & Manager Self-Service.

Did you know?

- Lawson has provided ERP solutions for more than 30 years and public sector entities for nearly 20 years. Lawson serves more than 140 public sector customers.
- Lawson serves 3 of the top 7 digital states in the U.S. including The State of Michigan and The State of Arizona.
- Lawson serves 8 of the top 50 school districts in the U.S. including the School District of Hillsborough County, Fla. and Denver Public Schools.
- Lawson serves more than 20 of the largest U.S. Public Authorities, including Dallas Rapid Transit and Las Vegas Valley Water District.
- Lawson is a popular choice for consortium buying – customers include Madison, Wis. K-12 Consortium, City of Providence, City of Waterbury, and County of Roanoke.
- The Federal Government of the U.S. and the U.S. House of Representatives are Lawson customers.
- The State of Michigan, a Lawson customer, has been ranked the number-one "digital state" for its strategic partnering of business and technology.
- Lawson was the first major ERP provider to enable our applications for the web.
- Lawson customers were the first to benefit from world-class middleware from IBM embedded with our technology foundation.
- Lawson introduced the first major user experience breakthrough with the release of Lawson Smart Office – integrating our enterprise applications, workflow, and business intelligence with desktop productivity tools in a single, easy-to-use, web-based environment.

About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

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