

PARTNER PROFILE



Kinsey & Kinsey

When experience matters.

Partner

Systems implementation and integration in complex service organizations located in Glen Ellyn, IL. Lawson partner since 1997.

Focus

Application consulting, project management, systems integration, customized end-user training, support services

Industry

Education, public sector, healthcare, distribution, financial services

References

Indian Prairie School District 204, Carpentersville Community School District 300, NBTY, Inc., Tilly's, Central DuPage Health

Keeping the K-12 Educator's Eye on Teaching

Very few organizations are as complex and diverse as a K-12 school district. Many are decentralized with multiple district administrative and school building locations. Most have both part-time and full-time employees who are paid over a 9, 10, 11, or 12 month time period using contracts that do not mesh well with standard income tax tables. These contracts can also include complex negotiated lane and grade changes that non-linearly affect salaries and benefits. Many employees have multiple duties, serving as both the geography teacher and basketball coach for example, which also complicates payroll and scheduling. Unionized districts can have dozens of benefit plans with scores of insurance options.

Add in the need to purchase furniture, equipment, electronics, books, office supplies, lab equipment, sporting goods, and cafeteria equipment. Consider the thousands of other commodities that must be accessible to principals, assistants, cooks, teachers, coaches, maintenance techs, and staff. Throw in a convoluted set of payables and receivables involving thousands of parties. Now, toss in a dash of local and state regulations, laws, school board policies, overlapping fiscal years, and federal grant requirements and you have the true recipe for a complicated financial, procurement and human resources computer system. It's easy to see if a school district does not have a really good integrated solution – teachers spend less time teaching. That's where Lawson, along with partner Kinsey & Kinsey, go to the head of the class.

Delivering Process Improvements that are Easy to Implement, Use and Adapt

Kinsey & Kinsey are experts in systems implementation and training. They are particularly skilled at managing these projects for complex public sector organizations such as utilities, school districts, cities, and counties.

They are committed to the success of the project. They focus on customized implementation solutions and specialize in delivering all the software functionality a customer receives with Lawson. "We have developed an expedited implementation process that allows us to get Lawson up-and-running very efficiently," says Brad Kinsey of Kinsey & Kinsey. "Lawson has allowed us to tailor the standard classroom training, which otherwise builds on private sector examples, for the public sector. This training is provided at the client's site and also allows us to focus on the client's specific needs. For example, most public sector clients have a pretty well-established GL chart of accounts and don't need the standard five day GL class; we usually train GL in three days by pulling out some of the theory. In addition, we utilize a structured project management approach that has yielded good results with less reporting redundancy

LAWSON OFFICES

Headquarters: USA
380 St. Peter Street
St. Paul, MN 55102-1302
Tel +1 651 767 7000
info@lawson.com

Regional Offices:

Americas **United States**
Brazil, Chile, Canada,
Mexico, Honduras,
United States, Venezuela
Tel +1 651 767 7000
infous@lawson.com

Asia **Singapore**
China, Hong Kong,
India, Indonesia, Japan,
Korea, Malaysia,
Philippines, Singapore,
Taiwan, Thailand, Vietnam
Tel +65 6788 8769
Fax +65 6788 8757
infoasia@lawson.com

Australia & Oceania **Australia**
Australia, New Zealand
Tel +61 2 9468 8900
Fax +61 2 9468 9199
infoanz@lawson.com

Northern Europe **Sweden**
Denmark, Estonia, Finland,
Norway, Sweden
Tel +46 8 5552 5000
Fax +46 8 5552 5999
inforordic@lawson.com

Northwestern Europe **United Kingdom**
Belgium, The Netherlands,
Ireland, South Africa,
United Kingdom
Tel +44 1344 360273
Fax +44 1344 868351
inforw@lawson.com

Central Europe **Germany**
Austria, Czech Republic,
Germany, Hungary,
Poland, Slovakia,
Switzerland
Tel +49 2103 89060
Fax +49 2103 8906 199
infoce@lawson.com

Southern Europe **France**
France, Israel, Italy,
Portugal, Spain
Tel +33 1 34 20 80 00
Fax +33 1 40 39 25 07
infos@lawson.com

www.lawson.com

LAWSON PARTNER NETWORK



Headquarters: USA
Kinsey & Kinsey, Inc.
26 North Park Blvd.
Glen Ellyn, IL 60137
USA
Tel: +1 630-858-4866
Fax: +1 630-858-4876

www.kinsey.com

and lower cost than other practices. Lower training and project management costs allow us to deliver the tier one Lawson solution where clients might otherwise think they only have the budget for a second tier solution."

Partner Service Teams with Lawson Tools to Deliver High Marks

Kinsey & Kinsey provides a broad range of expertise in financials, procurement, human resources, payroll, budgeting, planning, distribution, sales, and marketing. Combining these services with user-customized needs within a Lawson solution makes Kinsey & Kinsey a trusted, valuable partner:

"Our over 25 years in business has allowed us to deploy software in a variety of industries and environments," says Brad Kinsey. "But Lawson helps make our job easier by providing upload functionality for easier data conversions and standard application programming interfaces (API's) for easier integration to non-Lawson applications. The Microsoft add-ins and automated process flow functionality give us the ability to deliver solutions that are easy to get data out of and can really streamline otherwise tedious functions." This functionality let them tailor the Carpentersville School District solution quickly and easily. And it's working. Even before the system was completely converted, vendor consolidation was already saving the school district 60 percent of the cost of pencils! They anticipate comparable cost reductions on other purchases as well.

The Wins

In 2005 the 20,000 student K-12 Carpentersville, IL School District successfully implemented the Lawson Enterprise Financial Management Suite, and the Lawson Procurement Suite.

In 2006 the School District Implemented the Lawson Human Resource Management Suite. The self-service module within the suite gives teachers and staff access to payroll check copies, accrued vacation time, and benefits information. It interfaces with substitute teacher scheduling, coordinated class schedules, extra curricular events, and calendars.

Their Lawson Procurement Solution has already dramatically reduced costs via the use of contracts, purchasing cards, and reports. Enterprise Financial Management helps monitor grant accounts, budgets, new programs, and new school construction projects.

According to Dr. Cheryl Crates, CFO of the Carpentersville, IL School District, Kinsey & Kinsey is "our right hand man."

"Not only did they flawlessly handle our initial implementation, they helped us brainstorm techniques for capturing P-card approvals and developing an automated process flow during phase two. Their team also assisted with a successful launch of two subsequent HR initiatives: one involving the self-service module allowing teachers to access their employment records and a second to deploy the position control module that manages hiring, promotions, and lateral job shifts. Because the Lawson system is so robust, we know we will continue to use Kinsey & Kinsey's services to be sure we roll out the right functionality, to the right people, at the right time. I can hardly wait!" exclaims Crates.

Partner Strengths Deliver Benefits to Lawson Customers

It's one thing to successfully implement when the client can dedicate a team full-time to the process. It's a whole other story when the client's staff is implementing the new software and doing their regular jobs, as well. The consulting team must be especially sensitive to the client's needs and be able to adjust plans on short notice. According to Brian Murphy, VP of Public Sector Sales at Lawson, this is what makes Kinsey & Kinsey such a valuable partner: "Their ability to implement the software at a reasonable price point and in a reasonable timeframe is almost unmatched. But their skill at putting a diverse group of trainees at ease and making the learning process so pleasant and effective is really what makes them shine. Without hesitation, I would recommend them for any challenging implementation project because I know they have a history of getting the job done on time and on budget. But most importantly, I recommend them because I know our clients have been thrilled with the results."