

L A K E

[College Name]

Key Features

- SunSystems Financials
- SunSystems Vision
- Proactis Spend Control
- Proactis Document Scanning

Background

[College description removed].

The college Finance team, headed by [name], were using eFinancials as the basis of their financial management system. After many years of use, their supplier informed them that support was to be withdrawn. Though an upgrade was offered, the Finance team decided that the offer should be tested against other market leading options.

[Name], Head of Finance, for [college name], explains:

'We were forced into a change and I wasn't convinced that it was great value for money. It was an old clunky system, the reporting was very poor and we felt we needed a more modern system that would provide something extra. So we therefore went to tender.'

Systems Selection

The Invitation to Tender was distributed to a number of suppliers that have a significant presence in the FE College sector. This process narrowed down the search to a shortlist of three suppliers who were invited into their offices for detailed demonstrations and questioning.

From an early point in the review process it became apparent that the LAKE College solution based on SunSystems and Proactis provided the best fit to requirement. The selection of LAKE was driven by a number of factors such as the following:

- **Analysis Power**
SunSystems delivers unrivalled analysis of College finances without cluttering the Chart of Accounts with large numbers of complex nominal codes
- **Reporting**
SunSystems Vision is made for Finance. Its powerful reporting features combine with the familiarity and ease of use of Microsoft Office.
- **Supplier**
LAKE provided the right combination of experience in the College sector, cultural fit and financial stability

[Name] explains

'Reporting was one of the main reasons for selecting SunSystems. The cube analysis and reporting got us excited. There was also a lot of flexibility in the system and all these features combined to convince us that it was right for us. It felt like the right product all the way through the selection process...'

.. the LAKE presentation was good. The product fit was right. There were also things like the number of upgrades and the way the helpdesk worked and all sorts of little things that we felt that LAKE scored better on ...

.. I have to say that the reference we received from [college name] was an exceptionally glowing reference. They said that they enjoyed the implementation process and now that I have done so too, I agree.'

Rapid systems implementation

The new finance system was more than a replacement of an outdated IT system, it included replacement of paper processes for purchasing and document management. All this was achieved in a few short weeks.

Commenting on the implementation, [name] makes the following observations:

'It was a quick implementation. It was sort of forced on us partly by the return of one key member of staff from maternity leave and partly because we wanted to get the new system in before what I would call, the silly season, which is from May onwards. But we have always been a team that will get stuck in and get on with things...

.. the January to March time is really the best time of year for us to concentrate and crack on with something...

.. I think the project was well managed and was conducted at the right pace for our needs. It was a positive experience and, considering we still had to do our day jobs, it was not too stressful either.'

Now that the new system is up and running, the Finance team have received encouraging feedback from colleagues:

'Budget holders seem to really like Proactis. It is easy to use and we have hardly have any calls for support with the new system...

..The budget holders have been maintaining their own spreadsheets and systems for tracking their budgets. That will soon be replaced with Proactis, and with SunSystems Vision, reporting can be self service...

.. We have the document scanning version of Proactis. It is a more efficient way of working. I expect it to save a lot of time...

.. the internal auditors looked at Proactis in some depth. They are particularly pleased with the new system. So, it definitely gets the thumbs up.'

Contact

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