

# L A K E

[www.lake.co.uk](http://www.lake.co.uk)

Improve  
Control

Streamline  
Processes

Manage  
Risk



**The Specialist Software  
Services Company**

---

## Why LAKE?

*LAKE is a specialist software and services company. Our business model is based on a balance of services, markets and focus on market leading applications.*

**LAKE is a software and services company that provides integrated business software and consultancy services to companies principally in the UK and also internationally. LAKE helps organisations improve control, streamline processes and manage risk.**

**We are not the kind of organisation that is preoccupied with the software we sell; we prefer to focus on customer requirements. Once we understand what you want and what you are trying to deliver, we offer practical solutions and employ structured methods to deliver those solutions on time and on budget.**

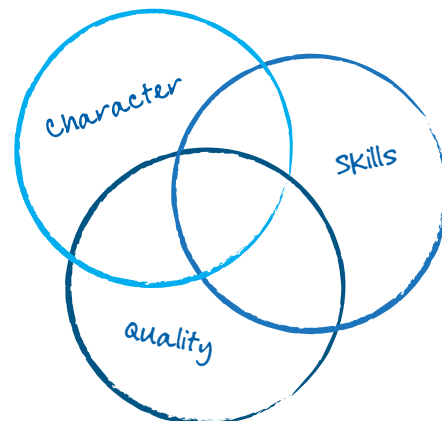
**In so doing, LAKE helps its clients identify business value, manage risk and realise higher levels of success from their programmes and initiatives.**



---

# Why LAKE?

With a 20 year track record our staff include some of the most operationally experienced professionals in the industry.



---

## Supplier Selection

'The choice of LAKE was a big factor in our system selection. They were people we thought we could work very well with. We had confidence in them.'

SWINTON INSURANCE

'LAKE answered our questions in a considered and balanced way. They weren't simply trying to sell something. It was a partnership attitude.'

AMNESTY INTERNATIONAL

'LAKE stood out from the competition in the depth of their product knowledge. This helped develop a feeling of confidence in LAKE as a supplier.'

INDEPENDENT GROWTH FINANCE

---

## Implementation Service

'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.'

SHIPLEY COLLEGE

'LAKE and their consultants were superb in their ability to translate our requirements into the reports that we wanted. The way I measure any project is did it come in on time and on budget. And in this case we were very happy with the outcomes and we have got the tools we require for this charity to move ahead over the next decade.'

ROYAL MASONIC BENEVOLENT INSTITUTION

'I was quite worried about installing a new Finance system. But we switched over everything in one day and nothing went wrong. It was fantastic! And we haven't really looked back since.'

GLOBAL WITNESS

---

## Support Service

'Post implementation, I have been really happy with the support. Before the project started we were talking about the importance of a service level agreement and how quickly things would get fixed. But to be honest I have never needed to look at them. Yes, I have certainly been very happy with support.'

SWINTON INSURANCE

'I don't think I have ever been let down in the 10 or 12 years I have been involved.'

LORIEN RESOURCING

'It's rare that we have problems because it was set up so well at the start.'

GLOBAL WITNESS

# Our markets

As a specialist software and services company, LAKE provides independent consulting, technology and managed services based on more than 20 years experience of implementing solutions across the full range of market sectors.

**LAKE provides software and services across a range of industry sectors. Our markets include Education, Not-for-Profit, Social Housing, Insurance, Finance, Corporate head office, leisure and others.**

## Commercial

Increasing competition is placing a significant 'squeeze' on margins. Organisations are seeking to improve efficiency to drive down the cost base.

LAKE works with commercial companies with solutions to help them monitor the performance of every aspect of the business and help keep the organisation to its budget and provide visibility of the cost pipeline, and confidence in forecasts.

## Public

Many public sector bodies have undergone considerable change, often involving mergers or the take-on of new responsibilities, creating complex, often multi-site, multi-project organisations with devolved management structures. Finance has to account for the dynamics of such changes and recognise the need to work carefully within finite budgetary limits.

LAKE works with colleges, public bodies and government departments to provide solutions to the challenges these kinds of organisations face.



## Third Sector

LAKE has extensive experience of working with charities and not-for-profit clients to provide solutions to challenges such as controlling spend, satisfying the reporting needs of numerous stakeholders, complex VAT recovery, and the added responsibility of tracking restricted and unrestricted funds.

## Our customers



*'LAKE answered our questions in a considered and balanced way. They weren't simply trying to sell something. It was a partnership attitude.'*

AMNESTY INTERNATIONAL

*'LAKE stood out from the competition in the depth of their product knowledge'*

INDEPENDENT GROWTH FINANCE

*'The essential background knowledge in finance is there in abundance.'*

ALLIED GLASS

# Count on us

## Our service

The LAKE service promise:

- A solution that does what was promised
- A project that completes on time and on budget
- Support services you can count on
- Expertise to help you adapt when things change
- Professional advice to help you plan for the future

## Quest Implementation Service

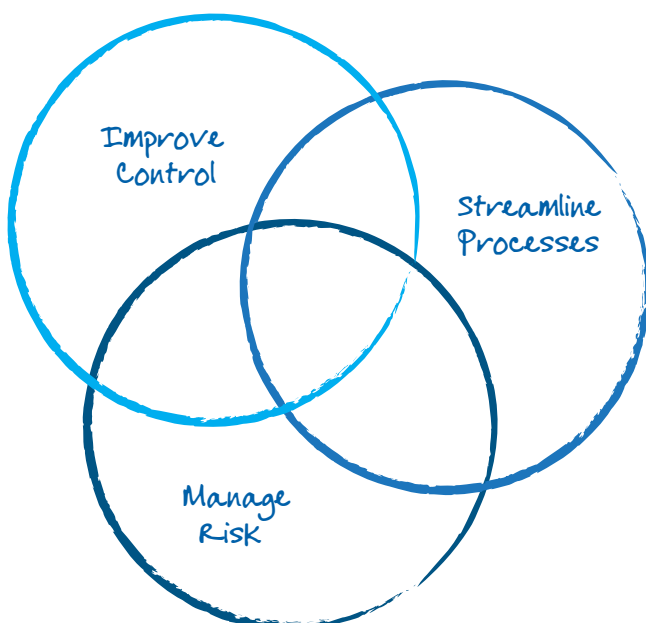
Quest is a proven framework for your system implementation. The Quest range of services has, at its heart, the System Implementation Service. It provides a framework that delivers results in specified time-scales and budget, with the minimum of fuss. By employing our business analysis and project management skills you can control the implementation process.

## LAKE Support Services

Unrivalled levels of service and customer care are at the heart of the LAKE philosophy. Support is provided from our dedicated service centre where you have access to members of the same team of consultants who carry out system implementations. This ensures a consistently high quality of support service.

## Training Services

Even the best systems and people require an ongoing programme of education and training. Whether it is new product features, staff changes or a desire to make better use of the current installation, LAKE provide a range of education services that ensure you make the most of your investment.



---

# Our products

Financial



Performance



Procurement



LAKE is a specialist and focused supplier of market leading applications.

---

## Infor FMS SunSystems

SunSystems™ portfolio of financial management and query and analysis applications gives decision-makers a broader perspective along with more power to analyse operational details. For over 20 years, SunSystems™ global, low-risk solutions and rapid, low-cost deployments have helped managers achieve best-in-class financial management through rapidly changing business conditions.



---

## PROACTIS

Proactis is one of the world's most widely used solutions for Spend Control and eProcurement, designed to help mid-to-large size organisations in the private, public and not-for-profit sectors control expenditure while streamlining procurement and accounts payable processes.

Proactis is a comprehensive suite of Spend Control & e-Procurement software applications supporting the entire 'source to settle' cycle. Thanks to its highly modular plug-and-play design, Proactis users can deploy individual modules, integrated with existing procurement or financial management software, or multiple Proactis applications to provide an end-to-end eProcurement platform.



# Contact us

## **LAKE Financial Systems**

Stable Mews  
Beechwood Estate  
Elmete Lane  
Leeds  
LS8 2LQ

Registered in England  
No. 2655643

## **General Enquiries**

t 0113 273 7788  
e [info@lake.co.uk](mailto:info@lake.co.uk)  
w [www.lake.co.uk](http://www.lake.co.uk)

## **LAKE Support**

t 0113 273 9305  
f 0113 273 9300  
w [www.lake.co.uk/customers](http://www.lake.co.uk/customers)

Count on us