Kinsey

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TOP 10
**INFOR**
CONSULTING/SERVICES COMPANIES - 2019

*An annual listing of 10 companies that are at the forefront
of providing InFor solutions and transforming businesses*

**Joe Phillip**
Managing Editor

**Company:**
Kinsey

**Key Person:**
Brad Kinsey
CEO
Dan Kinsey
President

**Description:**
An Infor Certified Channel Partner, the company provides clients with a broad range of expertise in the areas of financials, procurement, human capital management, payroll, budgeting, and analytics

**Website:**
kinsey.com

# Top 10 Infor Solution Providers - 2019

To achieve performance goals, enterprises are leaning toward technologies such as cloud-based ERP solutions which can adapt to their growing needs, including real-time data availability, and high-performance functionalities that bring about a better experience for users. With meticulous and systematic cloud computing services, Infor is the preferred choice.

With its cloud integration capacity, Infor has been able to crack open a portfolio of newer prospects for its partner companies. Unlike most of the industry-specific software, Infor's ERP and EPM solutions are reshaping business processes across all industries. In today's era of 'empowered consumers,' integration of sales and digital touchpoints across all channels has emerged as the need of the hour. With this in mind, Infor is exploring the territory of omnichannel e-commerce. And, as organizations grapple through this digital transformation, they are increasingly seeking out Infor's solutions to retract and retain customers by optimizing operational efficiency. With Infor, organizations have their warranty management steady, along with fetching higher margins for the distributors.

In the wake of these industrial trends, CIO Applications has compiled a list of top 10 Infor solution providers to guide organizational leaders in harnessing the true potential of their ERP system. Through our cover story, featuring CAD SERVICE, we bring to you an organization that is developing software applications and advanced services that are used within Infor Enterprise Asset Management (EAM) solution on a global scale. Another featured company is 2WS, a middle-market firm that enjoys distributing Infor's ERP management system for discrete manufacturing enterprises. Alongside are companies like Cerca Technology, which is bringing refreshing perspectives about the use of Infor software to better the supply chain management.

We hope this edition of the CIO Applications helps you build the partnership you and your firm needs to foster a technologically-driven business.

We present to you CIO Applications' "Top 10 Infor Solution Providers – 2019.

# Kinsey

## Infor CloudSuite Implementations Made Confidently

Innovative software companies will frequently add features in each iteration of their products, but their clients may not always understand these features. Apple, for example, recently added a new, hidden, feature that allows iOS 13 users to access Wi-Fi settings from the device's shortcut menu. Now, if one is to imagines similar features released by top ERP solution providers in each update, it can become difficult for the business leaders to optimize their digital business workflow. This currently holds true for Infor users. The enterprise software company has bundled a number of new features into the latest releases of the CloudSuite Financials, Supply Management, and Human Capital Management applications, and the challenge for its users is to realize the full potential of these products.

One of the stalwarts helping businesses leverage the power of Infor CloudSuite is Kinsey. In an interview with CIO Applications, Brad Kinsey, CEO, and Dan Kinsey, the president of Kinsey, offer an insight into how their company brings a world of difference to Infor users with their deep expertise in the arena.

### Can you please give us a background of Kinsey? What has been the key to your success as an Infor consultancy firm?

Kinsey was formed in the '80s with a focus on small to midsized companies and became a partner with Lawson software in 1997. Since then, the company has come a long way from being a regional Chicago-based company to a national Infor Lawson consulting firm, with a focus on public sector and healthcare organizations. Many of our clients were new to Infor when we began working with them, and we have been successful in bringing in these new implementations on-time and on-budget.

This success has been built with a wonderful group of consultants, and we have had great success in retaining them. Our consultants' broad experience has served these new Infor clients well, especially because of the substantial best practices knowledge they bring to the table. And because retention has been so good, clients have benefitted from the ability to go back to their original resources regularly, long after the original go-live date.
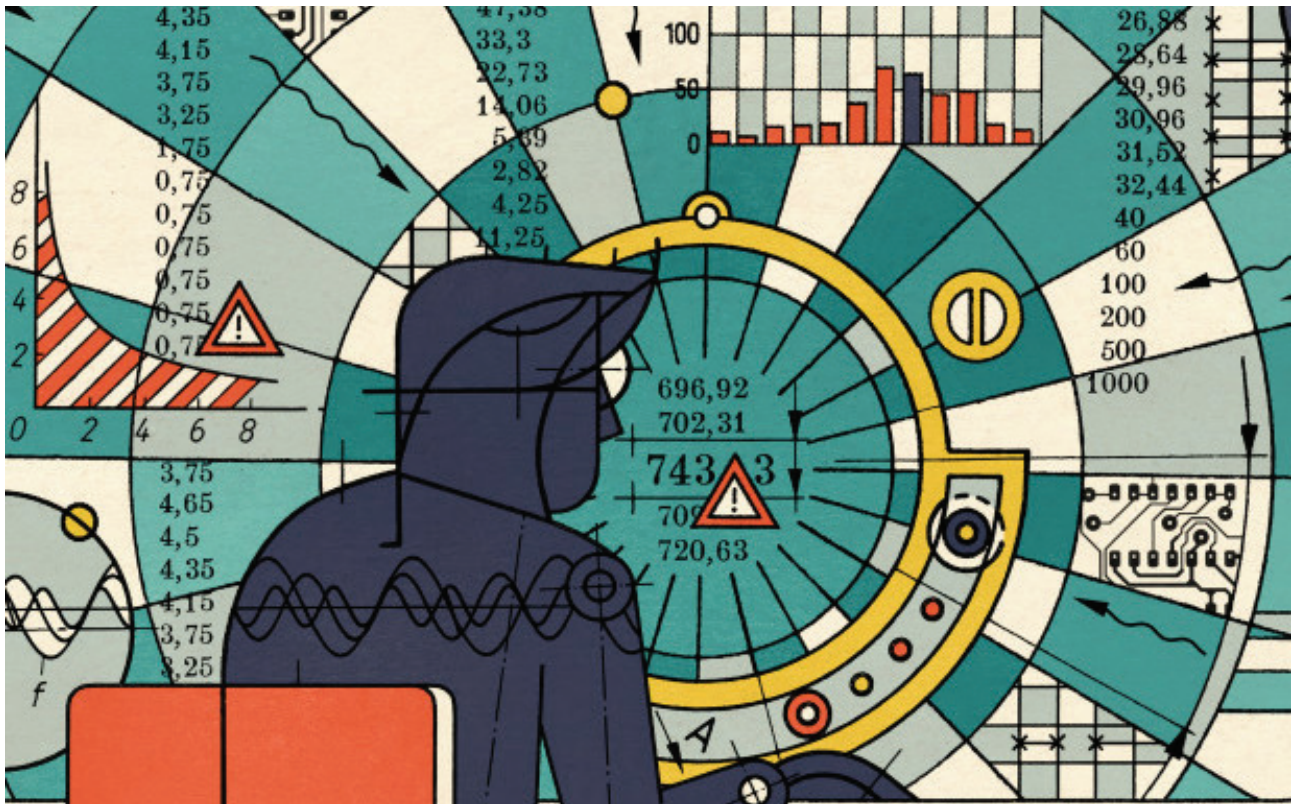
In addition, we have found that almost every client organization witnesses a natural change in their



Dan Kinsey, President

Brad Kinsey, CEO

workforce over time, as some employees leave and new employees are brought onboard. Often the new employees receive limited training and lack the required experience and expertise in Infor ERP solution. Even many long-time employees don't realize that there may be new options for addressing old tasks, and then there are frequent product enhancements from Infor. In these circumstances, many organizations find that they may not be capitalizing on the full spectrum of the Infor CloudSuite solutions. Through relatively short system review projects, we have found that we can frequently identify some quick wins and then help plot out long-term strategies to help clients take full advantage of the software's capabilities.

### Besides providing consultancy services for Infor, what are the additional services that your firm offers?

Kinsey has developed a proprietary set of applications for both Lawson S3 and Landmark that provide additional functionality in the area of Infor security and auditing

> ## At Kinsey, we are focused on being the very best at helping clients automate, grow, and transform their organization through process optimization by providing experienced and innovative IT consulting and development services

for enforceable actions. Our suite of deliverables with a security dashboard has gained momentum among many Infor Lawson clients. Kinsey's security reporting, security auditing, and segregation of duties (SoD) applications are powerful tools used to monitor and validate user security in Infor Lawson. Users can build custom inquiries to track important information and set up automatic email notifications within the application. The robust SoD application provides users with a library of over two hundred policies using 2,500 rules, built specifically for

Infor Lawson by our certified consultants. Additionally, Kinsey's Activity Monitor and Transaction applications track and audit user activity in the Infor applications. This added functionality allows auditors to view critical data changes or validate who are creating, deleting or viewing specific transactions.

### What is the business philosophy that is driving Kinsey forward and how does the road ahead look like for Kinsey?

We believe that a specialized approach is the linchpin of successful system implementation, and this has proven to be especially true in the public sector. Our ability to help organizations revamp operations and successfully adopt new workflows and technologies resides in our extensive experience in performing a wide array of organizational transformations. Based on this accumulated experience, we feel that we can implement projects more efficiently and at a lower cost than most of our competitors while making tangible differences across an enterprise. As Infor continues to enhance and bundle applications as part of CloudSuite, we will focus on the full spectrum of those bundled applications and work to provide both new and existing clients with all that CloudSuite has to offer. **CA**