Scientia Solutions LLC
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Lawson Budgeting and Planning (LBP)

SERVICES
Scientia Solutions is an End-To-End solution provider for LBP. We offer the following services:
- LBI & LBP Installation
- Integration, Training, and Support
- Upgrades and Patches
- Database & WebSphere Optimization
- Custom Reporting

LBP PRACTICE BACKGROUND
Our LBP practice consultants do one thing ... We specialize in delivering advanced budget and forecasting solutions for Lawson™ based clients.

We provide design solutions for complex projects that require advisory level consulting expertise. Our emphasis is on modeling, position control, workforce planning, activities and productivity.

Our consultants are recognized as the LBP Subject Matter Experts in their industry verticals.

Our consultants have practical experience in the following components of the LBP Product Lifecycle:
- Beta to GA Transition
- Presales Initiatives
- Project Scoping / Project Planning
- Architectural Design
- Implementation
- Post Go-live Support

CREDENTIALS
Scientia consultants have been leaders in documenting proposed enhancements and industry specific solutions for LBP. Our resources:
- Are former Lawson employees with significant experience in LBP
- Possess multiple vertical experience and knowledge
- Have advanced Flex Budget (FB) module skills
Scientia consultants have significant experience in developing customer based training course material and training content.

We have experience migrating clients from Hyperion, Avega, Kaufman Hall and other custom solutions.

IMPLEMENTATION STRATEGY
We architect complete solutions that include Reporting, Data Extraction for Global Rates, Flexible Budget (FB) maintenance and PA70 Position Budget procedures and file transfers.

With Nereus you can be confident your project will go live on time and on budget. We bring the following to your project:
- Comprehensive Project Plans that includes:
  - Risk & Change Management
  - LSF Security Considerations
  - LBI, Dashboards & Portal Changes
  - Flexible Budgeting
  - Position Control
- In-depth Project Team Overview using YOUR data
- Customized Functional Designs written specifically to address YOUR budget & forecasting processes
- Client specific budget cycle testing documents
- Functional procedures to address monthly, quarterly and yearly budgets and forecasts in both LBP and the Flexible Budget module
- Comprehensive End User manuals to supplement Lawson materials
- Professional, consultant led End User Mentoring
- Post Live Support

Our consultants have produced an unmatched number of reference clients for LBP.

Some of our LBP Clients Are:
- Bealls Department Store
- Seminole Indian Tribe of Florida
- Meriter Health System
- Methodist Health System
- Nebraska Methodist Health System
- Good Samaritan Hospital
- McLeod Health
- Children’s Medical Center Dallas
- Gundersen Lutheran
- National Heritage Academies

Additional References available on request
System Calculations (Modeling)
Models calculate budget values based on global rates, financial and workforce data. This allows budget planners to focus on entering expenses or inputs while LBP calculates balances that are typically driven from other account balances or references to global rates.

System Calculations in LBP are simple and straight forward:
- Models do not require scripting language knowledge, (unlike Hyperion or Aavega)
- Models can be built in the application by Accountants using point and click wizards
- Models can be created in Excel and imported

The diagram illustrates calculations that occur as a result of a budget planner maintaining statistical accounts (i.e. Census, Patient Days, etc.)

- **Revenue** - Rev per Unit of Service (RUS) rates calculate Hospital revenue both for respective IP and OP Care/Ancillary. Clinic RUS rates calculate total revenue then allocate the revenue across financial classes
- **Adjustments** - Read revenue and apply adjustment rates based on type of revenue and category payer (Medicare vs. Medicaid, etc.)
- **Intercompany** - Inter-company Revenues & Eliminations compute for Lines of Services, Departments and Companies
- **Variable Cost** - Account level rates per unit will update variable expense account balances

Our Core Modeling Competencies Include:
- Revenue - CDM/CPT/DRG, & Units of Service
- Funding Sources - State Funded Program Based Reimbursement
- Contractual Allowances, Discounts, & Bad Debt
- Intercompany Purchased Services & Discounts
- Intercompany Expense Eliminations
- Workforce Productivity & Nursing Grids

Position Control & Workforce Budgeting
Scientia consultants were among the first to implement and use the Position Control feature in LBP.

We specialize in designing workforce budgets that align FTEs by skill mix or EEO Category for productive and non-productive pay. This approach allows us to budget for Productivity and Nursing Grids.

Depending on the client requirements for staffing and position control, we can design Workforce Budgets for either Paid FTE or Total FTE budgeting.

Alternative Budget Structures
We have experience developing budget structures and workforce designed to address the following issues:
- Balance Sheet Work in Progress (WIP)
- Activities and Capital Budgets
- Budgeting workforce across multiple grants and funding sources in one Workforce Budget
- Calculating Physician Revenue across multiple cost centers
- Pooling accounting units across multiple companies
- Budgeting sensitive staff (i.e. Executives or Doctors) outside traditional GL Companies then reading aggregated data back into the operating budget.

Flexible Budgeting and Strategic Planning in LBP
Our consultants can help you create 5 and 10 year strategic projections, evaluate funding proposals, and assess the operational impact of planned growth using LBP.

Maintaining a volume based variance budget in LBP is a straight forward process that can include multiple approaches to flexing budgets including: calculated budget or actual drivers, standard costs, and statistics. Let us show you how.

Let us show you how to use Workforce Budgets to trap and record Activity (AC20) based expenses within the operating budget.
Custom Reporting Solution for LBP

We offer our clients an alternative approach to reporting versus the LBP standard reports. **Why choose custom reporting?**

The Canned LBP Reporting Solution Limitations

- Limited number of reports to cover all aspects of reporting for Financial, Workforce, and Activities. No Metrics Reporting.
- Built to fit EVERY organization, not specific needs of YOUR organization.
- Minimal database documentation makes modification of existing reports difficult.
- Reporting solution pack must be applied each time LBP is patched.
- Must maintain compatible version of LBI for reports to work.
- Proprietary JAVA passes data between LBP and LBI.

The Scientia Reporting Solution Alternative

- Reports are specific to YOUR organizational needs.
- Flexible table driven reporting parameters behind the scenes.
- Reduces dependency between compatible LBP and LBI release levels.
- Comprehensive schema mapping and report design documentation.
- Reports can be scheduled and burst in LBI Dashboards.
- Minimal annual maintenance.
We are an End-To-End solution provider for Lawson-based Budgeting and Planning:

- LBP & LBI Installation
- Integration, Training, and Support
- Upgrades and Patching
- Database Optimization

Call us for an LBP 9.01 64 bit conversion quote . . .

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We also provide these additional professional services:

- Mobile Supply Chain Management
- Custom Reporting (Crystal & Microsoft)
- EE/MGR Self Service & OE Customizations
- Lawson Business Intelligence Solutions
- S3 Application Consulting
- S3 Staff Augmentation
- Technical Software Installations
- Upgrades and Server Performance