

**BOARD OF EDUCATION OF HARFORD COUNTY**

**INFORMATIONAL REPORT  
DECISION ON A CONTRACT NECESSARY TO UPGRADE LAWSON  
SOFTWARE TO A NEW RELEASE**

**FEBRUARY 11, 2008**

**Background Information:**

In April of 1999, Harford County Public Schools implemented the Lawson ERP system. This system now requires an upgrade to Lawson 9.0. This upgrade is a planned lifecycle replacement. The Purchasing Department on behalf of the Office of Technology is requesting a decision by the Board to enter into a service agreement with Lawson Software Americas, Inc. in the amount of \$217,100.00.

**Discussion:**

The Office of Technology has worked with the Lawson Professional Services group regarding the necessary labor effort to migrate to Lawson 9.0 by December 1, 2008. These negotiations have resulted in a proposal from Lawson Software Americas, Inc. to provide project coordination, application consulting, technical implementation support and training. The labor effort will be in the three core functional areas: Human Resource Suite Consulting, Procurement Suite Consulting and Financial Suite Consulting. Lawson is a sole source for these requirements due to the proprietary services that will be rendered.

The pricing has been determined to be fair and reasonable and in line with public sector pricing to similar governmental clients.

The funding for this upgrade is in the FY 2008 CIP budget. The project and this purchase are aligned with Master Plan Goal #3 and Strategic Plan Focus Area 4.1.

**Superintendent's Recommendation:**

The Superintendent recommends award of a consulting services agreement with Lawson Software Americas, Inc. for the application upgrade and environment migration.