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FEBRUARY - 2015

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CIO STORY

UNIT4

Bringing Powerful Enterprise Resource Planning to the Public Sector

Public sector organizations worldwide look for efficient management of affairs, competitive information access and the responsible use of public monies. There is a lot of focus on accountability and need for constant betterment. So when one learns that over 1500 public sector organizations globally have chosen to rely on UNIT4 products and services, it suggests the company has a proven track record of helping deliver these requirements.

In fact, saying that UNIT4 has over 1500 public sector customers globally will only be a preface. UNIT4's clients include the likes of Scottish Environment Protection Agency, The House of Lords and House of Commons, Visit Britain, and The National Audit Office. Some others that could be cited are the Resort Municipality of Whistler, City of Port Moody, City of Langley, City of Ventura, City of Medicine Hat, City of Surrey, and King County Housing Authority. Many city councils and municipalities around the world like those of Oslo and Stockholm rely on their services. UNIT4 supports 90% of local government authorities in Ireland through the Local Government Management Agency in Ireland.

UNIT4 supports the public sector with cloud Enterprise Resource Planning (ERP) solutions in aspects like financial management, procurement, HR and payroll, project management functions, and other client focused processes. UNIT4 solutions are responsive to reorganizations, public requests for information, regulatory changes, fluctuating funds, elections, or any other facet that is unique to the sector.

They offer a fully-integrated cloud based ERP solution that handles core accounting/financials, budgeting

and forecasting, procurement, HR and payroll, and project management with cost effectiveness, information accessibility and responsiveness to changing requirements. UNIT4 solutions are people-centric and agile, allowing for efficient collaboration and high productivity. Customers can pick between private cloud, public cloud, on-premises or off-, or a combination. While systems from other vendors often require programming or external IT, changes to be made in the systems provided by UNIT4 need not be re-programmed: the users themselves can make the required changes.

Such approaches produce happy clients. For instance: The diverse and picturesque Township of Langley, a mid-sized municipality located just outside of Vancouver, BC, has made UNIT4's flexible ERP solution the heart of an autonomous "do-it-yourself" operational model for Township workers. UNIT4's Agresso ERP software has helped the Township to shift centralized tasks to self-service, vastly reducing paper/budget requests and management costs, making more effective use of staff and saving more than \$250,000 in the first few years.

CEO José Duarte who joined UNIT4 in the June of 2013 brought to the company the experience from his multiple leadership roles, including President of the EMEA & India region, President of the Latin America region, and more recently as President Global Services and Corporate officer of SAP. His international experience spans software and services, large enterprise and SME, high value and volume businesses and this has benefitted UNIT4. Since they are becoming a preferred solution for public sector organizations globally, they foresee significant opportunity.



Jose Duarte, CEO

“UNIT4's solutions for public sector and government organizations combine innovations in technology like cloud, social and mobile capabilities with a deep understanding of the sector challenges.”

They are building on sector expertise and extending partnerships to meet specific market requirements. In response to the increasing demand for greater social collaboration and mobile capability, UNIT4 is doubling its investment in R&D in its core ERP solution. **US**