

Ready to Modernize

How GForce Helped Close a
Healthcare V10 Upgrade in
5 Months



COMPANY OVERVIEW

River's Edge Hospital is a community-owned Critical Access Hospital in St. Peter, Minnesota. A mid-market healthcare organization with over 85 years of service, River's Edge provides comprehensive care, including emergency services, orthopedic surgery, and rehabilitation. They were on Lawson V10 and needed to move to CloudSuite FSM before the 2030 end-of-support deadline.

Modules



Financial Management

Accounts Payable, Asset Management, Budgeting, Cash & Treasury Management, Close Management, Global Ledger, Project Ledger, Reconciliation Management

Supply Management

Inventory, Mobile Supply Chain Management (MSCM), Purchase Orders, Requisitions

“ We came in with a competitive offer from day one. No back-and-forth. The customer had what they needed for budget on time, and we closed in five months. ”

Grant Crowell

Senior Account Executive (Sales), GForce Technology Consulting

Project Details

5 months

Sales Cycle (GForce first contract to signed contact)

December 30, 2025

Contract Signed

10 months

Implementation Timeline

2nd Project

Second project closed with AE in 2025



Client: River's Edge Hospital, St. Peter, MN



Vertical: Healthcare (Mid-Market)



Project Type: Lawson V10 to CloudSuite FSM Upgrade



Competition: Direct upgrade path. No RFP or competitive evaluation.



Pricing Model: Time & Materials

The Win

The Infor Account Executive brought GForce in based on a strong 2.5-year working relationship. She had built trust with the customer and recommended GForce as the finance and supply management experts for the upgrade. Responding quickly, GForce supported an FSM demo in August, presented proposals alongside the Infor Account Executive in September, and delivered a final SOW by October 1.

Rather than rounds of revisions, GForce and Infor presented one clear, competitive proposal from day one. The team knew the customer needed pricing to submit for October budgeting, and came in with their most competitive offers right from the start. The CFO gave a thumbs up within days, submitted it for budget, and received approval in late November. Contract signed December 30.

GForce's deep Lawson V10 expertise is the differentiator. Their consultants know existing V10 configurations inside and out, which means upgrades go smoother and faster. They speak the same language as the customer's team because they've lived in these systems. For a straightforward V10-to-CloudSuite upgrade, GForce eliminated complexity and delivered a clean path forward.



The Challenge

River's Edge needed to upgrade from Lawson V10 to CloudSuite FSM. The hospital's new CFO came from a modern cloud-based environment and recognized the potential for River's Edge to take advantage of the same capabilities. She built internal consensus and got the team excited to move forward. They also owned a Mobile Supply Chain Management module which had never been implemented in V10 and wanted to activate it as part of the upgrade.

The Results

- GForce's first contact in July 2025 to signed contract in December 2025, five months from start to close.
- FSM demo in August with the Infor Account Executive, followed by proposals in September
- Prescriptive, budget-conscious proposal with no back-and-forth
- Final SOW delivered by October 1, meeting the customer's budget submission deadline
- 10-month implementation covering 12 modules across Financial and Supply Management
- Activated Mobile Supply Chain Management (MSCM), a module owned for years but never implemented
- No RFP, no competitive process. The customer saw strong value in their existing Infor investment and chose a direct upgrade path.
- An upgrade to CloudSuite will also enable River's Edge to leverage Infor OS for enhanced integration, workflow automation, and improved user experience.