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LSG Solutions, LLC

Integration and Implementation of Technology-Focused Business Solutions

Alan Sheppard, co-founder of IT firm LSG Solutions, admits he wasn't really a "computer geek" growing up. In fact, he never operated a computer until college. He credits his mother for pushing him into the software development field. "She knew I liked to build things," Sheppard says. "And that's what we do at LSG. You must love to construct things from scratch, if you are developing software. And you have to bring a sense of creativity to it."

LSG Solutions is an Oklahoma information technology firm specializing in implementation of Oracle- and Microsoft-focused business systems, especially in the oil and gas, banking, accounting, human resources, insurance and public-sector fields.

Sheppard takes pride in a turnkey approach to software development, matching it to a client's present and future needs. "We do the project management from day one and we finish it," he says. "We provide long-term support and maintenance of the software we develop. We maintain constant interaction with our clients throughout the process because we don't want them to have any surprises."

"We focus on the quality of delivery over growth. Whenever a new client comes in, we ask ourselves can we provide the same level of quality."

—Alan Sheppard, President, LSG Solutions

LSG is one of the few authorized resellers of Oracle products in the region, and the only one headquartered in Oklahoma City. LSG is also an official Oracle reseller to the public sector in addition to handling commercial business applications. Oracle is the world's largest business software company.

"We have been an authorized Oracle reseller since 2005, when we began selling its core technology products," Sheppard says.

Sheppard started an IT consulting firm in 1997, witnessing first-hand the turmoil of the bursting tech-bubble in 2000-2002. He learned some lessons from that period that he has applied since starting LSG in 2004.

"I learned to focus on the quality of delivery over growth," he says. "We are



Left to Right:
 Dave Rose,
 Director of
 Services
 Cindy Haley,
 Business
 Development
 Natalie Meyer,
 Business
 Manager
 Alan Sheppard,
 President

not going to keep hiring people and taking on new clients if we can't maintain the same level of quality. This is a time-consuming field. You can't let things get out of hand if you are going to maintain quality."

Sheppard also learned the importance of having an experienced, stable staff to nurture quality control, something not always found in the project-hopping

to such state agencies as Corrections, Agriculture, Corporation Commission and the Center of Advancement and Science Technologies.

In 2009, LSG's deliberate but quality-oriented growth philosophy led it to be named number 21 on the Oklahoma City Metro 50, which represents companies that demonstrate positive growth in revenues and employment and in maintaining creativity and entrepreneurship.

Sheppard says reputation is everything in Oklahoma's close-knit business and IT community. LSG's 20 employees are all based in the Oklahoma City area and are keenly aware of the importance of quality service.

As Sheppard puts it: "The bar is set high here. You cannot afford a black eye in this market. People will find out. So we take pride in our integrity. We don't walk away from a problem. We address it head on. Most of our business has been through referrals based on that reputation. It sparks growth, producing happy customers and solid references."

IT world of temporary consultants and subcontractors.

"We hire only senior-level, experienced people," he says. "Only about 10 percent of our staff would be considered to have intermediate skill sets. Our people are going to have over 10 years' IT experience when they come in the door."

Quality and Integrity Lead to Growth

Some of LSG's recent success stories involve its public-sector work, which has brought state-of-the-art systems to Oklahoma state agencies. For example, its online software cut by two-thirds the time it takes to complete the permit application process for oil and gas drillers. LSG software also brought efficiencies



www.lsgsolutions.com