

Michou Jewelry Moves from SBT to Spire

[Michou Jewelry](#) is a manufacturer, importer and wholesaler of jewelry near Lake Tahoe, California with offices and operations scattered around the world. In 2017 we started to look for a new accounting system to replace our very old SBT VisionPoint software.

A consultant recommended QuickBooks*. We quickly realized it would not work. We write our own apps to enhance our SBT. We could not move these to QuickBooks. After a few months of struggle, I realized we needed an SQL solution that was extensible, modern and offered an owned license rather than pay-as-you-go rental.

Over the 2017 winter holidays, I searched for an SBT replacement, found Lefkowitz Systems' web site and read Matthew Lefkowitz's [article](#) on Spire for SBT upgraders. I followed up with more reading on Spire and by watching Spire [videos](#) on the [Spire Systems web site](#). On the first day of business 2018, I contacted Lefkowitz Systems and placed my order for a new Spire license for Michou Jewelry.

I started our Spire installation and conversion immediately. Importing our SBT data into Spire was surprisingly easy. I exported the SBT data with Crystal Reports[†] and used the native Spire import engine to bring in our SBT customer, inventory, vendor and A/R data. *(Recently Lefkowitz Systems developed an SBT data export engine).*

Over the next month I imported our AP data and Purchase Order data as well, Importing into Spire was straightforward, and Matt was there to help at every step.

As we collected Spire data, I converted dozens of Crystal reports to work with Spire. I modified copies of existing SBT reports with the new Spire data while leaving formats and formulas in place, eliminating the need to start from scratch. As each report came back online, my staff worked exactly as they worked with SBT.

I also started rewriting the apps that extended SBT to both read and write Spire data. This proved to be very easy thanks to the Spire's open, [PostgreSQL](#) database.

We have an office in Lake Tahoe, employees in Los Angeles and San Jose, California, as well as an office in Bali, Indonesia. To connect them, we moved our business to the cloud with Spire and our other apps on remote desktops. I can now access all our



software and data from anywhere and I can provide any support our office needs, even from Bali.

We have a manufacturing facility in Bali that needs a separate GL and company structure. Spire allowed us to quickly get the Bali company going. Using the Spire [User Defined Fields](#) module, I extended the Spire database, just as I did in SBT, to accommodate the unique information we require for our business.

Spire feels more like a database than an accounting system and the ability to "slice and dice" the data using filters is imperative to us. Accounting software has two sides: data collection and data retrieval. Spire collects the data like a champ and provides us with the platform, using Crystal Reports and my apps, to get information into the hands of anyone who needs it and in the form we require.

It has now been six months since embarking on this project and everyone at Michou is ecstatic about working with Spire. As the IT person, I know that when no one asks me anything, things are going great! The only thing people ask me today are how to go forward with more custom apps and reports using Spire. We were so dependent on SBT we never thought we would find a solution, let alone one that was a perfect fit like Spire.

I am grateful to Matt for writing his [article](#) on Spire for SBT users and giving his honest description of the pluses and minus of Spire as an SBT replacement. He has provided additional users as we have grown. I highly recommend looking into Spire and talking to Matt if you are an SBT user. Our experience has been great, and the bottom line is we will recoup our investment in under two years. Our productivity is much greater than our old, beloved SBT and being 100% on the cloud has revolutionized how we work. I have apps for production, image distribution, catalog creation, and executive dashboards that are real time and give our administrators the ability to work from anywhere at any time.

Thanks, Matt!!!

Rick Topper
CEO/CIO Michou Jewelry



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