



## MUSICIANS INSTITUTE

# DATA MIGRATION, IMPLEMENTATION, AND TRAINING

## FLAT FEE ELIMINATES COST OVERRUNS AND PUTS NO LIMITS ON LEARNING SBS SOFTWARE

“The implementation process was very simple. The SBS support team did a great job of walking us through the process and assessing our needs,” Lopez said. SBS provided Excel templates and “a few days later, our new SBS system was up and running.”

Using the Institute’s data to set up and learn the software made training efficient and effective. Training was done via a series of interactive webinars. Support is handled by phone and email. “The support staff is always available to us and our questions are answered quickly.”

Updates are included in the cloud subscription and timed not to impact business operations. After an update, a support specialist walks through the new features with the MI team.

### Interfacing with Other Systems

Integrating data from the Institute’s other systems has been seamless. Files from revenue and payroll systems, as well as daily billing transactions, are imported into SBS. The process is quick and easy.

### Everyday Tasks

Switching to SBS Financials allowed MI to streamline and automate business processes including:

- **Journal Entries:** “Before, we had to manually input long, compound entries. Now, we simply upload an Excel template. It could not be easier.”
- **Financial Statements:** “They are easy to create and to modify. With full drill-down and export functionality, I could not ask for more.”

- **Integrated Imaging:** “Several times a day our staff used to run back-ups of journal entries and copies of invoices. Now that we attach all of the supporting documents in the system, I can quickly drill down to them and let the staff work on more important items.”

- **Audits:** “Our auditors are getting their backups in record time.”

### Recommendation

Since switching to SBS, the MI accounting team is spend less time on manual tasks and more time on higher-level activities. “SBS is the best accounting system period,” Lopez said. “I would recommend it in a heartbeat.”

*Musicians Institue equips students for careers as musicians and music industry professionals.*

### CUSTOMIZE THE SYSTEM TO THE WAY YOU DO BUSINESS

Accounting software should accommodate your business practices - not force you to change them. A point-and-click process makes it easy to customize SBS software.

### QUICK ACCESS TO THE DATA YOU NEED WHEN YOU NEED IT

Being able to drill down to expenses or AP invoices lets you spend less time searching for documents and more time analyzing trends and making recommendations.

### DIRECT SUPPORT FROM PEOPLE WHO KNOW THE SOFTWARE

Knowledgeable support is crucial. Support Specialists work on the implementation team so they’re familiar with your system. That makes it efficient - and friendly!



# CUSTOMER CASE STUDY

## ROBUST FUNCTIONALITY

### EVERYTHING IN ONE SYSTEM

“We were not happy with the performance of our financials software,” said Cesar Lopez, Director of Finance and Accounting for Musician’s Institute in Hollywood, CA. “The system was slow, outdated, and inefficient. Any time we needed to make a change in the system it was costly and time-consuming.”

#### The Dilemma

Upgrading to the current version of the software would be cost prohibitive. Even with the upgrade, “There was no guarantee that the software would perform better than the version that we had.”

Upgrading the system meant that all of the add-ons would need to be upgraded too. It was frustrating. “The third-party add-ons were there only because the system did not have the functionality that we needed.”

#### Exploring Alternatives

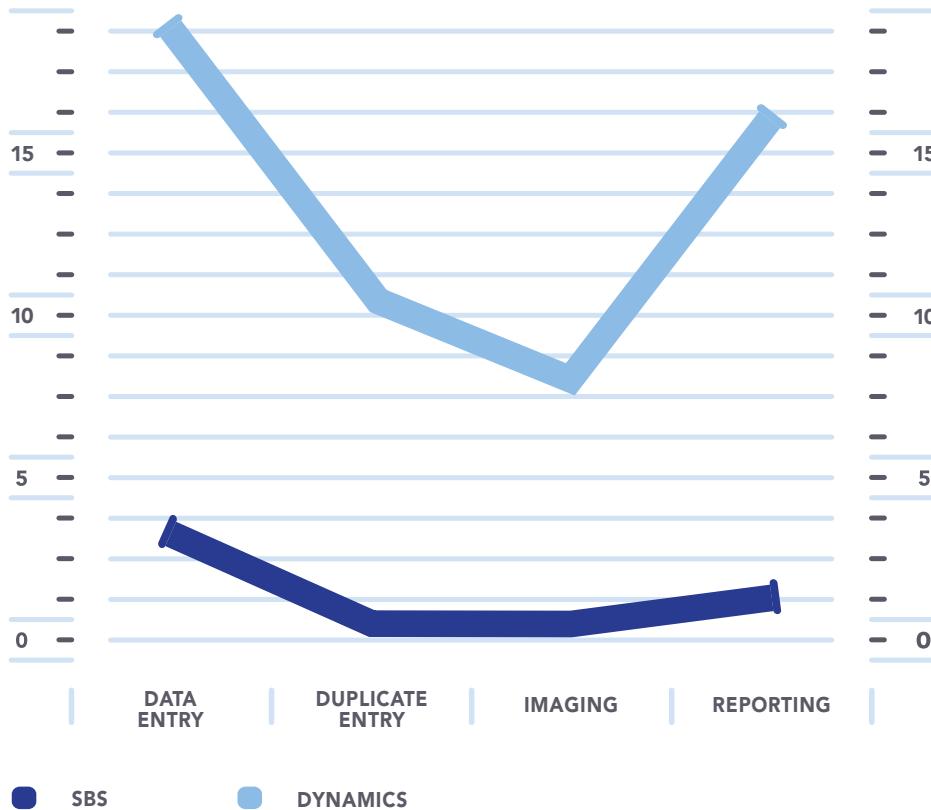
“I had used the SBS system previously and remembered being able to get anything I wanted with a few clicks. Reports were easy to build and export to Excel. Most important, there were no questions that the friendly SBS support staff could not quickly answer.”

After comparing the costs and benefits of different accounting systems SBS was the clear choice, Lopez said.



MUSICIANS INSTITUTE  
COLLEGE OF CONTEMPORARY MUSIC

~ HOURS PER MONTH  
Manual processes



### INTEGRATED AND EASY-TO-USE REPORTING TOOLS

Financial statements are easy to create and modify. Users can drill down to details and export to Excel.

### SEAMLESS INTERFACE WITH PAYROLL AND OTHER SYSTEMS

Files from other systems can be imported with a few clicks or entirely automated to eliminate all manual steps.

## CLOUD FEWER UP-FRONT COSTS

Switching to SBS Financials let MI go from on-premises hosting to the cloud. Moving to the cloud had fewer up-front costs and required no additional servers.

“Our IT team was very happy about the decision since they would no longer be responsible for maintaining our on-site hardware and software,” Lopez said.

“With the SBS Cloud, we have access to best-in-class hardware and updates are automatic.”