



Industry: Non-Profit

Spire Academy



The Academy at Spire serves as a national & international academy for high school and postgraduate athletes. The academy is focused on performance training for all athletes & sports-specific training in swimming, track and field, & basketball. Spire's experienced coaching staff offers academy and camp training programs and hosts exceptional league play in a variety of sports. Spire has hosted countless sport competitions including those organized by the NCAA and the Big East, Big Ten, and Atlantic 10 conferences. Spire also hosts various Olympic trials and world championship qualifiers.

HQ: Geneva, OH **Founded:** 2010 **Employees:** 326

Existing ERP: QuickBooks

Other systems: HubSpot, Ramp, Excel, Paylocity, Hometown & TripleSeat, Shopify, Square

Customer Challenges: Consolidations, reporting, visibility, BI

Deal Competitors: Intacct

Why we Won: Because we were able to appropriately position phasing and pricing to client to align to their needs and budget.

Caravel teams:

David Tillotson, Kelly Gonyea

NetSuite Implementation

NetSuite sales team:

Angela Kavanaugh,
Chris Bovi

NetSuite: Financials

Methodology: SuiteSuccess

Modules: GL, AP, AR

Interfaces: Ramp

Approach: Fixed-fee deployment of NetSuite ERP covering core financials, purchasing, budgeting, bank reconciliation, printed forms, dashboards, reporting, and out-of-the-box workflows. Additional scope includes multi-entity support for 6 entities, Ramp SuiteApp integration, and Basic Projects module.