

USA Software Aids Law Enforcement Agencies Using Mertech's Flex2SQL Driver

HIGHLIGHTS

- Seamless connection between USA's DataFlex application and industry-standard SQL databases
- Easy migration for customers who used multiple DataFlex tables, each of which contained thousands of records
- Application now provides increased data integrity, speedier reporting, and easier third-party integrations

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F.A. "Woody" Spencer

Founder and President
USA Software

Background

Since 1989, USA Software has provided communications and information management solutions to law enforcement agencies throughout the United States. With more than 150 installations in Florida and Georgia alone, and nearly 200 years combined law enforcement experience, USA Software's team specializes in computing, policing, and offering products that work.



Business Challenge

As USA's customers and competitors began utilizing SQL-enabled software solutions, the company found themselves in an unusual and unsatisfying position: behind the curve. USA's DataFlex application, and the database behind it, couldn't offer the same robust features as SQL-based apps. That didn't sit well with F.A. "Woody" Spencer, USA Software's founder and President.

"Our customers were asking for a more standardized backend database, such as Microsoft SQL Server, since many cities and counties were adopting it as their standard for other applications," said Spencer. "And we identified a number of benefits our customers would accrue when they converted to Microsoft SQL Server from a DataFlex database."

Solution: Mertech's Flex2SQL Driver

To make that conversion happen, USA Software turned to Mertech's Flex2SQL driver. Flex2SQL allowed USA to seamlessly connect their DataFlex application to their customers' SQL databases, as well as migrate customers' existing DataFlex data to SQL.

Many of USA's customers were using multiple DataFlex tables, each of which contained hundreds of thousands of records. Still, the migration from DataFlex to SQL went almost as smoothly could be imagined, with Mertech's support team quickly stepping in to aid USA Software the one time they did need assistance.

"We chose Flex2SQL for its ease of use and its simplicity," said Spencer. "We'd tested it in-house in the past and knew of its speed and reliability. Even still, the ease of converting an existing customer from DataFlex to SQL impressed my technical personnel."

Impact and Future

With Flex2SQL in place, USA Software can now supply law enforcement agencies with a faster, more robust software solution, making policing just a little bit easier. USA's applications now

provide increased data integrity, speedier reporting, easier third-party integrations, and online backup and disaster recovery, all thanks to their connection to SQL.

"Now, when our sales staff does presentations, we always lead with the fact that our products support the leading databases, such as Microsoft SQL Server and Oracle," said Spencer. "Mertech had told me about the technical and business advantages of moving to SQL databases. I'm glad we finally made the move."

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