Point No Point Casino Hits the Jackpot With Sage 100 ERP

Long ago, before Europeans came to the shores of Washington State, the S'Klallam people lived on the Olympic Peninsula between the Pacific Ocean and the inland waters of Puget Sound. Their name means "strong and clever people," derived from a myth where S'Klallams outsmarted other tribes in a log-lifting contest. Observing how wood floats, S'Klallam men rolled the heavy log into the sea water, waded out until they could hoist it easily onto their shoulders, and carried it ashore amidst cheers.

Today the Port Gamble S'Klallam Tribe no longer owns the rich fishing runs or the vast forests that once provided most of their food. Instead, they've turned to another kind of resource— gambling. Newly built Point No Point Casino is nestled in the woods a short drive and ferry ride from Seattle and has more than 180 slot machines and six game tables. Keepers Cove restaurant serves up Northwest favorites, tribal recipes, and lavish buffets. It's no surprise, then, that increasing numbers of visitors are deciding to "Get to the Point."

Getting Into Gaming

Since this was the first time they had embarked on a large-scale business like a casino, the Port Gamble S'Klallam tribe turned to a management group for professional assistance. The group was tasked with not only building facilities and creating the right mix of games, but also implementing a strong accounting system that interfaced with human resource, payroll, and security systems.

About the same time, members of the same management group were also selected by the Lummi tribe to launch the Silver Reef Resort in Ferndale across Puget Sound. The group wanted a single accounting solution to run both casinos—something as "strong and clever" as the S'Klallams themselves, and also flexible enough that each casino could configure the application to its unique needs. They followed the recommendation of many other tribal casinos in the state, and selected Sage 100 ERP.*

A Strong and Clever Solution

All basic accounting functions at Point No Point Casino now run on Sage 100 ERP, including general ledger, accounts payable, and bank reconciliation. (Since most revenue is cash, the casino has little need for formalized accounts receivable processing.)

*Sage 100 ERP was named Sage ERP MAS 200 when Point No Point Casino, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Point No Point Casino, Inc.

Industry
Casino

Location
Kingston, Washington

Number of Locations
One

Number of Employees
120

System
Sage 100 Advanced ERP

- Sage HRMS
- Accounts Payable
- Bank Reconciliation
- Business Alerts
- Custom Office
- Sage Fixed Assets
- General Ledger
- Magnetic Media
- Payroll
- Purchase Order
- TimeCard
- Visual Integrator

Challenge
Obtain an accounting system with seamless integration of HR, payroll, and security and the power and flexibility to handle the complexities of two separate casino operations.

Solution
Sage 100 ERP including the Sage Fixed Assets, Payroll, and Sage HRMS modules.

Results
Seamless integration and data flow between HR, payroll, and security; streamlined and automated accounting; extensive HR capabilities; successful casino launch with a powerful and reliable, user-friendly system.

Sage Fixed Assets is used to track fixed assets such as property, plant and business, and gaming equipment. Payroll data is collected by the system and then sent to an external vendor for processing. The Purchase Order module handles orders for food and beverages, uniforms, maintenance of gaming machines, utilities, paper products, and more.

Sage HRMS interfaces seamlessly with Sage 100 ERP and the casino's security system. Employees clock in and out by swiping an identification card—the same card that contains their payroll number and permits or restricts entry to secure areas for dealers and other money handlers. Data goes to the TimeCard module in Sage 100 ERP for management's review, then updates the Sage 100 ERP Payroll module.

"Sage HRMS gives me an excellent database for maintaining employee records and creating reports," explains Curtis Kottke, human resource coordinator for the casino. "I use it to keep demographic information like address, phone, emergency contact, and tribal data, since many of our employees are members of the tribe. With Sage HRMS, we can make sure that salary grades match job codes, and everybody falls within the proper account category in Sage 100 ERP. Also, Sage HRMS helps me stay on top of when employees have completed mandatory training programs, when their licenses are due—or even when their birthdays come up, for improved morale."

Kottke says he'd never used a program like Sage HRMS before, but he had no trouble learning it. "I stepped into this position cold, with little specific training on Sage HRMS or Sage 100 ERP. I just went to the training manuals and figured everything out myself. Now I can make the system do everything we need."

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>
> Curtis Kottke
> Human Resource Coordinator
> Point No Point Casino

"Sage 100 ERP is one of the most reliable and user-friendly accounting software packages I've encountered," says Pratt. "We've had few problems with it since going live, which is saying a lot. It provides an excellent base for launching our new casino enterprise and staying on top of our business for maximum profitability."

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: http://www.facebook.com/SageNorthAmerica and Twitter at: http://twitter.com/#!/sagenamerica.

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