



CUSTOMER SUCCESS STORY

CUSTOMER

Point No Point Casino, Inc.

INDUSTRY

Casino

LOCATION

Kingston, Washington

Number of Locations

One

Number of Employees

120

SYSTEM

Sage MAS 200

Modules in Operation

- Abra HR
- Accounts Payable
- Bank Reconciliation
- Business Alerts
- Custom Office
- FAS Asset Accounting
- General Ledger
- Magnetic Media
- Payroll
- Purchase Order
- TimeCard
- Visual Integrator

Point No Point Casino Hits the Jackpot With Sage MAS 200

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.

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 MAS 200 including the FAS Asset Accounting, Payroll and Abra HR 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 MAS 200 is one of the most reliable and user-friendly accounting software packages I've encountered. It provides an excellent base for launching our new casino enterprise and staying on top of our business for maximum profitability."

—Robin Pratt
Director of Finance
Point No Point Casino, Inc.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



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 their unique needs. They followed the recommendation of many other tribal casinos in the state, and selected Sage MAS 200 ERP.

A Strong and Clever Solution

All basic accounting functions at Point No Point Casino now run on Sage MAS 200, including general ledger, accounts payable, and bank reconciliation. (Since most revenue is cash, the casino has little need for formalized accounts receivable processing.) Sage FAS Asset Accounting 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.

Abra HR interfaces seamlessly with Sage MAS 200 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 MAS 200 for management’s review, then updates the Sage MAS 200 Payroll module.

“Abra HR 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 Abra, we can make sure that salary grades match job codes, and everybody falls within the proper account category in Sage MAS 200. Also, Sage Abra 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 Abra before, but he had no trouble learning it. “I stepped into this position cold, with little specific training on Sage Abra or Sage MAS 200. I just went to the training manuals and figured everything out myself. Now I can make the system do everything we need.”

“Sage MAS 200 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.”