



Industry:
Hospitality
Company Name:
Vail Plaza Hotel
Headquarters:
Vail, Colorado
Web Site:
www.vailplazahotel.com
Sage Software:
Sage MAS 500 ERP

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Vail Plaza Hotel Gives ASI A Five-Star Rating

A Hospitality Industry Success Story

The Vail Plaza Hotel is the first new property to open in Vail, Colorado in nearly 45 years. Boasting an elegant spa, state-of-the-art fitness center, lavish pool, first-class restaurants, and proximity to some of the world’s best skiing, Vail Plaza Hotel is a popular destination. Sage MAS 500 ERP, backed by ASI, is the organizational tool Vail Plaza Hotel relies on to keep this busy operation running smoothly.

Sage MAS 500 Checks In

The company started out using QuickBooks, always knowing it would need to graduate to a full-fledged ERP (enterprise resource planning) solution when the hotel opened and operations began in full swing.

Worth Sanders, controller for Vail Plaza Hotel, said the management team considered several other software systems before selecting Sage MAS 500. “We looked at Microsoft Dynamics GP, Microsoft Dynamics SL, and another Web-hosted solution,” recalls Sanders. “We kept coming back to Sage MAS 500 as the accountant’s accounting solution. It has the strong controls in place that



accountants look for, the SQL database that facilitates integration, and an easy-to-use, friendly user interface that makes it easy to learn.”

During an Internet search for local Sage MAS 500 solution providers, the hotel found ASI. “I liked ASI immediately,” recalls Sanders. “They have a helpful, easy-going attitude. I didn’t feel like I was just a sale to them — I felt like they really wanted to help us find a business solution.”

Challenge	Solution	Results
The entry-level accounting software the hotel started with would not support the busy operation.	Sage MAS 500, expertly implemented by ASI meets the hotel’s needs now and will scale to meet future needs.	Centralized purchasing streamlines process. Flexible architecture facilitates import from the lodging management software.

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About ASI

Accounting Systems, Inc. (ASI) takes a personal, hands-on approach to providing its clients with the appropriate accounting and software systems to help them succeed. Established in 1991, ASI serves more than 250 clients throughout Colorado, Wyoming and Utah.

Providing consultation, customization, implementation, training and ongoing service of software systems enhances our clients' accounting and business technology processes and overall profitability.

ASI delivers a bigger bottom line to manufacturing, distribution, and service organizations with integrated technology that's easy to use!

Accurate Inventory Control

Vail Plaza Hotel is using the Sage MAS 500 Inventory Management module to track its perpetual inventory. Each division within the hotel, such as the spa and restaurants, is set up as a separate warehouse location facilitating cycle counts. “Managers perform frequent cycle counts,” says Sanders. “They can look at products from a specific vendor, those of a specific type, or those in a specific location—it's very flexible.” What's more, receiving functions can continue while cycle counts are in progress, so business never needs to slow down.

Perfecting Purchasing

It takes large quantities of consumable products to stock the hotel's restaurants, spa, and house-keeping departments. Vail Plaza Hotel has placed the responsibility for keeping these divisions stocked in the hands of the specific managers. Sanders explains the process, “The managers enter requisitions into Sage MAS 500 for the materials they need. Those requisitions are routed to our purchasing manager who sources the products, approves the requisitions, and issues purchase orders which are then sent by e-mail to the vendors.”

This centralized purchasing arrangement is highly efficient and ensures accountability throughout the organization and streamlines the entire purchasing process. The purchasing manager can select which requisition items to approve, and consolidate multiple requisitions into a single purchase order for ordering efficiency. The software allows the hotel to set maximum expenditures for individual items or divisions to better control expenses.

“We now have much better control over our inventory. Accounts payable processing has been streamlined too. Goods are verified and received in the warehouse, and that data flows automatically to the Accounts Payable module,” says Sanders.

Integration With Lodging Management Software

ASI designed and developed an import routine that brings summarized sales data from Vail Plaza Hotel's lodging management software into Sage MAS 500. ASI also designed several views using the Business Insights module, views that give Sanders and the rest of the management team strategic information that enables them to make better business decisions. The data is provided in a logical grid format with powerful filtering, grouping, and sorting capabilities that allow managers to organize data in the way most appropriate to the task at hand.

No Reservations

“ASI was instrumental in configuring Sage MAS 500 for the best use by our company. In addition, they helped design our invoices and checks, and wrote several customized reports we needed,” Sanders says.

Sanders praises the training he and the staff received from ASI. “They walked staff through their workflows step by step and left us with detailed training manuals we can continue to refer to. They made sure everyone was comfortable with the software.”

“We're extremely happy with Sage MAS 500 and ASI,” he concludes. “The product is extremely stable, and the support and advice we receive from ASI is fantastic.”



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