

## Potawatomi Nation Powers Up With Sage PFW

Potawatomis have been an influential Indian tribe for centuries. Historically they controlled about 30 million acres of land in the Great Lakes area. Woodrow Wilson Crumbo, whose murals grace the walls of the Department of the Interior Building in Washington, D.C., is one of the best-known tribal members.

Today the Citizen Potawatomi Nation is an important economic and cultural presence in central Oklahoma. Its 15 enterprises include a bingo hall, bowling center, two smoke shops, grocery store, convenience store, golf course, museum with gift shop, radio station, Internet service provider, fleet leasing company, and food service. A multitude of federal programs in the Potawatomi Nation's homeland provide further employment opportunities.

### Retiring the Old System

The nearly 100 financial entities that make up the Potawatomi Nation engage in countless transactions with one another every day. The day care center may take its students to visit the bowling alley, or the youth program may charge gas and food at the convenience store. These interactions must be accounted for and reconciled—a very time-consuming endeavor. In 1996, the Nation decided that automation was a logical answer, and searched for an accounting application with strong interorganizational capabilities to replace its antiquated fund accounting package.

### An Enterprisewide Solution

Susan Blair, director of enterprise finance at the Citizen Potawatomi Nation, reviewed many software options, then helped make the decision to go with Sage PFW ERP. "We set up a fully integrated system based on Sage PFW that incorporates many different applications and modules," she explains. "We started out just using Sage PFW for the enterprise side of the house. It worked so nicely that after two years we moved over all our federal programs as well. Now financial records for the entire Nation are all on Sage PFW."

### Customer

**Citizen Potawatomi Nation**

### Industry

Arts, Entertainment, and Recreation—Bowling Alley, Golf Course, Bingo Halls

### Location

Shawnee, Oklahoma

### Number of Locations

Ten

### Number of Employees

530

### System

**Sage PFW**

### Modules in Operation

Abra Payroll  
Accounts Payable  
Accounts Receivable  
Bank Book  
Inventory  
Premier Inter-Company  
Premier Ledger  
Purchase Order

### Challenge

Obtain an automated business solution that provides advanced interorganizational capabilities to manage 100 financial entities and \$14 million in federal contracts.

### Solution

Sage PFW ERP financial applications, including Accounts Payable, Accounts Receivable, and Inventory.

### Results

Streamlined, intercompany integration; centralized financial records; accurate accounting and improved collections; cut payroll processing from five days to two; added 250 employees without increase in payroll workload.

Blair set up each of the various tribal enterprises as separate companies under Sage PFW. That way she can close out some at the end of each year, if necessary, or keep them running on an ongoing basis. Each federal program is a company, too, with due-to and due-from accounts easily tracked like standard accounts payable and receivables.

"We're very pleased with Sage PFW," says Blair. "The Accounts Receivable module alone has saved us a tremendous amount of work. It keeps all our accounts straight, and allows us to spot past-due balances quickly so we can take speedy action."

A sophisticated mix of modules comprises the Potawatomi Nation's Sage PFW system. Two of the tribe's locations use Fusion 2000, a point-of-sale application from MIK & Associates that interfaces directly to Sage PFW. MICR and Laser Signature from ISS cut checks automatically within Sage PFW. Cyber Imports, another MIK module, pulls information on the Nation's self insurance transactions to Sage PFW, where it is delivered straight into the Bank Book module—all without records' having to be rekeyed.

Remarkable efficiencies have come from the integrated Abra Payroll application. Abra Payroll provides many-tiered entry processing and secure delivery of sensitive payroll information. When the Nation opened a grocery store in May and hired 250 new employees, the tribe's payroll nearly doubled. Yet Abra Payroll, using data collected from the grocery, bingo hall, and bowling center, along with the Unitime time-clock module and Sage PFW, handled the increase without adding a single hour to the payroll manager's workload. According to Blair, Abra Payroll, which is another Sage product, and Unitime time-clock from Unitime Systems, Inc., have transformed a week-long payroll task into a mere two days.

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—Susan Blair  
Director of Enterprise Finance  
Citizen Potawatomi Nation

Blair gives a lot of the credit for the new system to her business partner, whom she calls "the best consultant in the world."

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