TRIBALHUB
INDUSTRY INSIGHTS

THE POWER OF 20
RESEARCH & RESOURCES

TribalHub Members receive our Industry Insights report on a monthly basis, but in celebration of our 20th Anniversary Edition, we're passing this insiders only information on to all!

Enterprise Resource Planning (ERP) Systems
INSIDER'S INSIGHT from TribalHub's Executive Officer, Mike Day

Choosing the right Enterprise Resource Planning (ERP) system and fully implementing it within your organization is critical to success in our increasingly data-driven world. Making the wrong ERP system choice can be a "career killer" for you and a long expensive nightmare for the organization. Choosing and implement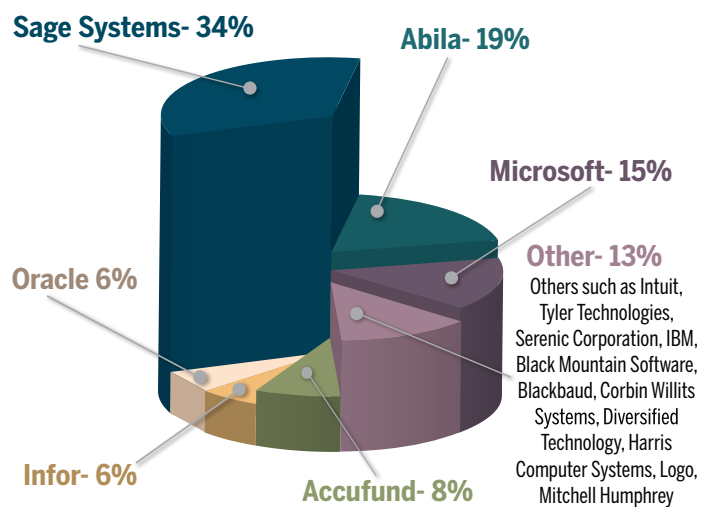ing the correct ERP system is still a complicated process requiring great skill and patience in guiding the organization through a myriad of change to obtain the desired results. There is no easy path. For tribal organizations, this decision is doubly tricky by mixing in requirements for fund/grant accounting with commercial business accounting.

An ERP system is truly a core data gathering point. I like to think of it as the center hub of a wheel with all of the various systems in the organization attaching to it as separate spokes, feeding it all the data necessary to produce a single holistic view of the entire organization. This view often comes in the form of consolidated financial statements, combined services reporting or perhaps a daily operating report (DOR) for a tribal casino.
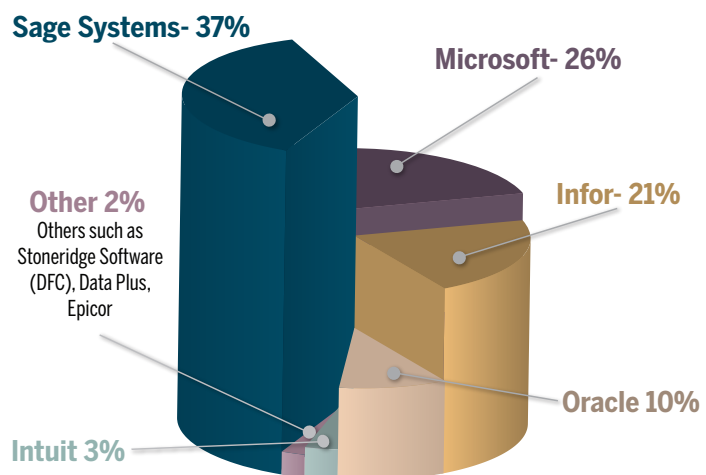
Common systems that integrate into a CRM, and often come as separate software modules of any ERP include General Accounting, Accounts Payable, Accounts Receivable, Purchasing and Inventory, Fixed Assets, Payroll, Time & Attendance, Human Capital Management, CRM systems, and Reporting. For tribal organizations that have casinos and hotels, ERP data integration often include systems managing slot accounting, table games,

bingo, poker, sports betting, cage & credit, promotions, point-of-sale, and hotel property management. These lists of common integrations to an ERP system are not exhaustive, and the complexity of integrating data is already apparent.

Why Does This Matter?

Organizations often spend months of resource time and a pile of money attempting to create a short-list of qualified systems and service providers that have experience working with a tribe or tribal enterprise. TribalHub can often provide this data more completely and instantly. Understanding what your peers are doing/ using gives YOU a valuable edge in decision making

Government ERP- Grant Funding & Accounting

- Sage Systems- 34%
- Abila- 19%
- Microsoft- 15%
- Other- 13%
  Others such as Intuit, Tyler Technologies, Serenic Corporation, IBM, Black Mountain Software, Blackbaud, Corbin Willits Systems, Diversified Technology, Harris Computer Systems, Logo, Mitchell Humphrey
- Accufund- 8%
- Oracle 6%
- Infor- 6%

Gaming ERP- Commercial

- Sage Systems- 37%
- Microsoft- 26%
- Infor- 21%
- Oracle 10%
- Intuit 3%
- Other 2%
  Others such as Stoneridge Software (DFC), Data Plus, Epicor

{ Results are available in the TribalHub Information Portal and are based on tribes who have responded to our outreach inquires. }

HEAR FROM YOUR PEERS

Thoughts on implementing an ERP system from Scott Cannaday, CFO, Isleta Resort and Casino

Successful implementation of an ERP takes this one thing – commitment – to a whole new level. This commitment must permeate throughout the enterprise, from the CEO & CFO all the way through the organizational structure to accountants, HR recruiters, technicians, production workers, and all other levels of day to day operations.

To decide to commit, you must fully understand the advantages of ERP. The results are directly related to the effort – you get out of the ERP project what you are willing to put into it. When you commit and implement the system effectively, there are many advantages.

Implementing ERP is not just a project … it is a culture change … and does not happen over weeks or months. It can take a year or two to completely implement and integrate ERP before you start seeing the benefits and rewards that true metadata can provide to your organization!

Be Strategic about ERP

Most of the issues surrounding ERP that plague organizations today stem from poor planning and rushed decisions. This often leads to a customized and ad hoc ERP environment that, in turn, results in overspend and underutilization. All of this can be avoided by taking a strategic approach to ERP.

Having an actionable roadmap provides a clear path to benefits realization. Your application lifecycle stage, business model, and future direction define which critical path to follow. The ERP roadmap connects business targets to actionable initiatives.

Findings submitted by Info-Tech Research Group

ERP to Cloud Considerations

Based on insight provided by Mike Day, Scott Cannaday and Info-Tech Research Group, each organization/enterprise should carefully evaluate the benefits in light of potential risks. Whether security, privacy, and reliability are risks or rewards fully depends on how confident the organization/enterprise is on its ability to manage them internally.

TRIBALHUB MEMBERSHIP

As we do in each TribalHub Industry Insights report, we give you a snapshot of what tribes across the US are doing and/or using specific to a given topic or solution. If you are not yet a TribalHub member- you are missing out on important data and recommendations to help you make better decisions.

Watch the member benefits demo video on TribalHub.com to review additional member benefits and make the choice to become a member today!

TIP OF THE MONTH

FREE TribalWise Upgrade! All TribalHub members now have access to the TribalWise Online Learning Value Package. This means you now have access to 200+ online learning sessions which include topics from popular categories such as:

- IT Networking
- Cyber Security
- Project Management
- Business Skills
- IT Service Management
- Office Productivity
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