



CUSTOMER SUCCESS STORY

CUSTOMER

Salutary SportsClubs, Inc.

INDUSTRY

Athletic Club

LOCATION

Vacaville, California

Number of Locations

Five

Number of Employees

275

SYSTEM

Sage Abra HRMS

Sage MAS 90

Sage Software Products in Operation

- Abra HR

Salutary SportsClubs: Healthy New Efficiencies With Abra HR & Sage MAS 90

Enhance the body. Renew the mind. Nurture the spirit. Salutary SportsClubs, Inc., invites members to put the three together to “ERN” good health. The slogan is clearly working. Since 1991 Salutary has grown to become one of the largest, most diverse family clubs in northern California, serving approximately 20,000 members with swimming pools, tennis and racquetball courts, as well as cardio equipment and group exercise programs in all five locations.

Since its inception, Salutary has relied on Sage MAS 90 ERP as the backbone of its financial system. Sage MAS 90 performs everything from accounts payable and payroll to profit and loss statements—practically everything, in fact, except for accounts receivable, which is done by a member check-in package designed specifically for health clubs.

As early as 1994 the club implemented the Sage MAS 90 Magnetic Media module for electronic transmittal of federal and state payroll taxes. “We were much smaller when we did taxes manually,” says Elizabeth Johnson-Stevens, special projects



coordinator for the company. “Even so, it took us most of a day every time we had to do a report. Now it takes as little as 30 minutes.”

The Bank Reconciliation module has saved time too. “We process nearly 1,000 checks every month,” Johnson-Stevens notes. “By automating the reconciliation task, we’ve freed up countless hours on each statement for our accountant.”

Adept HR Administration

Salutary recently added Abra HR to its system. “Our reporting needs are more complex than most employers,” Johnson-Stevens notes. “We have a lot of seasonal

CHALLENGE

HR group lacked speedy access to detailed personnel data, and had to custom write reports.

SOLUTION

Abra HR as addition to existing Sage MAS 90 financial system.

RESULTS

Trimmed 20 percent of total workload in HR; cut time to produce tax reports from one day to 30 minutes.

“Abra HR has reduced about 20 percent of our workload in HR, and given us better information at the same time. In addition, it will allow us to keep growing the club’s membership without adding new staff in HR—exactly what any organization wants.”

—Elizabeth Johnson-Stevens
Special Projects Coordinator
Salutary SportsClubs, 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.



and part-time workers, plus people who are paid by the session, not the hour. And we must prepare reports for two different club associations, documenting member usage and overall productivity. Abra HR gives us the flexibility to manage all these diverse requirements, viewing human resource data however we want.”

Data flows seamlessly between Sage MAS 90 and Abra HR through Sage MAS 90 Link. New employee information can be entered in Abra HR, and the database in Sage MAS 90 is automatically updated. The link is especially useful for streamlining payroll calculations.

“I input all personnel data into Abra HR, including demographics, pay rate, current title, job history, education, emergency contacts, and previous employers,” explains Andree Veno, administrative assistant.

“When a person is promoted, changes are made automatically throughout the system, including updating payroll. Similarly, it’s no problem when we need to adjust a benefit package. Changes in benefit premiums flow through into the payroll deductions that employees see on their checks.”

Flags and Reminders

Abra HR has taken the hassle out of even the most complicated HR tasks. “We require all 275 of our employees to have current CPR training,” Veno says. “Abra HR flags us when a person’s certification is nearing expiration. The system reminds us when someone is coming up for a leave of absence, when family leave is about to expire, and which employees have interests in events like walkathons or triathlons, so we can pull up their names on a moment’s notice.”

Veno appreciates details like the wellness icon in Abra HR, where she records height, weight, and blood type. The OSHA category gives her a simple way to monitor and report any on-the-job accidents.

“The great thing about our system now is that it allows us to record all the details we need, and extract data quickly,” Johnson-Stevens says. “Abra HR has reduced about 20 percent of our workload in HR, and given us better information at the same time. In addition, it will allow us to keep growing the club’s membership without adding new staff in HR—exactly what any organization wants.”