

Seattle Mariners Hit Home-Run with Sage Abra Suite

An American League (AL) West member of Major League Baseball (MLB), the Seattle Mariners played their first game against the California Angels in 1977. SAFECO Field has been home to the Mariners since 1999.

The Mariners' payroll department had been using an outsourced payroll solution for several years. The third party vendor did everything regarding payroll except print the paychecks.

One of the major disadvantages of the outsourced solution was that the payroll department had to have its payroll submitted to the vendor company at least four days prior to pay day. Because the team often has last-minute personnel moves and player changes, they were frequently voiding and reissuing checks.

Trading to In-House Payroll

In 1999, the same year the Mariners began a new chapter in club history by opening their new open-air ballpark, SAFECO Field, the team decided to make a change. They wanted to bring their payroll system in-house, so they could run paychecks in as close to "real time"

as possible. The payroll department began looking at several companies offering software solutions.

"We had very specific requirements," said Ginger Oldham, payroll manager for the Mariners. "Our payroll process is complicated, so there were many things we had to consider. For example, we have to pay state taxes to each city where we play games."

In addition to the complex state tax regulations, the Mariners' employee count increases by more than 300 percent during the in-season months—from approximately 300 employees during the off-season, to nearly 1,800 employees throughout baseball season.

The payroll department found Sage Abra Payroll, the industry-leading solution for in-house payroll management, to be the best choice. The team also implemented Abra HR, a powerful tool for managing critical employee information, and the second module making up Sage Abra Suite.

A team from Hagel & Company, a Sage business partner, worked with Oldham



CUSTOMER

Seattle Mariners

INDUSTRY

Major League Baseball team

LOCATION

Seattle, Washington

NUMBER OF LOCATIONS

One

NUMBER OF EMPLOYEES

- Approximately 300 year-round
- Nearly 1,800 during baseball season

SAGE PRODUCTS

Sage Abra Suite

- Abra HR
- Abra Payroll

CHALLENGE

Find dynamic, cost-effective HR/payroll solution to replace outsourced payroll and manual HR systems

SOLUTION

Sage Abra Suite, the market leader in HR, payroll, benefits, and compliance solutions, targeting the needs of small to mid-sized companies

RESULTS

Benefited from more efficient and cost-effective payroll solution; Expanded ability to manage complicated payroll process and critical HR functions

and her team to ensure the implementation process went smoothly. The Mariners were up and running with their new HR/payroll system within three months.

“Abra HR makes our lives much easier,” said Oldham. “We keep track of paid-timeoff amounts, benefits, 401k deductions, and more with the system.” Abra HR also helps the Mariners track and prepare reports to ensure government compliance.

Scoring a Home Run with Abra Payroll

Using Abra Payroll, Oldham and her team can create special payroll runs, evaluate data, reconcile payrolls and quarter-ends with online analysis, generate cost accounting and labor distribution reports, secure sensitive payroll information, and prepare payroll taxes – things they couldn’t do as easily with their outsourced payroll solution.

In addition, it costs less. “Abra Payroll definitely saves us a lot of money on payroll processing,” explained Oldham. “It also helps us keep everything straight, from minor league trades, to all the tax liabilities that go with being a professional sports team. We save time by not having to void and reissue checks. I can’t imagine being without Abra.”

Added Oldham, “We’ve saved money on the solution, plus we’ve gained control of our own processes. Gaining dollars to spend on other things, and not having to depend on a third-party vendor – both of these are win-win situations.”

About Sage

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construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries. Sage North America employs more than 5,000 people and supports nearly 2.9 million small and medium-size business customers.

The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 14,800 people and supports 5.7 million customers worldwide. For more information, please visit the Web site at www.sagenorthamerica.com or call **866-308-2378**.