



CUSTOMER SUCCESS STORY

**CUSTOMER**

Seattle Mariners

**INDUSTRY**

Major League Baseball Club

**LOCATION**

Seattle, Washington

**Number of Locations**

One

**Number of Employees**

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

**SYSTEM**

Sage Abra HRMS

**Sage Software Products in Operation:**

- Abra Payroll
- Abra HR

## Seattle Mariners Hit Home-Run With Sage Abra HRMS

An American League (AL) West member of Major League Baseball (MLB), the Seattle Mariners played their first game against the California Angels in 1977.

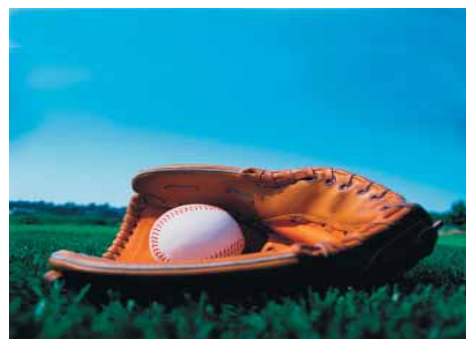
SAFECO Field has been home to the Mariners since 1999.

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.

**In-House Payroll a Winner**

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,” says 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,

**CHALLENGE**

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

**SOLUTION**

Sage Abra HRMS, the market leader in HR, payroll, benefits, and compliance solutions, targeting the needs of small to midsized companies.

**RESULTS**

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



Your business in mind.

*“Abra Payroll definitely saves us a lot of money on payroll processing. It also helps us keep everything straight, from minor league trades, to all the tax liabilities that go with being a professional sports team.”*

—Ginger Oldham  
Payroll Manager  
Seattle Mariners

## 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.



to nearly 1,800 employees throughout baseball season.

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

A team from Hagel & Company, a Sage Software business partner, worked with Oldham 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,” explains Oldham. “We keep track of paid-timeoff amounts, benefits, 401(k) deductions, and more with the system.”

Abra HR also helps the Mariners track and prepare reports to ensure government compliance.

### **Hitting 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,” says 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 Sage Abra HRMS.”

Oldham adds, “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.”