

## MAS 200

### CUSTOMER

Wyndham  
International, Inc.  
Patriot American  
Hospitality

### CORPORATE PROFILE

**Headquarters**

Dallas, Texas

**Type of Business**

Hotel operation and management

**Number of Locations**

Wyndham International: 300

Performance Hospitality Management: 60

**Number of Employees**

33,000 worldwide

**Annual Revenue**

Approximately \$2.3 billion

### SYSTEM PROFILE

**Computer System**

- Microsoft Windows NT Terminal Server edition
- Citrix MetaFrame
- PC compatibles

**MAS 200 Modules in Operation**

- Accounts Payable
- General Ledger
- Visual Integrator

## Red Carpet IT Service for Hotel with MAS 200 - Citrix System

When you relax in the comfort of a Radisson, Hilton, Omni, Doubletree, Sheraton or Holiday Inn hotel, chances are that you're being served behind the scenes by Patriot American Hospitality (PAH). A division of Wyndham International, PAH manages 60 non-proprietary branded hotels ranging from upscale convention hotels and resorts to limited service inns located throughout the United States, Canada and Mexico.

PAH works hard to stay at the forefront of both the hospitality and information technology industries. This explains its move to thin-client computing, considered by many to be the technology of the future. Thin-client computing replaces fully loaded networked PCs on every desk with a more streamlined (and economical) system, where software and data reside on a single server and are accessed from individual workstations or low-cost terminals.

Patriot American Hospitality turned to thin-client computing initially as an answer to Y2K compliance issues. With MAS 200 on a Citrix MetaFrame platform, the company greatly enhanced its accounting capabilities,



and saved 82 percent of projected costs over a traditional local-area network.

### No Room for Ineffective Systems

"Computer isolation" had become a big problem at PAH. About half of its hotels were large enough to warrant having their own controller and accounting system on site. Each had a separate operating system and accounting program, which could not "talk" directly to the computers in the Dallas headquarters. It was definitely time for an update.

Having introduced the efficiency of MAS 200 to every company he's joined,

#### CHALLENGE

Acquire an accounting system that runs on Citrix, meets the needs of corporate headquarters and each individual hotel, and provides seamless data flow between them.

#### SOLUTION

MAS 200 financial modules.

#### RESULTS

Speedy and accurate conversion, up and running in 2 days; Saved 82% of projected costs of a traditional, local-area network; Faster reporting and immediate remote access to data.

*“We’ve been extremely pleased with the response time of MAS 200 in the Citrix environment. Users gain access as quickly as they did with a LAN, so I’ve had zero complaints about processing times.”*

Vince Mennella  
Vice President  
Wyndham International, Inc.

Vince Minnella, vice president of PAH, suggested MAS 200 as an efficient solution.

PAH was very impressed, not only with MAS 200’s accounting capabilities, but also because it can run on the Citrix platform — creating ultra-thin client computing.

### Enjoying the Hospitality of MAS 200

With the implementation of MAS 200 on Citrix, PAH has realized major savings in three areas. First, it has reduced the cost of purchasing software. Instead of having to obtain full software packages for all the hotel locations, PAH was able to buy a single copy of the Citrix operating system and one copy of MAS 200, plus two or three user licenses per location. All of it contained on a server with 512 MB of RAM and a 9.1GB hard drive in the Dallas headquarters.

Secondly, PAH has saved money with minimal hardware requirements. Since MAS 200 delivers data so efficiently to the Citrix Server, the new system is easily supported by existing hardware.

“We’ve been extremely pleased with the response time of MAS 200 in the Citrix environment,” Mennella observes. “I’ve had zero complaints about processing times.”

The third major money-saver was the flawless conversion. MAS 200’s Visual Integrator and General Ledger’s data exchange features ensured a speedy, accurate transition.

Plus, built-in safeguards keep financial data in balance.

Mennella and his team were able to convert the old system data files to MAS 200 in just two days. After a 10-minute consult with the MIS department in Dallas, users at each location could access the main server, verify printer settings, connect to the main site, and pick up work where they’d left off.

Faster reporting is yet another bonus of the new system. PAH processes accounts payable and financial statements for each of its hotel locations. Previously, if Mennella wanted this information he’d have to phone the hotel and requested an e-mail or overnight delivery. With MAS 200 running on Citrix he can instantly “call up” the information remotely at his computer and print it out. He doesn’t worry about data confidentiality any more either. Ample security features within Microsoft Windows NT, Citrix and MAS 200 ensure that only authorized users have data access.

“Having seen MAS 200 at work in four different companies, I know what a powerful and successful tool it can be. But this was my first exposure to MAS 200 in a Citrix environment — and I am doubly impressed. It has already saved us a lot of money in both hardware and software. And it’s made us more efficient, too, so we no longer need an army of people at headquarters just to process the numbers.”



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