

Technology Vendor News



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This is our third annual roundup of Technology Vendor News and you'll find brief reviews of 24 club technology vendors participating in the 2016 CMAA Business Expo in San Diego.

Each review includes a snapshot of what the company offers, along with a preview of new technologies to be introduced at the Expo. We hope you find these reviews helpful in planning your visit to this year's Expo!

Buz Software – Booth 447 Integrated suite of club management software (membership administration and billing, accounting, F&B and retail POS, time and attendance and data mining), plus tee time/court reservations and club web site. **NEW** – *Responsive websites - enable members/visitors to enjoy the club's website from any device - computer, tablet or smart-phone. In addition, Buz will be featuring its new program registration system for clubs offering summer activities for families.*

Cedar Creek Systems – Booth 939 Cloud based Procure-to-Pay and Inventory Management platform for country clubs. Consolidates a club's suppliers, departments and budgets into one online marketplace that manages the procurement process from the point-of-purchase through payment. Automates business processes, creating efficiencies and controls while reducing food, beverage and operational costs. **NEW** – *Capital budget management module provides online project and budget creation which helps clubs manage and control capital improvements. Provides higher transparency and accountability regarding capital expenditures and renovations.*

CorTec/ChefTec – Booth 220 Software for club foodservice operations, including inventory management, recipe and menu costing, purchasing and ordering, waste tracking, production management, nutritional analysis, and event management. Mobile solutions technology available to streamline inventory taking, ordering, receiving and requisitioning. Interfaces with POS systems, club management software, accounting software and food vendors. **NEW** – *Event management functionality, providing the capability*

to create menus for specific events and quickly alter them as needed, generate detailed quotes and final invoices, manage client and venue information, and cost out non-food items and staffing in addition to food costs.

Clear Sky Software – Booth 746 Back office food and beverage inventory management systems to control inventory, reduce labor, lower costs and increase profits. Complete inventory control solution that includes interfaces to club management software systems, bar code scanning, touch screen kiosks, training and support. **NEW** – *Now available as a hosted solution. All inventory applications including food and beverage, housekeeping, tableware, and retail/golf pro shop are now available as a hosted solution.*

Club Benchmarking – Booth 544 Online business intelligence tool developed specifically for the club industry. Provides comprehensive insight into a club's financial and operational performance and a full suite of filters for peer-set benchmarking. **NEW** – *Financial forecasting feature for predictive management capability and an executive dashboard report that delivers 15 KPIs and associated benchmarks.*

Clubessential – Booth 833 Unified suite of products including accounting and POS, CRM and data warehouse, digital marketing, public and private websites, booking engines as well as a banquet/catering module. **NEW** – *A cloud-based banquet and catering module - a "commercially robust" product that has its roots in some of the busiest venues across the nation. An affordable option to use the same product as the greater hospitality market.*

ClubPay – Booth 419 Club-centric suite of outsourced applications including payroll, integrated HR management, time and attendance, biometric time clocks, compliance tools and online applicant tracking. Handles tips, multiple departments and pay rates. ACA compliant with benefit tracking tools. **NEW** – *Automated reports to meet IRS requirements.*

Club Software, Inc. – Booth 413 Integrated suite of club management software modules for membership, accounting, POS, reservations, website,

etc. hosted in the Cloud or on premise. **NEW** – *Website software integrated with the club back office package. Also a new Cloud POS designed for any tablet the club prefers. With electronic signature capture and immediate upload of ticket (with the signature) to the club's website.*

Clubster – Booth 713 Full-featured private social media platform, designed exclusively for private clubs. Cloud-based with native apps for iPhone and Android. Customized social platform with push notifications, upload and share documents, club news, events and promotions, private messaging and more.

Clubsystems Group – Booth 419 Club management software, services and support including fully integrated back office and POS software, websites, email marketing, and mobile solutions. **NEW** – *Seamless AP integration to CSI globalVCard payment processing, providing easy management of electronic payments to vendors, while generating approximately one percent monthly cash back rewards on every payment made.*

ClubTec – Booth 713 Enterprise club management software for membership, accounting, POS, reservations, website design and hosting. **NEW** – *F&B POS features include cascading menus with more specific menu item grouping, new color coded menu buttons for easier visual display and identification of “like” item types, a simplified modifier correction process and streamlined inventory management.*

Course Driver – Booth 128 Provides a custom branded golf app for iPhone and Android featuring GPS, food & beverage ordering, scorekeeping, handicap tracking, live satellite weather, events calendar and more. Not just a member app, it also offers a marketing system for prospects too. **NEW** – *Geo-marketing technology, which allows custom offers and messages to display at key areas of interest around your club.*

Expert Club Software – Booth 107 Complete cloud based club management package, including G/L, A/P, A/R, member billing, F&B, golf and racquets pro shop, spa and retail shop, hotel reservations, catering, time keeping, reservations for dining, court, tee, and lessons, with web and mobile site. **NEW** – *Equipment tracking in pro shop POS (Clubs/Racquets), document retention, online departmental payroll approval, POS favorites and order history, member mobile ordering, ACH payments.*

FOOD-TRAK – Booth 615 Food and beverage inventory, management, and procurement system. Focus on implementation, training and on-site transitioning from procurement to inventory control to culinary tools. **NEW** – *More advancements to mobility tool. Used instead of, or in addition to laser scanning mobile computers, club clients can use popular and inexpensive pad devices such as Apple*

iPad and Android Samsung Galaxy to collect and enter their data right on the spot. Contributes to labor savings and improves overall accuracy.

ForeTees – Booth 611 Full suite of club management software, using responsive web design technologies, delivers website solutions and online reservation systems including tee times, courts, dining and more, all complemented by a native mobile app. **NEW** – *ForeTees brings the power of Salesforce.com to the industry with a new cloud-based back office solution – Club62. This new product offers membership, accounting and POS services that are fully integrated with the existing family of ForeTees online services. (ForeTees acquired Club62 in October 2015.)*

Gatekeeper Business Solutions - Booth 331 24/7 access to cloud-based system for clubs with modules for time and attendance, accrual management, scheduling, full service in-house payroll with G/L interface, or option to outsource payroll. Time data collection includes biometric fingerprint clocks, hand scan terminals, prox card readers and web clock for desktop, tablet and smart phones. **NEW** – *Eligibility, affordability and IRS filing and reporting for compliance with the Affordable Care Act.*

GroupValet – Booth 641 (No, they don't park cars.) Cloud-based group and activity management system designed to increase member awareness, engagement and participation. Includes group management, online booking calendars and integrated marketing features for clubs. Can be used for golf (which integrates with GHIN and GolfNet), tennis, pickleball, cards, committee and board meetings, tournaments and general marketing. Members can create their own groups and invite other members. **NEW** – *Bookings can be made or accessed via the mobile app and clubs can run ad campaigns within the notices to member groups.*

IBS Club Management Software - Booth 202 Integrated club management solutions (food and beverage, banquets and events, online dining reservations, accounting, membership, and websites). **NEW** – *Refined accounting module. Poolside, cloud-based point of sale. Online dining reservations integrated into the point of sale.*

Jonas Club Software – Booth 419 Club management and online solutions software, services and support. Fully integrated back office and POS software applications include accounting, point of sale, membership management, event & activity booking, website & email marketing platform. **NEW** – *Mobile App gives clubs the ability to offer members their own club branded app directly through the Apple and Android stores. The app integrates directly to Jonas Club Software allowing members to book tee times, view statements, register for events and even receive push notifications from the club directly on their mobile device.*

MembersFirst - Booth 326 Website design (SEO, conversion optimization, systems integration), with online tools to power content management, email marketing, social networking, mobile marketing, reservations (dining, tee times, lessons, camp, etc.) and marketing campaigns (newsletters, social media, adwords, and video production). **NEW** – Now a member of the Jonas family of companies. Will be sharing more details on integrations with the Jonas platforms. Also, improvements to the tee sheet, content management system, and overall reporting, with new professional services focused on helping clubs attract new members through social media, search marketing, and use of the latest inbound-marketing tools and best practices.

ResortSuite - Booth 807 A truly integrated club solution offering a full

suite of best of breed modules. Typically deployed in clubs at activity-based hotels/resorts and complex private clubs. Modular offerings for membership, spa, golf, F&B, rooms, catering, retail and ski - can be deployed together or integrate tightly with other hospitality solutions – with true hotel DNA. **NEW** – Online activity scheduler for members to book golf lessons, tee times, classes, services and activities.

Signera - Booth 803 Offers digital signage for in-club communication. Custom designs, Showcase Elite framed monitors and integration with most club software for one-entry dispersion of information. **NEW** – POD sign designed for meeting rooms, menu boards, community channels and light signage needs. Additionally new off-sign applications (i.e. integration with club website and web-enabled workout equipment) will be displayed.

TAI Club Management Systems - Booth 801 Integrated club management software solutions (membership, accounting, POS, reservations, website, marketing, lodging, data mining, etc.). Also interfaces with third party solutions for a “best-of-breed” approach, if desired. **NEW** – TAI Evolution: One code set that works on a PC, Mac, Tablet, Web, Smart Phone, etc. Browser-based, cloud ready, SaaS ready.

Uncorkd - Booth 646 iPad beverage menus. Intuitive and easy to use - can be a dynamic showcase for wine, spirit, and beverage selections. Promote events on club’s menu, utilize beverage database to educate members and update menus in real-time to streamline beverage management. **NEW** – Mobile inventory, detailed beverage analytics and automated vendor ordering to save time and help track orders. **BR**

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