

Customer Profile

Tamarack Resort, the first all-season resort to be permitted in the U.S. in 22 years, has received national attention for having not one, but three spectacular crown jewels ~ a world-class ski mountain, a Robert Trent Jones II signature golf course and beautiful Lake Cascade, suitable for swimming, sailing, fishing, sea kayaking and boating. A key element of the Tamarack community is *The Club* at Tamarack for homeowners, their families and guests. *The Club* at Tamarack plans social activities and family events, organizes discovery adventures such as whitewater rafting and fly fishing, and provides an unparalleled level of guest services to its members and guests.

Business Solutions

- Microsoft Dynamics™ GP
- Project Tracking with Advanced Analytics
- Project Tracking Budgeting

Benefits

- Realized a positive cost benefit ratio
 - Ability to make better informed business decisions
 - Managed growth & expansion
 - Improved billing efficiencies

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Project Tracking with Advanced Analytics

Customer Success Story Tamarack Resort

Situation

As a pristine and flourishing four seasons resort and real estate development company, Tamarack Resort was eager to implement a simple, end-to-end, project control solution to help analyze and streamline their business processes during periods of rapid and unpredictable growth. The powerful and efficient functionality of Project Tracking with Advanced Analytics from Encore Business Solutions paved the way for Tamarack Resort to achieve and sustain greater control of their business activities. This helped Tamarack Resort to better allocate their resources and remarkably improve company-wide productivity.

Tamarack Resort experienced some challenging moments during the early onset of their business expenditures. The market was changing and they were growing at an impressive but trying speed. Attaining an acceptable level of efficiency conducive to their business practices and principles was difficult with their original tracking system. A significant amount of time and manual labor was required. As a result, Tamarack Resort continually found themselves at risk of inaccurate data entry and incurred considerable human resource costs because their previous system required additional staffing and effort.

Solution

Tamarack Resort knew it was time for a change and made the decision to implement a more flexible, scalable, easily integrated solution to help

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overcome and abolish the inefficiencies routinely facing their company.

Project Tracking with Advanced Analytics, from Encore Business Solutions was initially introduced to Tamarack Resort by their partner Tectura. They highly recommended Encore and this solution and with that, Tamarack Resort moved forward with its implementation.

Benefits

Tamarack Resort was instantly able to access an in-depth and accurate overview of all their business

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—Rod Mourant, Corporate Controller, Tamarack Resort

“Project Tracking with Advanced Analytics gave us the confidence and tools to manage and sustain an impeccable growth rate. During our first year of operations we reached \$68 million in sales. Our goal for this year is to increase by nearly 200% by reaching \$200 million in sales. With the support of this product, we are likely to attain our strategic goals.”

—Rod Mourant, Corporate Controller,
Tamarack Resort

related activities in order to improve the validity and confidence of their business decisions. They were also able to better allocate their resources and successfully manage through periods of rapid and unpredictable growth.

“Project Tracking with Advanced Analytics has had a huge positive impact on the level of our business performance and overall efficiency,” states Rob Mourant, Corporate Controller, Tamarack Resort. “Since implementation, Project Tracking with Advanced Analytics has greatly enhanced the complex calculation process that is required for our commercial and residential real estate industry. We are successfully able to track costs for book and tax purposes accurately while saving time and reducing our staffing requirements by 50%. Honestly, I am not sure if we could have done this without the powerful functionality of Project Tracking with Advanced Analytics.”

The flexible functionality and customized features of Project Tracking with Advanced Analytics improved Tamarack’s ability to define and implement a system specifically tailored to their unique and adapting needs.

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For Tamarack Resort, being able to produce reliable, detailed reports on a group of projects or a single aspect within a project is crucial for both the organization and its business partners. Project Tracking with Advanced Analytics has helped the company to achieve and sustain a comforting, positive cost benefit ratio.

“From a tax perspective, the information that we’ve been able to receive from Project Tracking with Advanced Analytics has allowed us to save our business partners several million dollars this year alone,” claims Mourant. “Project

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Tracking with Advanced Analytics is a powerful and reliable tool and currently we are just leveraging a small portion of its functionality. We can’t wait to see what else this product can do.”

About Encore Business Solutions

Since its inception in 1990, Encore, a Microsoft Gold Certified Partner, has been and remains dedicated to the delivery of Microsoft Dynamics™ GP, both as an Independent Solution Vendor and a Value Added Reseller. We develop and support world-class, high quality products that extend the functionality of Microsoft Dynamics GP. We help organizations realize the efficiency and enhance their business value with flexible and scalable products tailored for any business model. We have solutions for Project Tracking with Advanced Analytics, Recurring Contract Billing and Bank Reconciliation. As well we’ve added Advanced SmartList and Inventory I/O Control.