

Welcome to the first of Salamander Software Ltd newsletters, a newsletter to keep you informed about Salamander Systems Products and Services to the hospitality industry.

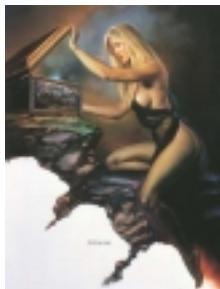
Salamander recognises that most organisations have different reporting methods and systems in place and that an "off-the-shelf" product is not always viable.

We develop solutions for the industry that are customised for the client, complimented with outstanding customer support in the use of our products

EMS

EMS is well under way and installs are going very smoothly and systems running well.

Salamander Systems has a product called "Pandora Cash Management System". This product is successfully running in numerous venues to date



This is a cost effective system which obtains meter readings from the site controller and allows venues to balance their cash floats and complete a

GMA (replaces the MMA) in a fast and efficient manner.

Data forms such as Cash Clearance Reports and Cancelled Credit Reports are linked back so machine information - including opening meters are pre printed on forms.

Pandora also includes a Corporate Society facility to provide Societies with customised reporting and analytical reports.

Prices start from \$1.00 per day per venue plus GST. There are many comprehensive support packages available and these options will be provided to you upon enquiry.

If you wish to purchase Pandora or require more information please don't hesitate to contact Karen Seamer on 06 842 0148, 027 276 2055 or karen@salamandersoftware.net.nz.

EMS Computer Requirements

To run the Venues Cash Management programme (either web-based or Excel based) and to view the EMS Website (Game Rule Requirement for operators to view the website daily), you will need the following to be operating on your PC:

- ✓ A cable which connects the site controller to the PC.
- ✓ Windows 2000 or higher

- ✓ Microsoft Excel 2000 or higher (for Excel based system)
- ✓ Internet Explorer
- ✓ Adobe Acrobat (to view website reports)
- ✓ Microsoft Outlook – with an email address
- ✓ An Internet Connection (broadband is a recommendation for high speeds and this normally works out cheaper than dial-up as a business is charged 2 cents a minute while connected to a dial up connection). Email us for a list of broadband prices and options.

Helpful Hint

To view which version of Windows a PC is running, double click on My Computer. From the menu bar select Help and then select "About Windows", this will display the version of Windows that is operating on the PC.

To view which version of Excel a PC is running, open Microsoft Excel. From the menu bar select Help and then select "About Microsoft Excel", this will display the version of Excel that is operating on the PC.

If you need further assistance, you can contact us and we can assist with the above operation if required.

Compliance Checks

If you would like a comprehensive compliance check of your venue(s) that assists you to assist your venue in meeting the Department's audit checklist requirements, please contact us to arrange a booking.

Licence Renewals

Within the Salamander Systems team we have specialized personnel that can help you complete your licence renewal; please contact us for a price for this service.

Websites



Salamander Systems not only develops websites for Societies/Hotels/Clubs, we can also check your website for compliance with the Department. If you provide us with your website address we will complete a WOF on your website and inform you of the changes required to meet compliance. Salamander can complete these changes for you or you can ask your web page designer to make these changes.

If you require a website we can design your website from as little as \$95.00 plus GST per page.

Friendly Reminder

A website should not advertise the word "casino" or information about the jackpot.

Training

Salamander offers training in "Gaming Operations – Attendance and Management Course", Harm Minimisation and Prevention and LCQ's through HSI.

A working document produced by HSI stated - *"It was agreed that the 21499 unit **should** be a legislative requirement outcome unit"*. We offer this unit standard in our current Harm Minimisation course.

Salamander also offers virtual learning packages for Harm Minimisation and Prevention courses and in the near future for Gaming Operations and LCQ courses.

We are currently working with an organisation called "The Training Market" which offers a very interactive learning tool for completing your LCQ.

Please contact us for more information.

Private Training Establishment

Salamander Systems Ltd is currently applying to become a *Private Training Establishment* through NZQA and should be approved by the end of September.

This will allow us to **work with the industry and HSI** to provide customised courses in various aspects of the industry, for example TAB, accounting, stock control and management, effective pricing, computers and customer service.

The possibilities are only limited by your imagination.

We would like to know the type of subjects that the industry has been waiting for. If you have any feedback and suggestions please do not hesitate to let us know, we would appreciate your thoughts on effective and useful training.

MIDAS
MEMBER
INFORMATION
DATA ANALYSIS SYSTEM



Market your Club or Business to its Full Potential

MIDAS provides managers with two key assets which are invaluable in the customer-driven and competitive environment we work in:

- An up-to-date and flexible database to store membership/client information:
- A versatile marketing tool for communicating with members on issues that they are interested in by using conventional mail, email or SMS.
- Built in invoicing
- Over 100 reports
- Customised to your organisations needs

PURPOSE

- To provide all clubs a system to enhance their current facilities. Improve benefits available to members of the club and increase member spending.
- To provide a marketing system to clubs that will allow communication with their members based on the members' preferences, birthdays, and anniversaries.
- To communicate to non-members who visit the club and invite them to join the club.
- To provide invoicing system for subscriptions, adjunct, medical allowances and other

transactions that occur with the club.

- o To provide reports that will allow club managers, executive committee members to make strategic decisions regarding entertainment, sports viewing, etc.

NEW PRODUCT – Under Development

We have new products that may be of interest to you under development, which are listed below. If you would like more information regarding these products or are interested in purchasing these products please call or email us:

- ✓ Licence Renewals Templates
- ✓ Database to store Authorised Purposes and Authorised Expenses
- ✓ Stock Control and Management Systems
- ✓ Correspondence Computer based Training – Excel, Word, Email and Internet
- ✓ MYOB courses

WE WANT TO HEAR FROM YOU – TELL US WHAT YOU REQUIRE

Salamander Systems Ltd is always looking for new systems and training requirements that the industry needs.

If you have a product, training concept or service that you would like us to develop or supply please let us know - we value your input.

Other Products

Salamander Systems has a range of other products available and these can be viewed on our website www.salamandersoftware.net.nz or by contacting Karen on 06 842 0148

Contact Information

Call in and see us at:
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Visit our website
www.salamandersoftware.net.nz

If you require additional information regarding any of the contents of this newsletter please contact us by using any of the methods above or return the Expression of Interest form.

For our customers currently using either KIS or Venus please contact us with your secretary date to book in your upgrade.

Expression of Interest

Organisation Name:

Contact Name:

Address:

Phone:

Email:.....

I would like more information regarding the following:

Contact me by:

Phone

Email

Mail

This newsletter will be produced and emailed or posted to you quarterly. If you wish to discontinue receiving this newsletter please contact us and we will take you off our mailing list.

The newsletter will also be available on our website – www.salamandersoftware.net.nz (You will need Adobe Acrobat to view this newsletter).

Thank you for taking the time to read this newsletter, I hope the information has been of value to you and we are able to provide you with a service in the near future. The next newsletter will be available early in the New Year.

Karen Seamer
CEO