



**CONSOLIDATED
T·H·E·A·T·R·E·S**

Solution Overview

INDUSTRY
Entertainment

SCENARIO
Consolidated Theatres needed a system to handle their growth without adding additional staff to perform accounting functions.

COMPANY PROFILE
Consolidated Theatres operates a theater chain in the Southeast United States.

SOLUTION
The Integration Manager provides a fully automated integration from separately managed theaters into one parent company.

SOFTWARE USED
Microsoft Great Plains eEnterprise
Financial Series
Distribution Series
Human Resources Series
FRx Financial Reporting
Customization/Integration Tools
Integration Manager
Customization Site License
Microsoft SQL Server 7.0
Microsoft Windows 2000

Consolidated Theatres

Gathering, managing and analyzing the sales and payables for a chain of theaters into one main company could be a daunting task. Consolidated Theatres has found efficiency with Microsoft Great Plains Integration Manager in a totally automated solution.

Company

Consolidated Theatres is an aggressively growing movie theater chain with over a dozen theaters in the Southeast United States. Each theater operates as its own company however, it is managed by Consolidated Theatres at one central office.

Situation

Companies often get “locked-in” to specialized software as required by their specific industry, and the movie theater business is no exception. Specialized software for this industry manages theater ticketing and concession sales very well, but falls short on supporting accounting activities and reporting. Feeling this pain, Consolidated Theatres turned to Microsoft Great Plains eEnterprise with its Integration Manager tool to automatically integrate their industry systems with an award-winning financial management solution. Along with their Microsoft Great Plains partners, InfoVision and CFT Consulting, Consolidated Theatres now has an automated process for integrating its nine theaters’ ticket and concession sales with eEnterprise.

A truly automated solution

Consolidated Theatres needed to integrate the data from each of the individual theaters in a timely manner so that they could get updated, accurate financials for the theater



The integration process created for Consolidated Theatres is truly remarkable and completely automated. The data is integrated into eEnterprise each day and reports are ready to be viewed when the accounting staff arrives at work everyday.

For every business problem there is a Microsoft Great Plains Business Solution.

chain. With the Integration Manager, InfoVision and CFT Consulting created an integration to perform this necessary business routine.

The integration involves a three-step process to automatically transfer sales and bank transaction data into eEnterprise. This three-step process was performed just one time. The first step involved using software that automatically dialed into each theater's computer system to download text files containing sales and General Ledger amounts. The second step read these files and created SQL tables to use as the source data that will be integrated. The development staff at InfoVision utilized SQL Server with Access 2000, Visual Basic for Applications (VBA), ADO and stored procedures to build the tables for the sales orders processing and bank transaction integrations. To add to the complexity, the theaters used three different front office systems, and InfoVision designed code to handle the different formats of the files from each system. The final step was to use Integration Manager to get the data into each individual company setup in eEnterprise through a series of macros and VBScripts.

InfoVision developers also utilized Integration Manager to perform payables integrations for distributing rent payments to the film distributors. The theaters pay a percentage of ticket sales to the film distributors. The percentage amount can be renegotiated at anytime, for any movie, for any week. These adjustment transactions are integrated along with the film rent for the week. The customization looks at the eEnterprise tables to see what has been paid in the past. From this information, the program determines the adjustment amounts and makes sure that the distributors do not get paid twice for the same movie. Using Integration Manager, the payables information is placed into eEnterprise weekly. The customization then prints an industry standard report for the distributors that details specific information about ticket sales for each movie.

The integration process created for Consolidated Theatres is truly remarkable and completely automated. The data is integrated into eEnterprise each day and reports are ready to be viewed when the accounting staff arrives at work everyday—magically. According to Dan Thyer, Development Team Leader at InfoVision, true partnership was formed from the commitment of Consolidated, CFT Consulting and InfoVision to solve the business issues. "Integration Manager was the tool that facilitated the success of the implementation."