



Case Study

Identifying Wage inefficiencies leads to an extra \$8,000 p/month

A Club with less than 100 gaming machines subscribes to Club Data Online. The Club enjoys monthly revenue of approximately \$400,000.

Average Wages costs have consistently been at 30% of total revenue. Using CDOL, they revised the benchmarks for similar size clubs in the same region and it showed that Average Wages % was 25% of total revenue.

Upon further analysis and action across the Wages costs in the Administration, Beverage, and Gaming operations, the Club reduced overall Club Wages by 2%, or \$8,000 per month.

Through informed decision-making, the Club was proactive in reducing inefficiencies in these departments and therefore making improvements in the bottom line.

ROI Summary: Club's CDOL Investment = \$790 per month

Cost Savings = \$8,000 per month

Pay Back Period = Less than 4 days