



Doing Business with Indiana Casinos

October 22, 2013

# Location

**Pinnacle Entertainment and Ameristar Casinos**  
*A Winning Team*

**Cactus Pines Resort Casino and The Horseshoe Hotel and Casino, Jackpot, Nevada**

**Ameristar Casino Hotel, Council Bluffs, Iowa**

**Ameristar Casino Hotel, Kansas City, Missouri**

**Ameristar Casino Hotel, East Chicago, Indiana**

**River City and Lumière Place, St. Louis and Ameristar Casino Resort Spa, St. Charles, Missouri**

**River Downs Racetrack, Cincinnati, Ohio**

**Bellezza Resort & Casino, Florence, Indiana**

**Ameristar Casino Hotel, Vicksburg, Mississippi**

**Ameristar and Pinnacle Corporate Headquarters, Las Vegas, Nevada**

**Ameristar Casino Resort Spa, Black Hawk, Colorado**

**Retail Park Racetrack, Selma, Texas**

**L'Auberge, Lake Charles, Louisiana and Ameristar Property under construction**

**Boomtown, Bossier City, Louisiana**

**L'Auberge, Baton Rouge, Louisiana and Boomtown, Harvey, Louisiana**

**Legend:**  
★ Ameristar  
★ Pinnacle Entertainment

**PINNACLE ENTERTAINMENT** **AMERISTAR**



# Strategic Sourcing

- Strategy driven procurement for each category (hotel, F&B, operations, etc.)
- National perspective
- Regional perspective
  - Corporate contracts
- Property Specific perspective
- Collaboration & Competition



# Suppliers' Evaluation Principle

## ***BEST TOTAL VALUE***

***Capabilities***

***Reliability/Trust***

***Performance (ex. lead times)***

***Innovation***

***Diversity***

***Cost***



# Business Award tools

- Request for Proposal/Quote (RFP/RFQ)
- Negotiation
- Electronic Bid
- Combination of options



# IASTA - eBid

File Administration Action View Help

Refresh Search Resource Library

Project: Create Project... Edit Project... Surveys... Export... Project Management... Optimization... Send E-mail... Companies and Users...

**Connections and Projects**

- SmartSource Server Connections
  - pnkinc
    - Task List
    - Projects
      - Classifications
      - Project Type
      - Project Geographic Categorization
      - Project Category Classification
      - Current Projects
      - Historical Projects
        - 431654 Towels
        - 438304 Belterra Luggage
          - Lots
          - Attendees
          - Surveys
          - Documents
          - Attachments
          - Timeline
          - Forum
          - Live Event
          - Reports
        - 431294 Pork Products - National
        - 431543 Pinnacle Entertainment T
      - Training
      - Subdomain
      - Company Profiles

**Pinnacle ENTERTAINMENT**

SmartSource Server Connections > pnkinc > Projects > Historical Projects > 438304 Belterra Luggage

**Project Information**

438304 - Belterra Luggage	
Project Name:	Belterra Luggage
Sponsor:	Belterra
Project Type:	Sealed Bid
Start Time:	5/9/2013 4:00:00 PM
End Time:	5/13/2013 8:00:00 PM
Project Status:	Complete - Awarded
Project Description:	Luggage sets for marketing promotional giveaway in AUG 2013

**Related Links**

Links	
	<a href="#">View the project's Attendees</a>
	<a href="#">View the project's Forum</a>
	<a href="#">View the project's Timeline</a>
	<a href="#">Go to the Live Event</a>
	<a href="#">View the Bidding Reports</a>

**Project Timeline**

Time	Activity	Your Status
5/1/2013 6:00:00 PM	<a href="#">Forum</a>	-
5/9/2013 4:00:00 PM - 5/13/2013 8:00:00 PM	<a href="#">Access the Project</a>	Accessed
5/9/2013 4:00:00 PM - 5/13/2013 8:00:00 PM	<a href="#">Live Event</a>	-

**Lot Information**

Lots				
Lot No.	Name	Start Time	End Time	Status
1.	<a href="#">Seville Gear 4PC luggage set (ships once)</a>	5/9/2013 4:00:00 PM	5/13/2013 7:00:00 PM	Published
2.	<a href="#">American Tourister by Samsonite 4PC luggage set (ships once)</a>	5/9/2013 4:00:00 PM	5/13/2013 7:00:00 PM	Published
3.	<a href="#">Seville Gear 4PC luggage set (multiple shipments)</a>	5/9/2013 4:00:00 PM	5/13/2013 8:00:00 PM	Published
4.	<a href="#">American Tourister by Samsonite 4PC luggage set (multiple shipments)</a>	5/9/2013 4:00:00 PM	5/13/2013 8:00:00 PM	Published

**Surveys**

Surveys		
Name	Status	Due Date
Marketing Promotions, Belterra Casino Resort - August 2013 <a href="#">Edit</a>   <a href="#">Preview</a>   <a href="#">Evaluate</a>   <a href="#">Responses / Reporting</a>	Published 4/26/2013 6:10:30 PM	<a href="#">5/1/2013 6:00:00 PM</a>
Luggage Sets		

**Attachments**

Ready 128-bit SSL Encryption Security Sounds Disabled

# Diversity goal

## MBE reporting

	<b>Goal</b>
Construction	<b>10.4%</b>
Procurement F&B	<b>2.9%</b>
Procurement Gaming	<b>2.9%</b>
Procurement Non-Gaming	<b>2.9%</b>
Professional Services	<b>6.9%</b>
Non-professional services	<b>5.7%</b>

## WBE reporting

	<b>Goal</b>
Construction	<b>9.9%</b>
Procurement F&B	<b>4.80%</b>
Procurement Gaming	<b>4.80%</b>
Procurement Non-Gaming	<b>4.80%</b>
Professional Services	<b>10.40%</b>
Non-professional services	<b>11.4%</b>



# Diversity spend

Over the past year Belterra increased its diversity spend by 21% and continues to search for new opportunities