

**For Immediate Release**

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## **Mohegan Sun Puts Capton To Work In Multiple Venues**

Capton announced today that Mohegan Sun considers its RFID-based Beverage Tracker business solution an integral part of monitoring bar operations property wide.

Mohegan Sun, owned by the Mohegan Tribe, is one of the largest, most distinctive and spectacular entertainment, gaming, shopping and meeting destinations in the United States. Situated on 240 acres along the Thames River in scenic southeastern Connecticut, Mohegan Sun is within easy access of New York, Boston, Hartford and Providence, and located 15 minutes from the museums, antique shops and waterfront of Mystic Country.

Capton's Beverage Tracker business solution is managing multiple venues for this large enterprise casino customer, expanding along with them as they increase their property footprint and open new outlets. The Mohegan Sun management has enthusiastically implemented the Capton solution, which rapidly progressed from a modest 2007 proof of concept project to a layered enterprise version, monitoring dozens of bars with large numbers of bartenders, and accommodating configurations for different profit centers.

Capton's RFID-technology smart spouts work alongside of legacy liquor guns at Mohegan Sun, a combination that shows guests a free pour operation, meets the demands of ever-changing drink preparations forcing high volume liquors to be present at the back bar, yet maintains absolute control and discourages entrepreneurial bar staff behavior. Capton's next generation solutions give managers visibility into key performance indicators and other metrics never before available to them in beverage operations with immediacy and ease.

Key elements in the Capton process are instructional programs for managers and bartenders to understand how the system works and to test their skills. The Capton team remains committed following installation, working with bar managers remotely, examining the results of liquor sales reconciled to actual pours, hunting for inaccurate pours, and maintaining scorecards for each bartender.

"The critical value of Capton's professional services in driving ROI cannot be overstated," declared James Harris, Project Manager, Information Systems for Mohegan Sun. "I know of no one else in the same space delivering this kind of dedicated, results-oriented training and support. We were able to establish ROI in under nine months – and even better, continue sustaining it. Capton is the ultimate competitive weapon."

"We have seen our liquor costs drop 2-3 percentage points," according to Mohegan Sun's Beverage Manager, Joe Vita. "Plus, there has been a significant increase in bartender pouring accuracy, which we attribute in large part to the reporting reviews, scorecards and other management system tools available with Capton."

"We have gained a good before and after view of our beverage operations, with the ability now to forecast trends," said Richard Zazzaro, Vice President, Food & Beverage for Mohegan Sun. "There are few companies who have the scalability to move from proof of concept to full enterprise for a multi-level casino operation. The economic times we live in dictate finding not only the right business solution, but also choosing the right business partner to grow with you."

### **ABOUT CAPTON**

Headquartered in Northern California, Capton is the leading developer of RFID-based business control solutions for hospitality.

Capton solutions are installed in hotels, restaurants, nightclubs, bars, resorts, casinos, cruise lines, sports stadiums and many other types of hospitality venues across the United States and around the world.

Capton products are marketed via a global sales and support network.

### **FOR MORE INFORMATION**

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