

"Orienteering is the 'go to' outdoor sport for people wanting to test themselves physically and mentally"



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ENTRIES, BOOKING & CONTACTLESS PAYMENT SYSTEMS

Tues 23rd June 2020

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Ric Gamble Sporting Clubs Coordinator (NI)

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OVERVIEW & BENEFITS OF
PRE-PAYMENT & ENTRY
PLATFORMS



EXAMPLES OF CLUB
BOOKING SYSTEMS



CONTACTLESS CARD
READER OPTIONS & CLUB
EXPERIENCES

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SECTION 1

PRE-EVENT REGISTRATION & PAYMENT SYSTEMS



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Reduce contact time between participants and registration officials (reduce or possibly eliminate need for registration volunteers)



Manage numbers of participants and restrict to members only if preferred/necessary



Increase map number certainty, reducing printing costs



Lower risk and safer for the club officials to collect money and reduce contact with shared surfaces/cash

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Pre-Event Registration and Payment Systems

In this section we will look at some familiar systems:

1. SiEntries
2. Fabian4
3. Eventbrite
4. Eventrac
5. Evententry

As well as a price comparison, consider the administrator and participant experience, customer service, cancellation/refunds policy...

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Pre-Event Registration and Payment Systems - some comparisons:

	Percentage of Total	Additional per transaction	Addition for start time	Further info
Eventbrite (Professional Package)	6.5%	Plus £0.49		The Essential Package only has one ticket type so unsuitable. Free for free events
Fabian4	Greatest of 4.5% of total OR £0.90 per transaction		Plus £0.30 per start time allocation	£60 minimum for start times Charges are based per transaction not on each entry
SI Entries	Greatest of 4.5%(+VAT) of total OR £0.90 per transaction			Charges are based per transaction not on each entry
Eventrac	5%	Plus £0.20		Does not hold money but sent to club bank account immediately. Charges are based per transaction not on each entry Free for free events.
Evententry		Charge per entry £0-£5 = £0.50 £5.01-£10 = £0.75 £10.01-£20 = £1.00 £20.01-£25 = £1.25		Start times can not be allocated at this present time

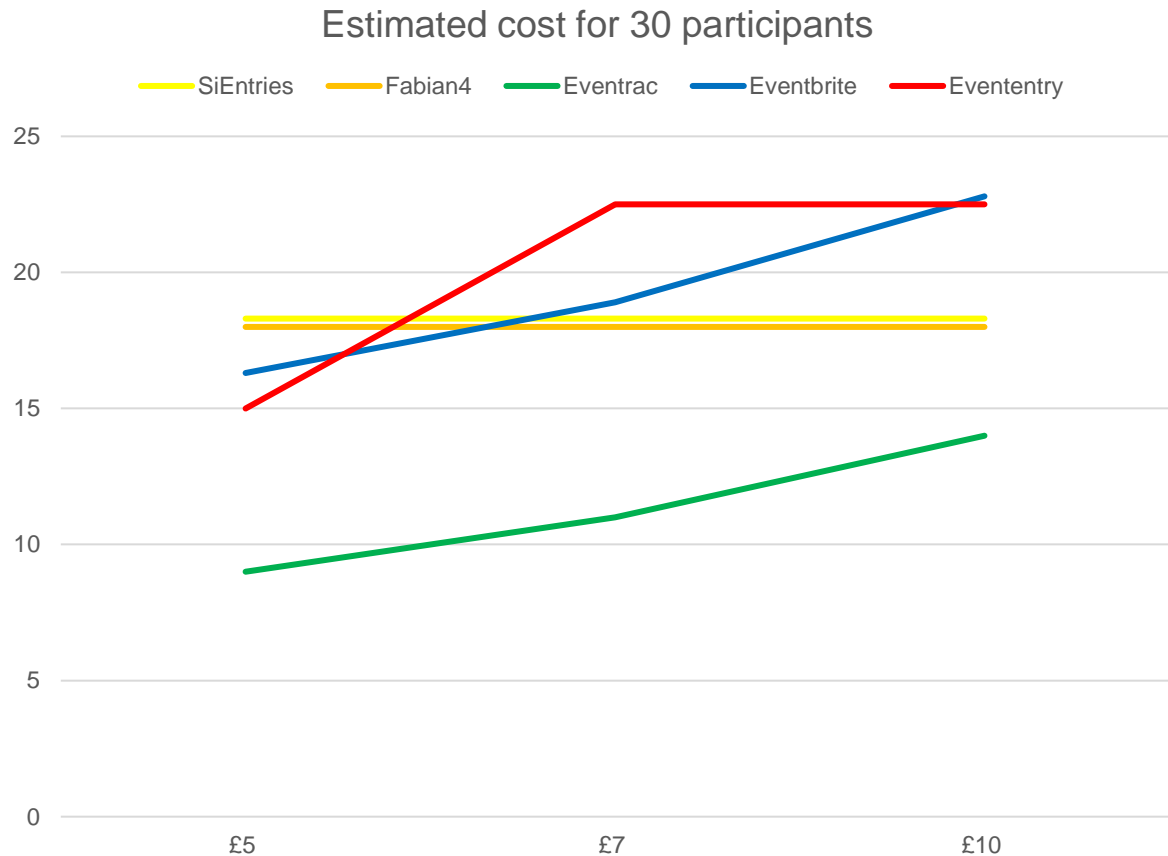
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Cost comparison for a 30-participant event

Note: the estimation is based on 1/3 individual entries/ transactions and 2/3 paired entries.

The Fabian4 cost does not include the 30p per start time allocation (min £60).



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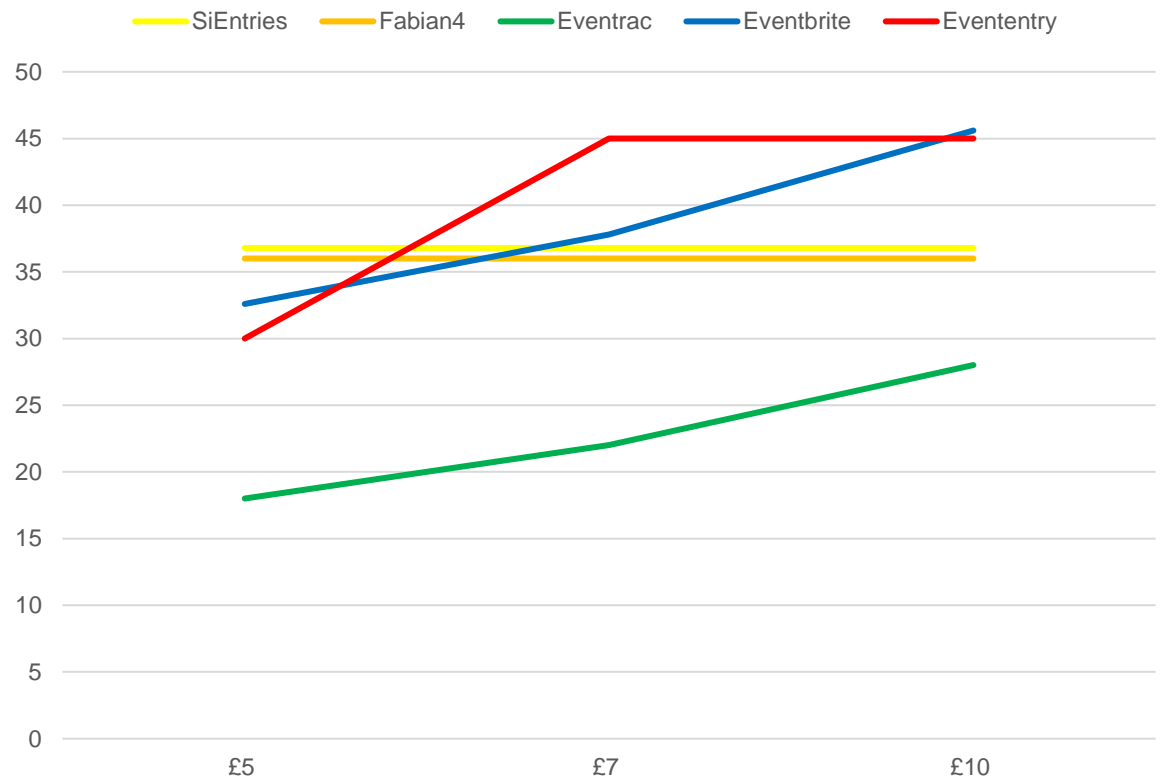


Cost comparison for a 60-participant event

Note: the estimation is based on 1/3 individual entries/ transactions and 2/3 paired entries.

The Fabian4 cost does not include the 30p per start time allocation (min £60).

Estimated Cost for 60 participants



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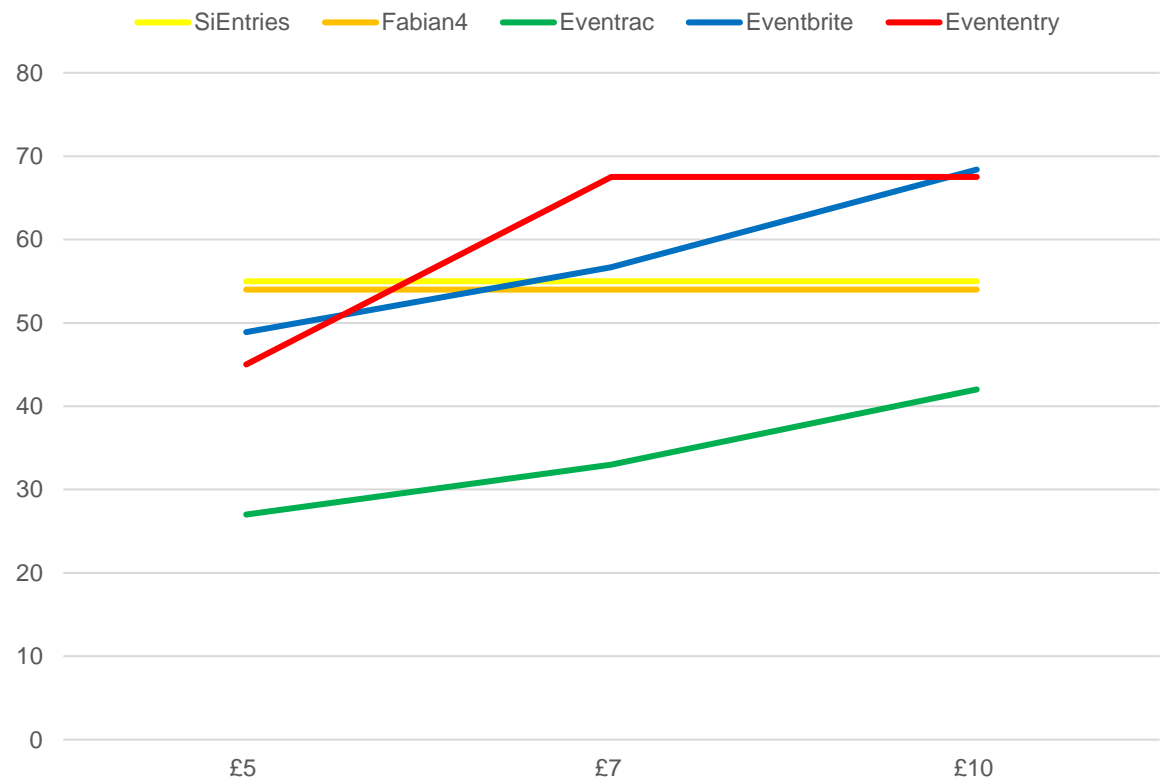


Cost comparison for a 90-participant event

Note: the estimation is based on 1/3 individual entries/ transactions and 2/3 paired entries.

The Fabian4 cost does not include the 30p per start time allocation (min £60).

Estimated Cost for 90 participants



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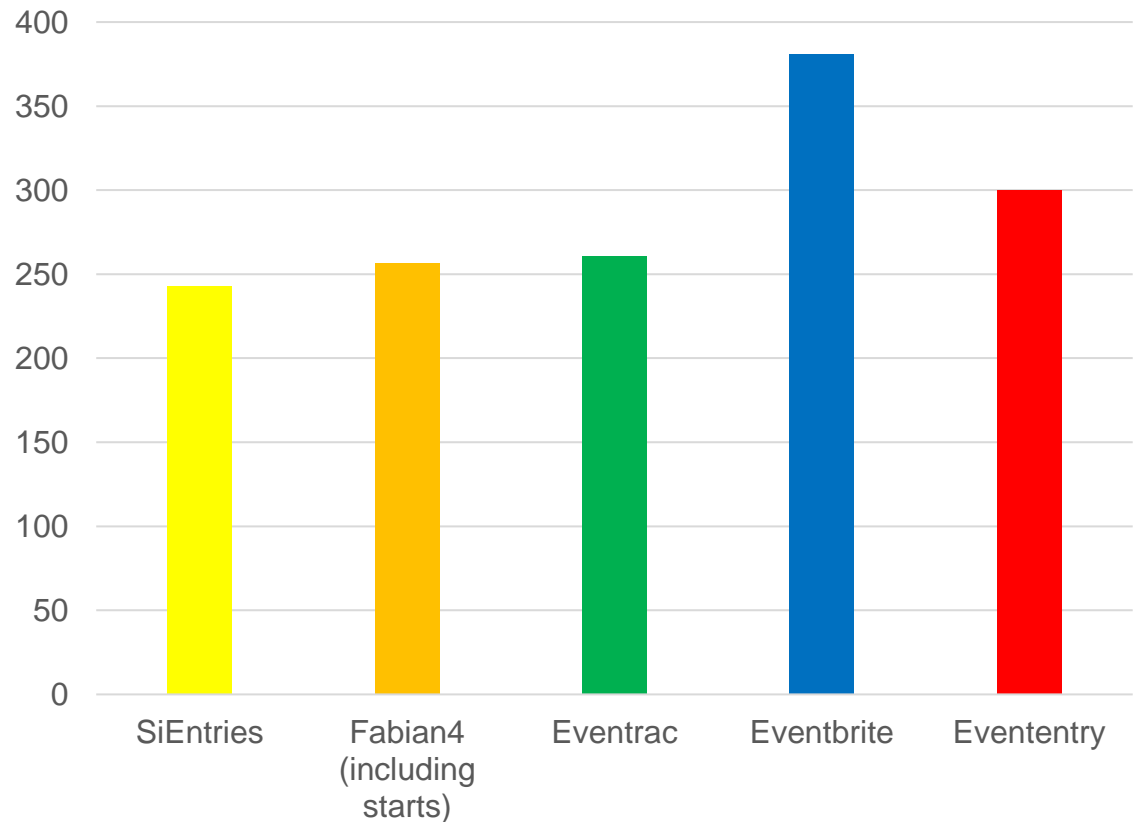


Cost comparison for a bigger more expensive event e.g. 240 participants and £25 entry price

Note: the estimation is based on 120 individual entries/ transactions and 60 paired entries.

The Fabian4 start time allocation is included.

Estimated costs for a bigger event



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Potential new kid on the block!

Offering low costs, mobile first design and comprehensive functions including full support for your post-lockdown events

racesignup.co.uk

racesignup

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We are testing! These are not real events!



MLS Summer Series Hawley Lake

Wednesday 12th August

For testing only. Mid-week military orienteering. 3 courses on offer. Free



SOC New Forest Orienteering Race

Sunday 16th August

FOR TESTING ONLY. SOC is back! Come along to this event for SOC club members

Recent results

- Go Beyond Duathlon & Trail Run - 15 Mar
- Fortitude - 14 Mar
- XNRG Humanity Direct Ultra - 7 Mar
- MLS Minley - 4 Mar
- Brutal - Bordon - 29 Feb
- Army Inter Corps Cross Country Championships - 26 Feb
- MLS Hankley Common - 26 Feb
- Stamford Striders St Valentine's 30k - 23 Feb
- Kelly's Guildford 10K - 22 Feb
- MLS Upavon - 19 Feb

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Pete has been working with clubs (SOC and AOA/BAOC) on testing and further development.

Fully working system available for clubs to pilot including test payments.

Pete would love to hear from other orienteering clubs, to understand and deliver to their requirements.

	SI Entries 4.5% min 90p	Fabian4 4.5% min 90p	racesignup 3% + 30p
One £5 entry	£0.90	£0.90	£0.45
Two £5 entries on one transaction	£0.90	£0.90	£0.60

Interested?

pete@racesignup.co.uk

07748 984 748

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SECTION 2

CLUB BOOKING SYSTEMS



CLOK - Alastair Mackenzie
POTOC - Mark Clews
HH - Kevin Parkes

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SECTION 3

CONTACTLESS CARD PAYMENT SYSTEMS

**iZettle vs SumUp vs Square
Club experiences**



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**ANNUAL
MEMBERSHIP**



**WEEKLY SUBS OR
EVENT/ACTIVITY
FEES**



**KIT AND EQUIPMENT
OR FOOD/DRINK ETC**

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Card Reader Payment Systems

1. Handles payments easily and less cash on site
2. Receives regular summaries by email
3. Speeds up of process for auditing and reports
4. Money in clubs accounts promptly (1-3 days)
5. No contractual obligations



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Options



1. Price £19+VAT (on offer). Transaction fee 1.75%
Accepts the most payment cards



2. Price £39+VAT (on offer). Transaction fee 1.69%
Lowest rate transaction fee



3. Price £19+VAT. Transaction fee 1.75%
App has more advanced features

<https://www.mobiletransaction.org/square-vs-izettle-vs-sumup/>

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Key Points

1. All three card readers work with iPad, iPhone and Android tablets or phones, provided the associated payment app is downloaded and connected over Bluetooth.
2. The inventory libraries in each App look neat with images and product information (the product library is where all the entry fee information is kept – the type of event e.g. Club Spring Cup or Urban Night League etc) is called a Product.
3. Mobile phone reception
4. Customer support



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iZettle – SLOW's experience

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Background

1. Requests to pay by card being made at evening events in 2015
2. Some competitors didn't use cash any longer
3. Reduce / eliminate need for banking
4. Bank reluctant to process cash and provide change

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Why iZettle

1. SLOW's then treasurer, Angus Lund, selected iZettle in 2015
2. Main standalone card reader provider in 2015
3. % charge and no minimum fee
4. Works on multiple phones
5. Contactless as well as Chip and Pin

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Experience of iZettle

1. Used at most SLOW events since 2015, including for merchandise at London City Races
2. Multiple log-ons – can operate on different organisers phones
3. Accepts all debit and credit cards, Google pay and Apple pay
4. 1.75% fee with no minimum charge – great for low cost events
5. Minimum of 3G signal or wifi required – check out the venue
6. Uses minimum data - basic 500MB data contract at £3.99pm
7. SLOW uses dedicated phone (also emergency phone)

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Experience of iZettle

8. Version 1 (2015) contactless card reader gives 1 hour on battery
9. Leave linked on USB to computer to maintain charge
10. Current version (version 2 contactless) gives up to 8 hours on battery charge
11. Effective and easy to use App on phone/ tablet for operating card reader
12. Includes product creation and pricing – avoids errors
13. Can be used for stock control (e.g. maps available by course)
14. Receipt can be emailed to competitor from App

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2019 (Pre COVID-19)

1. Up to 40% paid by card in Summer 2019 season
2. Of those by card, average of 60% on debit card
3. Of those by card, over 90% were contactless

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Post COVID-19 events

1. Planning to be all pre-entry and pre-paid initially
2. Pre-entry to be potentially open until 15 minutes before last start
3. Over time, as lockdown fully released, may revert to EOD and iZettle for level D events and EOD at other events
4. Aim to be 100% digital in the future

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Battery Life & Connectivity



“The original iZettle contactless runs for about 90 minutes charge – however, this easily solved as uses a micro USB cable so I just plug into the laptop at the event which keeps it charged.

The latest iZettle Reader 2 contactless has an 8-hour life and also charges off USB so can keep it charged. There is no limit on the number of transactions contactless or otherwise. SLOW’s recent experience of usage is about 90% of transactions are contactless and 10% is chip and pin with about 60% on debit card. Works with Google pay and Apple Pay as well. Generally if the event is outdoors I will have a Leisure Battery to keep the laptops and printers running so the above solution works fine. I run 3 laptops and two tally roll printers for 7 hours on this setup with no problem”.

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Think about what and how you are currently collecting



Review the most relevant systems



Speak to members and committee to agree direction



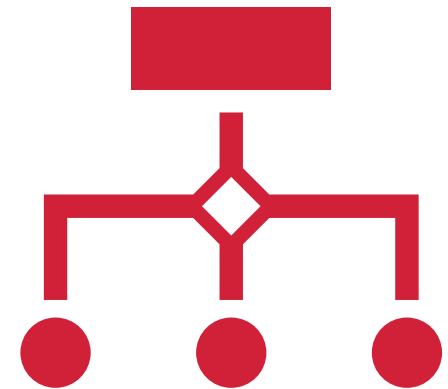
Make transition over to new payment process



Inform membership of the changes



Be in a great place ready to get back to Orienteering events!



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British Orienteering is strongly recommending a full entry, payment and start allocation service. We are currently negotiating with some of the proven suppliers on how we could potentially support you for example subsidising your use so you can where possible maintain all entry fees.

Consultation