

# Introduction to Teammo

What Teammo is and how we could help your organisation

May 2020



# Are any of these challenges familiar to you?

## Collecting payments

(registration, weekly team sheet, forfeits) is a **manual process** for staff, often resulting in needing to chase teams for money

Teams wanting **greater flexibility** in how they pay – EFTPOS/card payments, paying upfront

**Multiple venues** collecting significant volumes of cash on game day, which poses security and health risks

**Forfeits are time intensive**, with staff having to manually notify teams of game changes

**Limited visibility and reporting** on who has paid and their payment method

**Difficulties in reconciling payments** across competitions and payments methods (e.g. cash / EFTPOS / invoicing)

# Our goal

Remove the problems around **collecting**, **communicating** and **reconciling** payments across all parts of the sport.

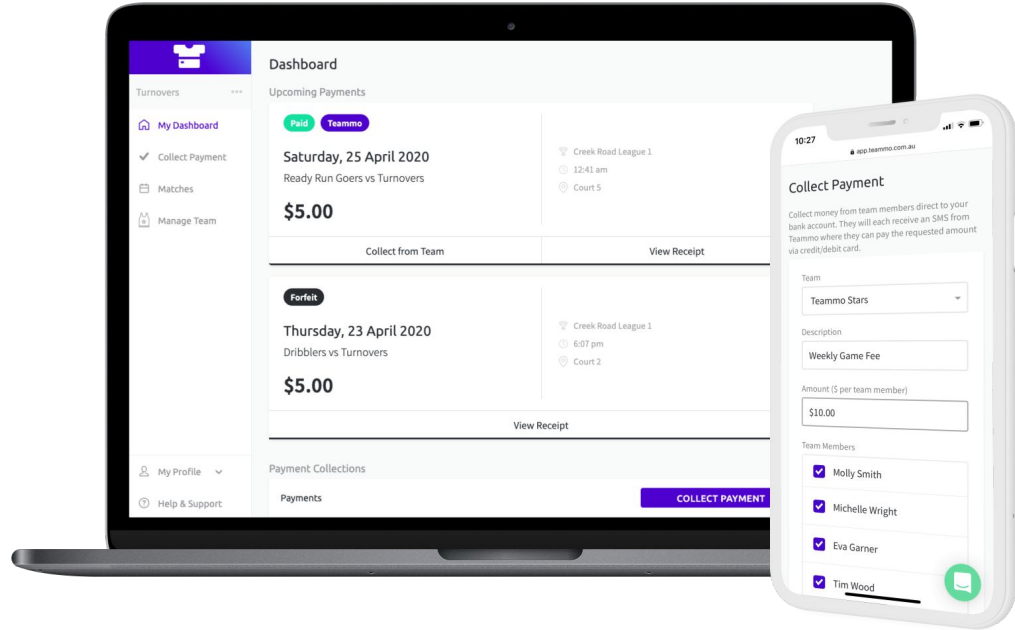
- Consolidate and simplify payments through an end-to-end sports payment platform (make sport cashless)
- Give clubs, team managers and players flexibility to make payments to their association on their terms
- Digitise and automate operational processes centered around payments
- Give associations more visibility on incoming payments
- Save time and money to allow staff and volunteers to focus on other initiatives

# 1. Teammo features and benefits

# Introducing Teammo

Teammo is an end-to-end sports payment platform that **connects sports payments and communications** between people, teams, clubs and associations.

For associations, we help you improve the **collection, management and reconciliation** of payments across your organisation. From team sheet fees, forfeits, uniforms to registration and other ad hoc payments.

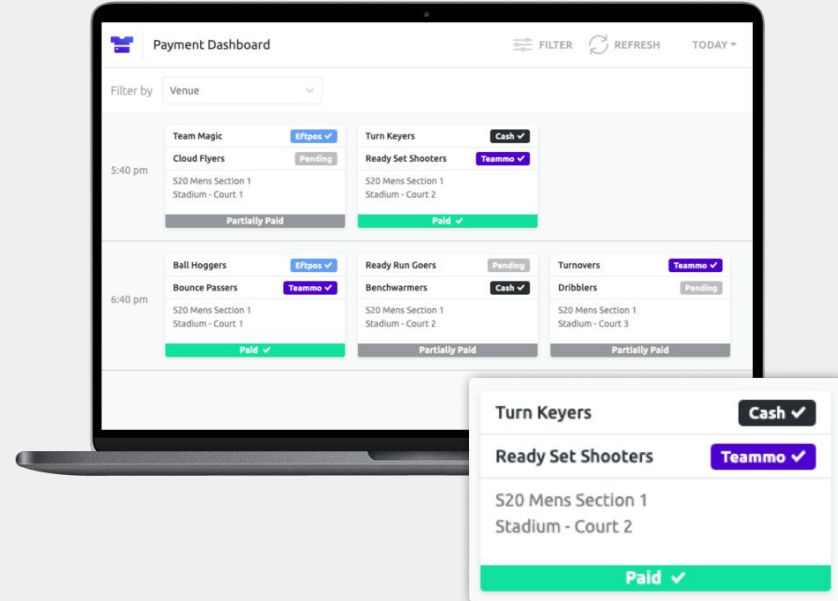


# For Clubs & Associations

We provide an online solution to collect, manage and report on payments from players, teams and clubs – saving you time and money to allow your team to focus on other initiatives.

## Key features:

- Receive payments digitally for registration, player, team sheet fees and other ad hoc payments
- Give clubs, team managers and players flexibility to make payments on their terms
- Allow forfeits to be submitted and paid for online, with notifications sent to teams and association automatically
- More visibility on incoming payments
- Payment reports (CSV) can be imported into financial management tools for payment reconciliation

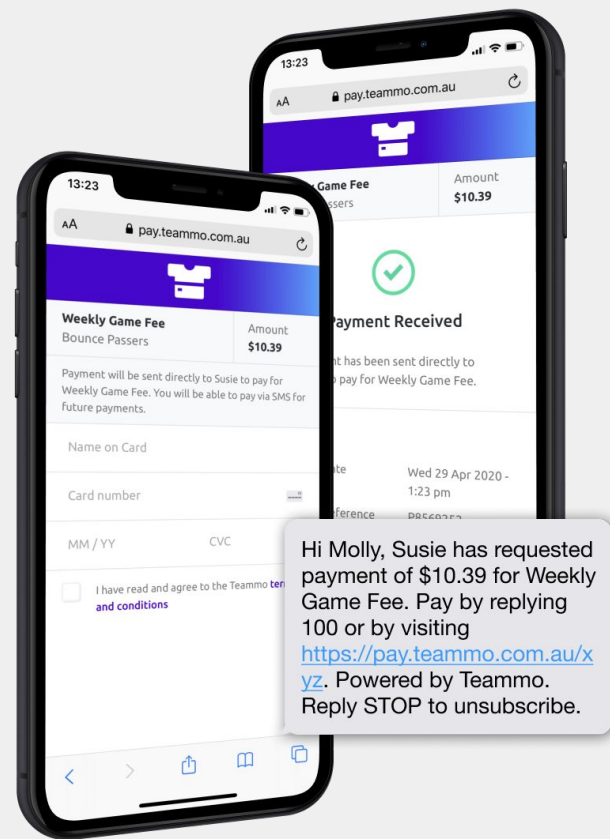


# For Teams & Team Members

In addition to teams and players being able to make payments to your association, team managers can also use Teammo to collect payments from team members.

## Key features:

- Request & collect payments from team members
- Team members only need to provide credit/debit card details once, then make future payments via SMS
- Submit forfeits / walkovers online
- Send payment reminders to players
- Make payments to club and/or association for registration, team sheet fees, etc



# Benefits of using Teammo

Going cashless can **reduce the overheads** and **administration** associated with collecting money in-person.

This helps **streamline operations**, as well as providing a **better experience for clubs, teams and players**.

Going cashless does not happen overnight. Offering teams payment options (cash, EFTPOS and Teammo) is a good way to start transitioning your payments online.

## Key benefits

- The need for staff to collect money on game day across venues is reduced and eliminated in the long-term
- Reduced staff costs. Funds made available could be invested in new roles to support the further development of your competitions
- No need to chase up forfeit fines or manually notify teams. We send out notifications automatically within minutes
- Payment reconciliation becomes quicker
- Improved experience for clubs, teams and players – it's all online
- Increased flexibility for teams to pay weekly or potentially all upfront



## 2. How Teammo could help you

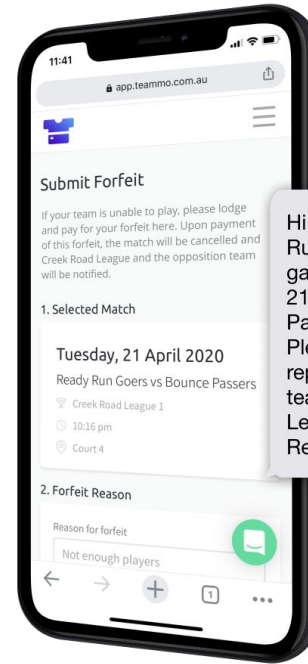
# Digital Forfeit Solution

**Forfeits are submitted, paid and processed within a couple of minutes. Association staff don't need to do anything.**

Our digital forfeit solution enables teams to simply select the game they want to forfeit and make their payment.

Once payment is made, we send an SMS message to the team contact of the opposition team and forfeit team. The opposition team contact is asked to reply YES to acknowledge the forfeit.

We send SMS and email notifications to relevant contacts at your association. Your dashboard will be also updated to display the forfeit.



Hi Jonathan, your team Ready Run Goers will not have a game at 10:16PM on 21/04/2020 against Bounce Passers due to a forfeit. Please confirm this SMS by replying YES & inform your team. Thanks, Creek Road League. Powered by Teammo. Reply STOP to unsubscribe

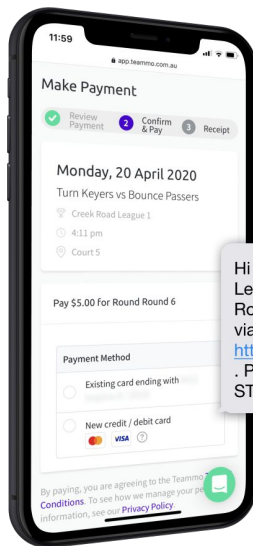
# Digital Payments

Teams can use Teammo to make team sheet payments and other adhoc fees online.

Once a representative from a team has created a Teammo account, they can view and make payments from their Teammo dashboard.

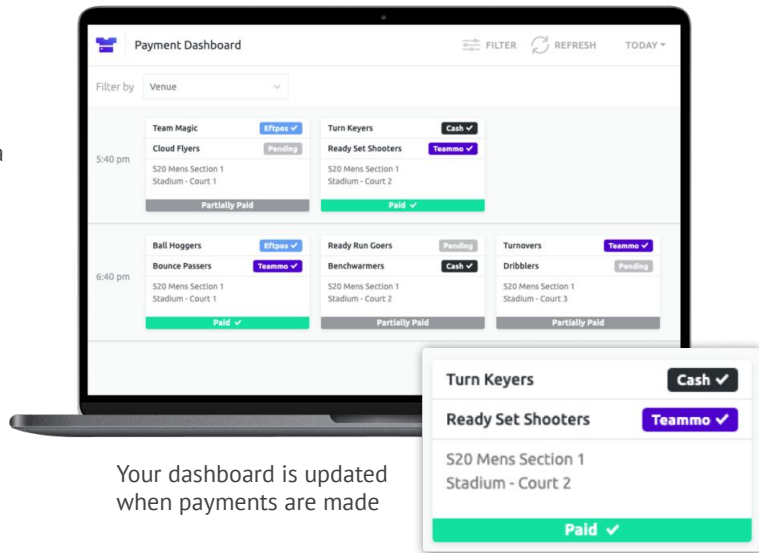
SMS and/or email reminders are also be sent before games.

Your dashboard is updated in real-time, so you can keep track of payments.



Team managers can pay for games in advance via their Teammo account

Hi Matthew, Creek Road League has requested \$5.00 for Round 1 on 20/04/2020. Pay via your Teammo account or <https://pay.teammo.com.au/123>. Powered by Teammo. Reply STOP to unsubscribe



Your dashboard is updated when payments are made

# What you get from us

- When **forfeits** are submitted, payment is collected upfront and notifications are sent to the opposition team automatically via SMS.
- **Teams** are able to create a Teammo account to **manage payments with your association**. Payment reminders are sent out automatically via SMS and email before each game.
- Access to **game day dashboard** to monitor payments from teams.
- **Settlement reports** in CSV format. These can be provided on a weekly or monthly basis. They can be imported into financial management software like Xero.
- We send **payments** to your nominated bank account twice-daily batches. Payments arrive in your bank account within 1-2 business days of being collected.
- Teammo provide **customer service** and support to teams and individuals if they have any issues with the platform. We handle all queries via Intercom. Users can contact us via email or directly in the platform via chat.

# Why Teammo?

Firstly, you need to consider ‘**why should we go cashless?**’

The **main benefits of offering digital payments are:** reduced costs and time spent by staff collecting money, reduced administration, simpler reconciliation, and a better experience and value for your members (clubs, teams and players).

Given the current health climate, we will see a continued push away from cash payments.

1. We provide a great experience to teams, but we’ve placed particular focus on creating a platform that will **improve the daily operations of sports organisations.**
2. We are the **only platform** that enables you to **process forfeits online** end-to-end (lodged, paid and notifications sent).
3. We **integrate with competition management solutions** by importing match data into our platform.
4. We work closely with you to get you started on the platform and have lots of content to educate teams. **Building a partnership** with you is important as your feedback helps inform our exciting product roadmap.
5. **Our fees are simple.** They are transaction-based. You only pay if teams are making payments to you via Teammo.
6. **You can start anywhere, anytime.** For example, we can launch a pilot for digital forfeits only. There’s no fixed term for using Teammo. We only want you to use the platform if it provides value.

# Want to chat?

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