iTeamMate
Club Management & League Registration made simple

Club Management Made Simple!
What is iTeamMate?

• A cloud (web) based system designed to help large clubs grow, be much more efficient, and control all areas of the club in one place

• Accessible (with at least 3G) via smart phone, tablet or pc

• Fully secure and meeting all data protection guidelines

• Supports a Club in all the 5 key areas identified by the FA and large Charter Standard Clubs
How does it help?

- **MONEY**
  - Manage Subs
  - Manage Kit
  - Manage Equipment
  - Manage Payments

- **COMMUNICATE**
  - One Platform
  - Instant Messaging
  - Free Messaging
  - Player Availability

- **DOCUMENTS**
  - Club Registration
  - Certification
  - Secure Storage
  - Manage Forms

- **COACH**
  - Develop Players
  - 4 Corner Model
  - Develop Coaches
  - Hints and Tips

- **ENGAGE**
  - Website Builder
  - Manage Events
  - Player Booster
  - Grow Volunteers
Who we are

• A UK based business founded and run by people all involved in grassroots football and sport

• Focused on driving the “pain” out of club administration!

• Dedicated support team, via phone and on-line

• Designed in collaboration with the FA, County FA’s and many large Charter Standard Clubs

• Used by over 50,000 players already
Where clubs are “leaking”

Try our leakage calculator at www.iteammate.com

How much is my club losing each year?

<table>
<thead>
<tr>
<th>Number of Teams:</th>
<th>20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated Annual Subs:</td>
<td>£ 52,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Club Losses (Annually)</th>
<th>Football Kit:</th>
<th>Balls, Bibs, Cones, etc:</th>
<th>Player Subscriptions</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£ 400.00</td>
<td>£ 780.00</td>
<td>£ 3,900.00</td>
</tr>
<tr>
<td></td>
<td>0.8%</td>
<td>1.5%</td>
<td>7.5%</td>
</tr>
</tbody>
</table>

Calculated Annual Leakage: £5,080.10

KIT GOING MISSING

EQUIPMENT GOING MISSING

UN-PAID SUBS

Try our leakage calculator at www.iteammate.com
Pricing

The pricing starts from as little as 5p per member per week.

A Club with 20 teams and about 250 players can recoup all the costs of using iTeamMate if just roughly 6 more players pay their subs!

On average Clubs with 20 teams fail to collect around £4,000 of subs each year & lose over £1,000 in lost strips and equipment!
Reporting

Quickly access various reports giving you an up to date overview of your club.

Instantly see which of your members have paid, and who owes subs.

<table>
<thead>
<tr>
<th>Name</th>
<th>Membership Number</th>
<th>Payment History</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples, Rosie</td>
<td>00000030</td>
<td>S O N D J F</td>
<td>£0</td>
</tr>
<tr>
<td>Barnes, Chris</td>
<td>00000075</td>
<td>S O N D J F M A M</td>
<td>£15</td>
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<tr>
<td>Bedford, Paul</td>
<td>00000083</td>
<td>S O N D J F M A M</td>
<td>£75.25</td>
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<tr>
<td>Campbell, David</td>
<td>00000080</td>
<td>S O N D J F M A M</td>
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<tr>
<td>Cooper, Matthew</td>
<td>00000074</td>
<td>15 O N D J F 15 A M</td>
<td>£525</td>
</tr>
<tr>
<td>Davis, Mark</td>
<td>00000070</td>
<td>S O N D J 15 M A</td>
<td>£345</td>
</tr>
</tbody>
</table>
Get Started

- To try our software free or to find out more go to www.iteammate.com

- Or email us at enquiries@iteammate.com
iTeamMate helps Moss Bank Junior Football Club, recover over £9,000 of subs, manage their equipment and communicate much better with everyone across the club!

**About Moss Bank**

Moss Bank are a Bolton based Junior Football Club who play in the local Bolton, Bury and District Football League and at present have approximately 350 boys and girls ranging from the ages of 5 to 21 participating in the sport of football weekly.

Moss Bank are an FA Charter Standard Club that are at the forefront of developing the Moss Bank facilities to further enhance the local community and children’s sport within Bolton.

**Moss Bank’s Objectives**

- To recover an ever-growing subs debt ✓
- To reduce the hassle in on-going subs collection and be more effective ✓
- To reduce the amount of money lost on mis-laid kits and equipment ✓
- To improve communication with parents, players, coaches and administrators ✓

**Our Solution**

**iTeamMate**: our cloud based digital club management system, accessible anywhere with at least a 3G internet connection that allows treasurers, administrators, coaches, players & parents to manage payments quickly and easily, on a platform that encourages club wide communication.

**Key Benefits**

- Massive time saving – often up to 80% faster
- Significantly reduces subs debt – systemised records, reminders, & statements
- Allows more people to help – web based system
- Stops small problems becoming big problems!
- Reduces losses of kit, balls & equipment
- Allows everyone to communicate easily & keep up to date
- Promotes good governance & checks

**What a difference!!!**

“Before we started using iTeamMate, collecting subs was a paper exercise and a bit of a nightmare. iTeamMate has made all the difference.”

Marcus Howarth
Moss Bank Secretary

www.iteammate.com
The Challenge

With over 350 players and 28 teams, Bolton based Moss Bank are typical of many successful grassroots junior clubs who were in danger of becoming a victim of their own success!! Collecting subs for a few teams was always manageable, but as the club has grown the task facing the volunteers running the club has grown enormously! The burden on coaches and administrators alike was growing and in the 2013/14 season the outstanding payments was beginning to be a massive headache and worry for all involved. How much was outstanding was unclear, as was who’s job it was to recover the situation; the treasurer was already maxed out and the coaches were also giving lots of time coaching and on match days. Something had to give!!

The Approach

Without some kind of system the job was impossible; spreadsheets and lists had got the club so far, now a more comprehensive system, that allowed more people to help at the same time was required if progress was to be made.

The Solution

The ITeamMate solution allowed the Club to:

1. Understand what the actual debt was by player
2. Send statements and reminders in a system so it was clear what had been done
3. Allow more people to help as its was no longer on a spreadsheet on someone’s computer!
4. Bring down the debt by 90%
5. Save a massive amount of time on-going with all payments and players in one place
6. Improve communications across the club as all contact information was stored and update in one place not 3 or 4 different spreadsheets or lists!

Moss Bank also plan to use the new “Coach” features on ITeamMate to help Coaches improve player development & feedback and the Registration module in “Documents” to streamline player registration making it paperless and simple!

TO FIND OUT HOW THE ITEAMMATE SOLUTION CAN HELP YOUR CLUB CONTACTS US AT enquiries@iteammate.com

www.iteammate.com
How does iTeamMate help the Treasurer?

**SUBS:** Save loads of time and massively reduce non payment!
- Automatically collect subs online (as well as other methods)
- Automatic reconciliation – no need to go through bank statements
- Cloud based so easy to get helpers involved
- Helpful reports – debt by team, section, and overall
- Good Governance – clear audit trail and “open” reporting

**PAYMENTS:** Easily make & receive payments
- Pay fines and expenses through the system

**KIT:** Easily manage where kit is and reduce wasted funds
- Manage strips by player and team
- Report on current “stock” by size and age

**EQUIPMENT:** Easily manage equipment by team, & reduce waste
- Manage quantities by team
- Report on current “stock” by numbers and value

**COMMUNICATE:** Easily contact Parents, Players and Coaches
- One platform allows easy contact with all contacts in a simple system
- Send out chase ups for payments with in built payment links

**DOCUMENTS:** Easily store important documents by player
- Store important document for easy reference and safekeeping

**FUNDRAISING:** Tools to help raise much needed funds
- Simple tools to drive up donations and event participation
How does iTAemMate help the Chairman?

**SUBS: Save loads of time and massively reduce non payment!**

- Automatically pay subs online (as well as other methods)
- Automatic reconciliation – no need to go through bank statements
- Cloud based so easy to get helpers involved
- Helpful reports – debt by team, section, and overall

**GOVERNANCE: Easy to oversee payments & receipts**

- Simple reports that allow oversight on club finances
- Clear Audit trail for payments & receipts

**COMMUNICATE: Easily contact parents, players and coaches**

- One platform allows easy contact with all contacts in a simple system
- Simple to set up “Committee” or “Exec” for easy messaging and sharing

**DOCUMENTS: Simple policy roll out**

- Simple roll out to parents & coaches of club policies (eg photographing, first aid) with confirmed “I accept” update, and prompt to action

**DOCUMENTS: Easily store important documents**

- Store important document for easy reference and safekeeping

**COACH: IMPROVE PLAYER AND COACH PERFORMANCE**

- Easy to use forms to help coaches and players improve
- Hints and tips section for coaches to save them time

**ENGAGE: Boost membership, volunteers, and fundraising**

- Simple tools to grow membership
- Simple tools to improve events
- Simple web site builder
How does iTeamMate help the Secretary?

**PAYMENTS**
- League registration fees paid simply via the system
- Fines paid simply via the system

**KIT:** Easily manage where kit is and reduce wasted funds
- Manage strips by player and team
- Report on current “stock” by size and age

**EQUIPMENT:** Easily manage equipment by team, & reduce waste
- Manage quantities by team
- Report on current “stock” by numbers and value

**COMMUNICATE:** Easily contact Parents, Players and Coaches
- One platform allows easy contact with all contacts in a simple system
- Send messages out to groups – coaches, players, parents

**COMMUNICATE:** Proposed Links to Whole Game System
- Will remove need for duplication of data entry especially for registration

**DOCUMENTS:** Simple on-line player registration
- Simple uploading of player and coaches photographs
- On-line forms remove need to print and scan
- Details inputted by parent’s log in (if desired)

**DOCUMENTS:** Simple policy roll out
- Simple roll out to parents & coaches of club policies (eg photographing, first aid) with confirmed “I accept” update, and prompt to action
How does iTeamMate help a parent / player?

**SUBS: Easy to pay and understand what is owed**
- Automatically pay subs online (as well as other methods)
- Receive simple statements explaining what has been paid

**GOVERNANCE: Comfort that the club is well run financially**
- Happy that the proper processes are in place

**COMMUNICATE: Easy to contact key people**
- One platform allows easy contact with all key people

**COMMUNICATE: Simple fixture & training management**
- Simple player availability and fixture management
- Ability to let coach know when player is away

**DOCUMENTS: Simple on-line player registration**
- Simple uploading of player photographs & information
- On-line forms remove need to print and scan
- Details inputted by parent’s log in (if desired)

**DOCUMENTS: Welfare**
- Comfort knowing all adults are DBS checked and it’s up to date

**COACH: Improved feedback and help**
- Simple feedback forms to help player development

**COACH: Excellent standard of coaching**
- Coach has access to on-line information to improve sessions
How does iTeamMate help the Welfare Officer?

COMMUNICATE: Easily contact Parents, Players and Coaches
- One platform allows easy contact with all contacts in a simple system
- Send messages out to groups – coaches, players, parents

COMMUNICATE: Proposed Links to Whole Game System
- Will remove need for duplication of data entry especially for registration

DOCUMENTS: Manage Certification
- Simple tools to help you stay on top of DBS & Coaching

DOCUMENTS: Simple policy roll out
- Simple roll out to parents & coaches of club policies (eg photographing, first aid) with confirmed “I accept” update, and prompt to action

DOCUMENTS: Easily store important documents
- Store important document for easy reference and safekeeping
How does iTeamMate help the Coach?

**SUBS:** No need to collect & chase subs!
- Automatically collect subs online (as well as other methods)

**KIT:** Easily manage where kit is and reduce wasted funds
- Manage strips by player and team

**EQUIPMENT:** Easily manage equipment by your team

**COMMUNICATE:** Simple fixture & training management
- Simple player availability and fixture management

**COMMUNICATE:** Easily contact parents, players and coaches
- One platform allows easy contact with all contacts in a simple system
- Email and free in app instant messaging

**DOCUMENTS:** Simple on-line player registration
- Simple uploading of player photographs
- On-line forms remove need to print and scan
- Details inputted by parent’s log in (if desired)

**COACH:** Improve your player’s performance
- Easy to use forms to help you help your players improve

**COACH:** Improve Your Effectiveness
- Easy to use forms to for self assessment or external feedback

**COACH:** Helpful hints & tips
- Access to on-line coaching videos and tips
Name: Dean Sandell  
Team: MB’s Under 21s  
Date of birth: 17-08-1995  
Primary position: Goalkeeper  
Secondary position: Defender - Centre back

WHAT YOU’RE GREAT AT!
Shot stopping - great reflexes  
Kicking with both feet  
Punching away crosses

WHERE WE WILL HELP YOU GET BETTER!
Communicating - talking and organising players esp. defenders  
Catching and holding crosses

TECHNICAL
Comment: Excellent with both feet at control and clearing Good technique when punching clear Very good and sliding out & gathering  
8/10

PSYCHOLOGICAL
Comment: Understand the importance of the position & concentrating Need to decide when to come and not come for crosses  
5/10

PHYSICAL
Comment: Excellent flexibility and re-actions  
Physically strong and solid which puts off attackers  
Great spring  
9/10

SOCIAL
Comment: Great member of the team Need to take more leadership when organising Get used to constantly talking and helping the defence  
6/10

Coaches name: Paul Bedford  
Date: 25 Jul 2016
## Coach Summary

**Name:** Paul Bedford  
**Team:** MB’s Under 21s  
**Date of birth:** Not entered.  
**Coaching level:** 1  
**Years coaching:** 5  

### WHAT YOU'RE GREAT AT!

- Encouragement and motivation  
- Game management and tactical awareness  
- Ensuring everyone gets to play  
- Adapting to different and difficult situations  
- Keeping everyone involved and moving!

### WHERE CAN YOU GET BETTER!

- Preparing for sessions with a structured plan that ties in to what you are working on with the team  
- Challenging disruptive behaviour  
- Varying the sessions to keep them fresh and interesting  
- Starting and finishing on time

### NEXT FEEDBACK & ASSESSMENT DATE

21 Nov 2017 | 20:00

### NEXT DEVELOPMENT ACTION(S)

Send weekly sessions plans to Andy B for feedback and be observed

**Assessor name:** Pete Bedford  
**Date:** 24 Jul 2016
Standard Features

✓ Player & Parent Secure Database
✓ Membership Management
✓ Free Instant Messaging (via App Jan 17)
✓ Club Wide Forms Management
✓ Certification Manager
✓ Fixture Manager
✓ Player Development
✓ Training Manager
✓ Technical Support
✓ Secure Online Back-up
✓ Member Secure Login
✓ Club Wide Communication
✓ Secure Document Storage
✓ Online Policy Manager
✓ Create your own Teams & Groups
✓ Attendance / Player Registers
✓ Coach Development
✓ Club Awards
✓ Online Videos
✓ Mobile App (from Jan 17)

Money Module

✓ Online Subs Collection
✓ Automatic Reconciliation
✓ Member Statements / Reminders
✓ Kit Manager
✓ Sales & Invoicing
✓ Pay as you Play Option
✓ Full Reporting
✓ Equipment Manager
✓ Club Expenses
✓ Governance Overview

Pricing per month (ex. VAT)

<table>
<thead>
<tr>
<th>Max Number of Club Members *</th>
<th>50</th>
<th>100</th>
<th>200</th>
<th>300</th>
<th>400</th>
<th>401+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard Features</td>
<td>£5.00</td>
<td>£10.00</td>
<td>£15.00</td>
<td>£25.00</td>
<td>£30.00</td>
<td>£40.00</td>
</tr>
<tr>
<td>Standard + Money Module</td>
<td>£10.00</td>
<td>£20.00</td>
<td>£30.00</td>
<td>£50.00</td>
<td>£60.00</td>
<td>£80.00</td>
</tr>
<tr>
<td>GoCardless Subs Collection Fee **</td>
<td>1.0%</td>
<td>1.0%</td>
<td>1.0%</td>
<td>1.0%</td>
<td>1.0%</td>
<td>1.0%</td>
</tr>
</tbody>
</table>

* over 1,000 members - please call to discuss
10% Discount if paid annually in advance
Payments are collected online each month unless paid annually
** GoCardless fee maximum of £2 per transaction