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Information Bulletin

Bulletin #: I2015-047

Date: Dec. 4, 2015

To: District Administrators, Presidents

CC: OSA Board of Directors, Staff

From: Johnny Misley, Executive Director

Subject: OSA announces official technology partner

Please be advised that this is a District Association advanced notice of a News Release that will be circulated on Wednesday, December 9, 2015. **Please keep confidential until made public.**

The Ontario Soccer Association is announcing on December 9 that it has selected **Sport Ngin** to provide its entire suite of sports management technology to the OSA and our member organizations. As part of the long-term agreement, Sport Ngin also becomes the "Official Technology Partner of the Ontario Soccer Association," aligning with the organization's new strategic direction to be more current and relevant to its member organizations.

Both partners are collaborating to create an integrated system, driven by key solutions from Sport Ngin's suite of industry-leading products, to replace the OSA's current participant registration system known as A.I.M.S. This transition will involve a phase-in process. We will continue to use A.I.M.S in 2016 until the new Sport Ngin system is up and running. An early adopter program for clubs will also be launched in 2016 to help test the new registration platform.

Sport Ngin was unanimously approved by the OSA Board in September completing a 10-month process of vendor selection.

In the near future, Sport Ngin will be in the process of contacting OSA member organizations to provide them with a



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free assessment of their existing technology, and to provide recommended packages to upgrade to Sport Ngin.

The following list of questions has been prepared for the District Associations in an effort to provide a high-level understanding of the new long-term technology partnership with Sport Ngin. We are anticipating member Clubs may contact your office.

Ontario Soccer Association – Sport Ngin Technology Partnership FAQ

1. First of all, how do you pronounce their name “Sport Ngin”?

a. It's pronounced Sport “Engine”

2. Who are they?

a. Our new official technology partner, Sport Ngin, has built a sports technology platform that helps thousands of clubs, associations, academies, tournaments, and teams around the world promote, grow, and support their organizations. They are one of the largest privately held sports technology companies in North America. We have spent the better part of the year working with Sport Ngin to put together a program for OSA member organizations to gain access to leading technology at special negotiated rates.

3. Who are some of Sport Ngin's existing clients/customers?

a. Sport Ngin has over 8,000 clients, including more than 1,000 soccer specific clients across their platform. Their more notable clients include - Nike, Univision, Under Armour, US Adult Soccer, Rugby Canada, National Sports Center, Chicago Fire, United Soccer Leagues, USA Wrestling, PGA, Minnesota Timberwolves, Colorado Avalanche, USA Swimming, Schwan's USA Cup, National Premier Soccer League, as well as thousands of youth sports clubs, associations, camps, clinics, and tournaments.

4. What's the nature of this technology partnership?

a. As part of a long-term agreement, we have signed with Sport Ngin to be the “Official Technology Partner of the Ontario Soccer Association”. We will be working directly with Sport Ngin over the next 8 – 12 months on an



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integrated on-line participant registration solution that replaces our current A.I.M.S. system. Additionally, we will be transitioning the majority of our existing technology over to the Sport Ngin suite of products (Content Management System, League and Tournament Management, Background Screening, Team Management and Branded Mobile Apps). As the OSA's official technology partner, Sport Ngin will also work with us on potential new innovative products customized for the needs of soccer management in Ontario.

5. Why the change?

a. The change is being made to elevate and modernize the technology being offered and used at all levels of the OSA. Our existing solutions do not provide a great user experience at the club and grassroots levels. Our goal is to provide state-of-the-art technologies to improve the Club and Family online registration experience. This was a major emphasis in our vetting process and we have found that no company has a better platform and online registration system than Sport Ngin.

6. What immediate, short-term and long-term value does it provide at the Club Level?

a. The most immediate benefit at the Club level is having access to the Sport Ngin suite of products at an OSA negotiated 20% discount off of any fees as part of the partnership. Getting on board in the short-term will help streamline your Club's data capture, user experience and make for a smoother overall transition for your Club to the new system.

b. Data and content sharing amongst OSA, Clubs and Leagues across the platform

7. What are the best next steps to take as a Club?

a. We recommend you contact Matt Hansen at Sport Ngin and set up a time to discuss your existing and future technology needs to prepare for the OSA partnership rollout. Matt and his team are dedicated to support the OSA partnership and answer any questions you may have.

8. What types of technical support are available?

a. One of the big reasons we decided to partner with Sport Ngin is their commitment to customer support. In addition



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to a dedicated account management and support team, they have a robust online help center, a phone/email customer support team, and an active online community. Their support teams are unrivaled in the youth sports technology space.

9. What kind of security exists within the Sport Ngin platform?

a. Security is a major focus of Sport Ngin and they take the protection of all personal and financial data very seriously. Their systems are state-of-the-art and unmatched in the industry. They undergo a third-party audit annually, and are a PCI Level 1 Compliant company, which is the highest standard in online payment processing security. Additional information can be found at their dedicated security page: <http://www.sportngin.com/security/>

10. What is the cost to the OSA member organizations?

a. Costs will depend on which products you sign up for, which are generally based on the type of organization you are (there are different products for tournaments, for example). We recommend you talk to Sport Ngin so they can walk you through their products and their fee structures. Again, a benefit we have negotiated through is that OSA member organizations will receive 20% off of any fees.

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