

NINJA MASTER

League Management Subscriptions...

...because Administrating a League Shouldn't Be an Obstacle

We've been tested by serving two large Ninja leagues beginning in 2018 (Athlete Warrior Games and UNAA) and have since been serving a variety of regional leagues. We've heard the challenges of gyms and league administrators and dug in deep to address the challenges of supporting more leagues with their unique needs.

We're ready! Are you?

Announcing Ninja Master League Management Subscriptions!

Everything a League Administrator needs to keep a season running smoothly.

Base price for the League Administrator: \$599/yr.

This includes:

Secure League Dashboard

Define seasons

- Begin and end date and birthdate cutoff for age groups
defaults to January 1 of season end date
- Define classes/categories of athletes
defaults to the standard of: 7U, 9U, 11U, 13U, 15U, amateur, pro, 40+

Define one or more sanction types

Each season may have as many different types of sanctioned events/courses as you would wish. For example:

- “Regular Season”, “Playoffs”, “Finals”
- “Speed”, “Endurance”, “Speed Finals”, “Endurance Finals”
- “Qualifiers”, “Finals”
- “Qualifiers”, “Regionals”, “Nationals”, “Worlds”, “Intergalactic”

Define (for each sanction type):

- Course scoring ruleset from existing rule sets: UNAA, One-n-Done, AWG
or optional custom ruleset built to your specification
- League standings points strategy. The default standard is currently defined [here](#), but you can adopt a strategy from another league or *we’ll build one for you per your specification*
- Qualifying strategy from existing qualifying strategies (top N in a category, minimum points score in a category, top N% in a category)
or we’ll build one for you per your specification
- (optional) sanctioning fee to be collected by league for each contestant (see Event Registration Details below)
- Number of free contestants for Event Organizers (see Event Registration Details below)
default is a maximum of 5, league admins may choose less

Sanctioned Event Recaps

Publish or modify recaps of sanctioned events (event organizers can do this for their own events, but league administrators can see/override)

League Membership Management (Optional)

If Membership has a fee or sign up process - Ninja Master will add a small convenience fee for each membership processed and give you access to the detailed information of each athlete.

We will also provide a supported public URL to show summary information about league members if you would like to share that information publicly.

Access to up to date information

We will give you access to public URLs you can share from your own website or social media, such as:

- League standings (per sanction)
- Qualified athletes (per sanction)

- *Other information may be made public for a possible additional fee depending on complexity*

Check-in System

When using our Registration System, you can [check-in](#) athletes through the system, either manually or via scanning QR codes from their receipts.

Waiver Tracking System

When using our [Waiver Tracking System](#), you can require athletes to sign a waiver and/or keep track of athletes who have signed waivers, to make check in even easier at your events.

Native Currency

As long as it is supported by Stripe, event pricing for registration and other fees can be handled in [Native Currency](#) of the League or Event Organizer.

Run Your Own Events

League Administrators can run their own events (e.g. Regionals, Finals) as an Event Organizer using all the same features as a Premium (League Gym) Subscriber

Individual Event Organizers from Anywhere You Approve

Anyone who subscribes to our Premium or Pay Per Event service can run a sanctioned event, using our Registration System to tie results and athlete information to your league.

- League will require all of its Event Organizers (typically gyms) hosting sanctioned competitions to purchase either:
 - a "Premium Yearly Subscription" (formerly known as "League Gym") to Ninja Master competition software for use in its events for \$399/year USD (with promo code) if they are not already subscribers. This can be used by the gym, but it must be a separate subscription tied to the gym/organization/location hosting the event.
 - A "Pay Per Event" for each sanctioned event it hosts - \$79.95/event USD and requires the use of our Registration System.
 - Either of the above provides the same capabilities of multi-course, multi-class, multi-wave event management, tying event contestant's run(s) to unique Athletes
- League will require all of its gyms hosting sanctioned competitions to use Ninja Master's Registration System (included in either subscription type) for all contestants:
 - Sign up for a Stripe Account hooked to their bank account were Ninja Master will send all contestant fees after collecting:
 - credit card processing (2.9% + \$0.30 one time fee paid to Stripe)... with some variations for international processing.

- convenience fees (3.5% + \$1.59 for Yearly Subscription gyms, \$5 for Pay Per Event gyms - paid to NinjaMaster) - with adjustments per [Native Currency](#) policies.
- (optional) league fees (money will go directly to leagues if that is part of league requirements) or
- (optional) additional fees (e.g. scholarship fees, non-member fees) if that is part of league requirements
- *NOTE: Ninja Master chose Stripe as it is unique in its offering to distribute funds in this way with a single transaction fee no matter how many ways the ticket prices are distributed*
- Publicize the public link supplied by Ninja Master for registering for the event
- NOTE: Event organizers will be given a number of no more than 5 athletes (e.g. employees) they can add to their event at no cost. Additional athletes added through their Contestant interface will pay Ninja Master's convenience fees (equivalent of \$5 USD) for each additional athlete as well as all other league required fees.
- Ninja Master will provide a soft copy of Ninja Master marketing literature available for download for each Event Organizer that it can optionally make available in soft or hard copy form before or at its events.

Other Obligations

For the mutual benefit of Ninja Master and the League:

- League will identify Ninja Master as a league sponsor (or "the official competition software of [League]") with the Ninja Master logo (supplied by Ninja Master) on the home page of its web site with a link to Ninja Master's home page.
- Ninja Master will provide premium support to the League for Ninja Master which includes:
 - Customer Support to league administrators or any affiliated gyms who are having trouble setting up an event, season, or sanction.
 - Prioritization of attention to any bugs reported in the software by [League]
 - Prioritization of any usability improvements requested by [League]
 - NOTE: Since there are many factors beyond Ninja Master's control in any software project due to manufacturers of devices, underlying operating systems, malicious hackers, etc) there is no guarantee on the ability of Ninja Master to address issues to the satisfaction of [League], but it will provide reasonable effort to identify and address any challenges identified
- Ninja Master will include up to 20 hours per year of customization support to provide [League] with additional programming to support league specific rules or data support. Any extraordinary league specific requests that require extra efforts of programming would be paid at a flat rate of \$200 per hour paid for in advance through a retainer.

Work requested that requires less than 20 hours of software development will begin within 30 days of request unless mutually agreed by both parties.

- If a [League] affiliated organization does not use the Registration System or the scoring system for an event, those event results will not be included in the League Standings. Any exception to the rule (that is not due to a technical failure on the part of Ninja Master) and any extra work Ninja Master does to repair the breach (e.g. importing athlete data and results from someone else's spreadsheet or system) is paid for at our support rate of \$200/hr (whether by the league or by the affiliated organization) with a minimum retainer of \$1000 to support such issues
- Ninja Master and League will cooperate in any joint announcements to promote each other's business as each organization deems is reasonable.
- This agreement will automatically renew every year unless:
 - an updated agreement is made by both parties, or
 - it is terminated by either party with cause (i.e. breach of the agreement or one party's business conditions no longer permit it to continue).
- The League Dashboard will provide the League with the ability to define as many seasons, sanctions, etc. as outlined above, or Ninja Master will assist in defining those standard features at no extra cost if the Dashboard does not provide that access directly.
- If either party is approached by another party that offers an alternate business arrangement that would compete with this agreement, the other party will be given 45 days notice of the proposal. In other words, both parties agree not to surprise the other with "someone offered me a better deal" without being able to openly discuss it.

More Background Information

As you may know, RoleModel Software, Inc. is a world-class custom software craftsmanship team that Ken Auer founded in 1997. RoleModel has been developing and supporting software for large companies and small. A list of examples that demonstrate our diversity include:

- Clinical Decision Support software used by 25% of the medical oncologists in the US (for a Fortune 5 healthcare company)
- Back Office support for LifeWay's WordSearch division
- Design to Order Software built on top of our LightningCAD™ framework for many "Engineer-to-Order" businesses
- ...and many more

As Ken's sons became active in the Ninja Community, he saw the great need for affordable and flexible competition software as he visited gym after gym and saw they were struggling with stopwatches and clipboards. Using a user-centered, agile approach to the development of Ninja Master, the initial functional version was tested at a live competition at Warrior Tech OCR in January of 2018. It was tested and tuned at several other gyms and pushed to its limits a few months later at Ultimate Backyard Warrior's 2018 Memorial Day Event which featured

simultaneously running different courses and multiple stages with hundreds of competitors. Since then, the software has been constantly revised to meet more and more needs of gyms, participants, spectators and leagues.

Ninja Master has been used to support all sorts of “events” from spur of the moment training courses to large multi-competition, multi-stage events like Ultimate Backyard Warrior with accurate timing and scoring from an array of scoring rules with live updating Leaderboards. For those gyms with spotty internets, we added partial offline support (removing the reliance on a consistent wifi and internet connection during a run). And to give athletes data to help them see their strongest and weakest performances, we added additional detailed statistics on performance on individual obstacles. All of this is available for individual events.

But that data for individual events is not enough when it comes to tracking athletes over an entire season in an organized league. When we first supported the Athlete Warrior Games league, we learned how difficult it was to synchronize league standings when names entered are all over the map for the same athlete from event to event and gym to gym (e.g. “Josh A”, “Josh Auer”, “Joshua Auer”, “J Auer”, “Josh Hour”, “The Bathrobe Ninja”). When we added support for the UNAA, it got even more complicated as we had to synchronize that problem with League Memberships for athletes in a different database, as well as athletes who competed in multiple categories.

In order to make this easier, we created an integrated Registration System that would allow athletes (or parents of athletes) to put in their athlete’s information and enter it directly into the roster of contestants or creating League Memberships, tying that athlete directly to the leagues and the events. We’ve invested a lot of time and effort on backend servers and algorithms that can present up to the moment standings to anyone who asks in a reasonable amount of time, when new data is coming in every second on many weekends, as well as provide background information and statistics from past performances for commentators, gym owners, or other competitors who have Participant accounts (an upgrade from the free “Registration Only” account).

Ninja Master was designed to take the hassles out of running a competition at an affordable price. Because of Ken’s love for the sport of Ninja and the desire to see this sport and other sports grow, over two million dollars of investment has been put into Ninja Master making it a flexible system to handle just about any kind of competition. At the end of 2022, Ken spun out Ninja Master Software LLC, and sold the rest of his interests in RoleModel Software, Inc. so he could dedicate more focus to the continued development and support of the software, with a support agreement in place with RoleModel Software when additional help is needed. Since then, Ninja Master Software has added support and programming staff, and Ninja Master Software supports at least ten (10) different leagues in three (3) countries and counting.

Over the years, we’ve learned the cost of support for League Sanctioned events is much higher than simpler local events due to all of the things that can go wrong through human error to

connect an athlete to their run and the extra implications on things like League Standings that go far beyond the names on the Leaderboard for a single competition, and matter very much to the athlete and their families. Traditionally, over 95% of our support calls - whether just asking for help from a gym owner who had some challenge during an event, or resolving why a particular athlete is not properly associated with a run - come from sanctioned events.

Our goal for our relationship with Ninja leagues has always been a partnership that benefits both parties:

- Ninja Master would like to reduce the administrative and IT “back office” time for the league and gyms that participate in the league on top of the value the software can already provide for gyms, individual participants, and spectators/supporters, *in exchange for*
- The League being a “marketer” and “focus” for Ninja Master, reducing its cost of marketing and sales so Ninja Master can focus on top notch support and continued development of the product as the sport evolves.

Why Do Gyms/Leagues Have to Use the Registration System?

We have learned, however, that when gyms don't use the [Registration System](#) for sanctioned events, the cost of support for both the leagues and Ninja Master goes through the roof as we have to make all sorts of extra efforts to make sure we are tying runs recorded in some other fashion to the correct athlete, and rarely is the data for the runs as detailed as the ones that Ninja Master records.

After several years of experience working through these problems with large leagues, we have set up our software to support any league, but in order to make it cost effective for both parties we require the use of our Registration System.

Bob Clark of the UNAA can attest to the difference it has made on his part when the Registration System is used rather than a gym's own system (or no system) and then have contestants entered in manually.

We also recognize that various gyms have their own gym management software and do not want to duplicate efforts. Although we cannot integrate with every gym management software or customer relationship management software, we do provide an export of the contestants to a CSV file for use by external systems. We also provide a robust [check in](#) and [waiver tracking](#) system.

NOTE: for subscribers to our system, the Registration is NOT required for **non-sanctioned** events, like spur of the moment competitions or birthday parties, but those who have run large

independent events have found the use of the Registration System makes the event run so much smoother.

Ninja Master has a support line for emergencies: (984) 377-3455. For less urgent matters, email and facebook messages are responded to within 24-48 hours (on the sooner side during normal business hours).