To: ACHA Board of Directors
From: Craig Barnett, Executive Director
Date: January 31, 2020
Re: **Recommendation for new Website and Software System Vendor**

SITUATION:
- ACHA contract with Pointstreak (now Stack Sports) ends on June 6, 2020.
- Current services include association website, team/league network of websites (at their own costs), stats, scoring and limited technical support.
- **Cost**: ACHA pays Pointstreak $10k per year. Teams and League sites cost $225 per year.

Review of Current Vendor (Pointstreak):
PROS:
- Familiarity of system – website, stats schedule, etc.

CONS:
- Lack of technical support
- Cumbersome Registration system – we have since switched to customized site developed by USAH.
- Antiquated website management – front face of website and adding news, rankings, rosters
- Difficult to attain our stats archive (continuing to work on a solution).

OPTIONS:
1. **Renew with Pointstreak**
   - There would be little work to renew and remain status quo however I believe this is a great opportunity for the ACHA to move with a new vendor that offers more enhanced and up-to-date products that allows us to promote our association and members to fans and sponsors. Stack Sports (parent company of Pointstreak), are not investing resources (support, staffing, enhancements) into Pointstreak thus it seems that they will let Pointstreak drop-off and begin to offer us a Stack Sports product.
   - **COST** to renewal: $10,000 per year and $225 per year for teams/leagues.
2. **SportsEngine**
   - Now owned by NBC Sports, SportsEngine (SE) has become a major player in this industry. They offer a number of products including websites, registration, stats, scoring, etc. Current clients in the hockey world include NCHC, USHL, USPHL, and many High School associations including Pennsylvania Interscholastic Hockey League (PIHL) which I managed the transition from Pointstreak.

- SE will create and develop an association website and cost will vary between $20,000 to $40,000 depending on tier and options. In addition, our annual fee for association website will be between $1,250 - $1,500.
- SE will offer our membership a network site branded similar to ACHA site for $750 per year as well as a one-time cost to create website of approx. $1,500 for each team/league.
- SE will provide a "transition team" to teach us how to build (upload our info) our website, thus time and energy required to complete website once customized skin is complete.
- Website management is easy with simple point and click, drag and drop technology. A big enhancement from our current system.
- **COST** for SE product: $32,360 for website development at Customize Level and $1,700 per year. Team/League costs will be a one-time fee of $6,000 to develop a "team/league site template" and $750 per year per team/league after a creation fee of $1,500 per site.

3. **Integrass Sports**
   - Integrass (stands for Integrated Software Solutions) is a major player in the Engineering and Software industry – more of the back-end and solution based software (they do the back-end for NASA). Integrass Sports is a partner for many National Governing Body's (NGB) including USA Football, USA Cycling, USA Triathlon and USA Hockey. In fact, Integrass is the company that assisted USA Hockey in developing our new Registration portal and has a strong understanding of our operations and needs.
   - Mo and I met with Integrass Sports at their Orlando office during the recent USA Hockey meetings. They are committed to building around our needs and have a dedicated Technical Support person for us as well as a 24/7 support system with a customized "chat box."
   - Integrass would allow us to be a "one-stop league management system," capturing Team Declarations and Data, Registration, Registry, while being integrated with required background checks and clearances. This would be a customized *association-owned website* with support, stats, and network site options (matching our current team/league price of $225).
   - The development of our new Registration portal this season cost $20,000 in which USA Hockey paid for. In addition, the cost to enhance the portal based on notes and challenges we faced in year one will cost $15,000. USA Hockey has agreed to cover this cost.
   - Having all of our processes integrated in one system will save time and energy from a Hockey Ops perspective by eliminating manual processes through technology such as roster and schedule uploads as well as scoring extraction for rankings. Huge enhancement for us!
   - We would need to utilize the new scoring system that USA Hockey developed and that integrates with Integrass Sports. Mo and I have seen the demo and USA Hockey are customizing to our game scoring needs. Cost of the USA Hockey scoring system to the ACHA is substantially less expensive than any other USA Hockey affiliate at $5k in year one and $7,500 in year 2. I have asked for a sponsor option icon to show on the front face of the product and will attain a sponsor to offset the cost of the scoring system, thus zero budget impact.

- **COST**: Normal cost for this website and menu of products is $60,000. Integrass Sports supported by USA Hockey will charge the ACHA only $30,000. IMPORTANT NOTE - this is custom built for us, we own this product vs. paying annual fee of $10k that we currently do with Pointstreak, thus in 3 years we will be saving $10k per year. Integrass will allow us to pay the $30k fee over 2 years ($15k per year) on a monthly basis of $1,250 per month. We will own the product thus no more annual dues like we would have with Pointstreak or SE. Integrass will develop scaled down network of sites for teams/leagues at same price as they pay now with Pointstreak, $225 per year.

RECOMMENDATION:
- I recommend that we use *Integrass Sports* and begin the preparation and development stages with them immediately. Expected transition time is 8-12 weeks from start to finish. (copy of agreement attached to recommendation email)

  i. Integrass Sports website - https://sports.integrass.com
  ii. Here are a couple of their current websites for other NGB's:
      1. USA Cycling (I like this one!) - https://usacycling.org
      2. USA Ski and Wake Sports - https://www.usa-wwf.org
      3. USA Football - https://www.usafootball.com

To: ACHA Executive Board
From: Paul Hebert
Date: December 12, 2019

     RE: Policy regarding filling ACHA Staff positions

BACKGROUND

Part 2, Article 4, Section 4 (B) of the Manual states the Board shall have the power and responsibility to Manage the business and affairs of the Association and have the authority to establish management policies for the operation of the Association and its programs and appointments.

Part 2, Article 5 of the Manual loosely lists the general responsibilities of the ACHA Executive Director ("The Executive Director shall be responsible for the administration of approved Association policies and activities and subject only to the directives issued by the Board…")

While it is generally understood that all stipends must be approved by the Board, there is nothing in the Manual that spells out what ACHA staff positions have to be approved by the Board and what ACHA staff positions can be filled by the Executive Director in his/her discretion as the person responsible for the day-to-day operations of the ACHA.

PROPOSAL

Add the following as Part 3, Article 8 to the Manual

Article VIII - ACHA Staffing Policies
1.   The following ACHA Staff positions will require Board approval before said positions can be filled:
        a.   Executive Director;
        b.   Director of Hockey Operations; and
        c.   Division Commissioner.
2.   All other ACHA Staff positions will not require Board approval but can be filled by the Executive Director in his/her discretion as the person responsible for the day-to-day operations of the ACHA.
3.   Stipends for all ACHA Staff positions must be approved by the Board.