



Redefining the Fan Experience for the New Normal



SPARK COMPASS™



Today's Presenters

• Paul Hennebury GM, Sports & Entertainment ATMECS

• Erik Bjontegard CEO & Founder Spark Compass







Our Partnership

HOLL

Sports & Entertainment Business Challenges

Fan & Audience Needs

ATMECS & Spark Compass IP

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Domain Expertise & Shared Values

FAN ENGAGEMENT **IS CHANGING**

VENUES



are **EMPTY**





FANS ARE WATCHING **ANYWHERE**, **ANYTIME, ON ANY DEVICE**







On Phones In bars With Friends Home alone, with a beer in hand

At home with friends and family







😰 SPARK COMPASS"







WHAT IF YOU KNEW WHO THEY ARE, WHERE THEY ARE, WHAT THEY'RE WATCHING, AND WHEN THEY'RE WATCHING?











Redefining the Fan Experience for the New Normal

AN OVERVIEW



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ATMECS



Know More, Do More, Earn More

CONTEXT BASED Ad Inserts:

- Based on Context to follow story & content
- Dynamic & Programmatic based on Context
- Location Based = Context Based
- Interactive to enable Sales = Context Activation
- •Activating Merchandise = Context Enabled



REWARDS AND LOYALTY

FAN ENGAGEMENT & COMMUNICATION



Learfield IMG (oca REWARDS Ξ \odot 1 6 Profile Fans Spotlight Leaderboard 0 Shane Hanlon $\mathbf{23}$ On your way to recruit! Points POI Recruit 0 the win! ne Hanlo **Fan Spotlight** Go Rebels! Rank: Not yet ranked P. anie Jones 980 Points **Recent Reward Points** in's Basketball vs Mississippi State 10 970 Points ngrats John on your "Legend" Sta Fan Enjoy the Rebel Umbrella 960 Points 920 Points ebel Pride is alive and well... Friday April 05, 03:00 PM Friday April 05, 03:00 PM 900 Points Men's Tennis vs MSU Best Students in the SEC!. Men's Tennis vs MSU 20 RR Points 20 RR Points (oca:Cola ..

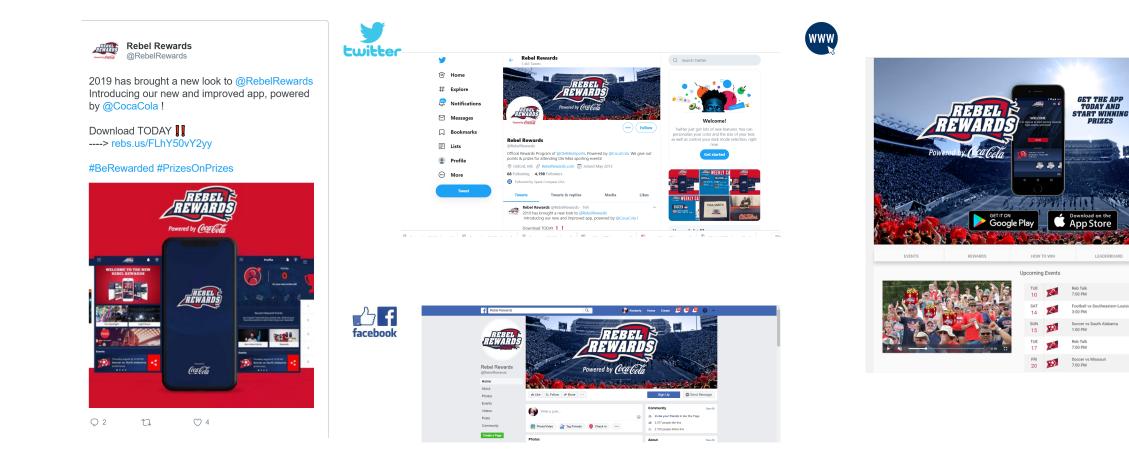




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Engage with Fans

Communicate across all platforms







GET THE APP TODAY AND

PRIZES

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FAO

10 PTS 10 PTS

20 PTS

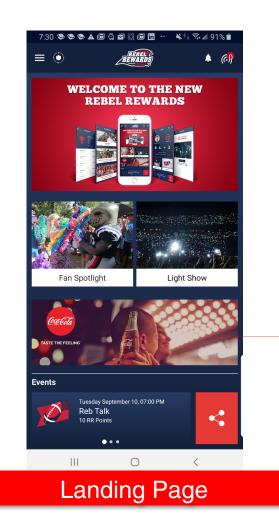
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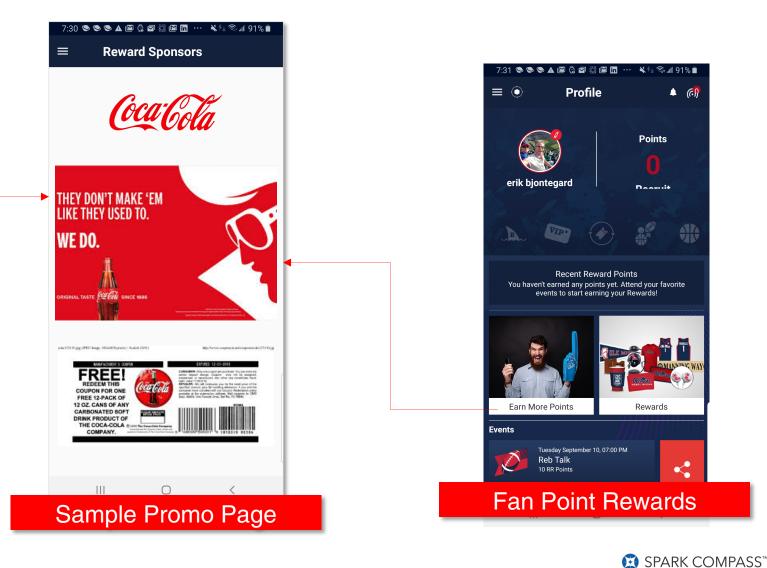
20 PTS

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Deliver measurable value, create new revenues streams







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Redefining the Fan Experience for the New Normal "THE NEW NORMAL IN ACTON" - LIVE DEMO FROM SPARK COMPASS "HOME-HQ" OFFICE

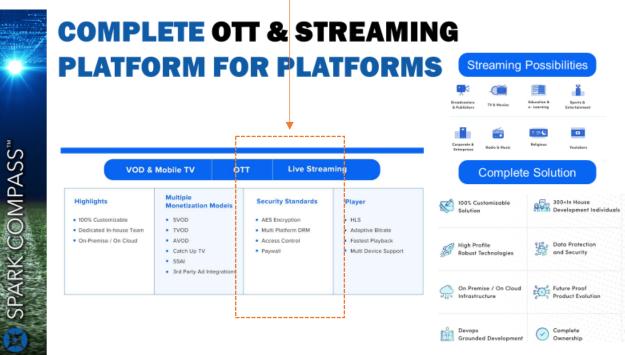






Security & Global rights

- Multiple DRM
- GDPR Compliance
- Platform Security
- Top Admin Encryption
- No Unauthorized Downloads



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One Solution Meets All Your On-demand Needs

Increase on-demand potentiality across all devices & platforms to broadcast audio & video content to a larger audience.

Video On Demand

- Audio-On-Demand
- 🔈 отт

SIMPLE to deploy

- Platform Controls like a studio
- You do or we do
 - Content Management
 - Campaign Management
 - Ad Management
 - Sponsor Management
- Mobile App Interface;
 - Create New Dedicated, or
 - Integrate Your Current







SPARK COMPASS™



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