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Agenda

- Quick Feature Tour of GlueUp
- Pricing and comparison to Starchapter
- Making the switch
 - Top considerations
 - Migration process
- Migration process Q&A





Glue Up Feature Tour

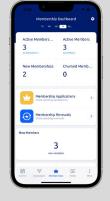


An All-In-One Platform for Chapter Success





App for Everyone



Manager App for Leaders

Two Mobile Apps Included

Event Registration and Management



Recruit | Retain | Engage







Community and Connections



Event Registration







Marketing & Communication

And More...

Unified Data Platform / One Login Sales Opportunity Tracking Team Tasks Data Security

www.glueup.com

Unified Platform

Unified Technology

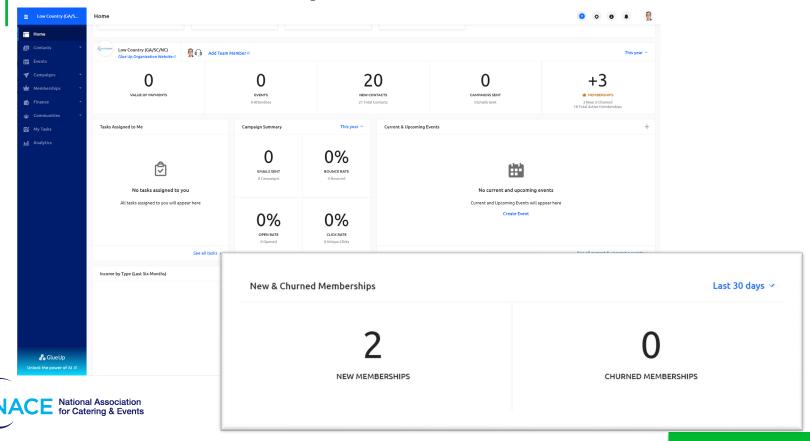
- Central customer database
- Chapters get real-time membership data
 - No membership status delay
 - No overnight data sync
- Better customer experience
 - Single login
 - Consistent interface and branding
- Better chapter leader support and efficiency
 - Better and faster data
 - Better features and efficiency

Chapter Individuality

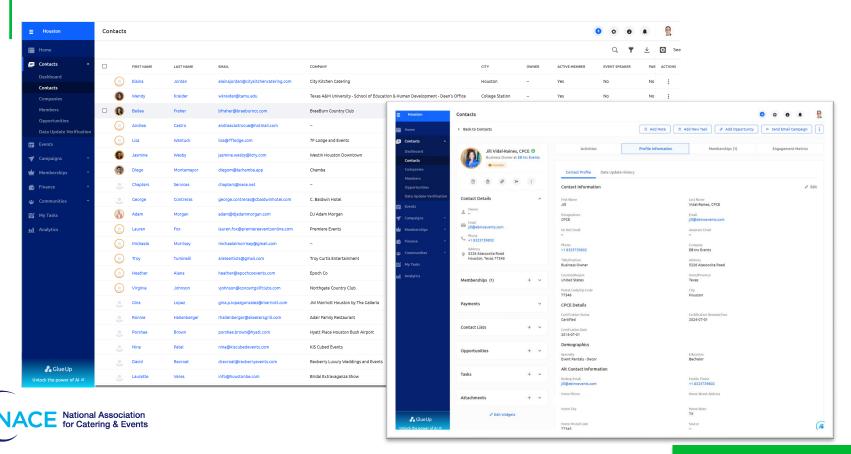
- Web site and branding
- Registration and events
- Finances and payment processing
- Email addresses and templates
- Chapter management system



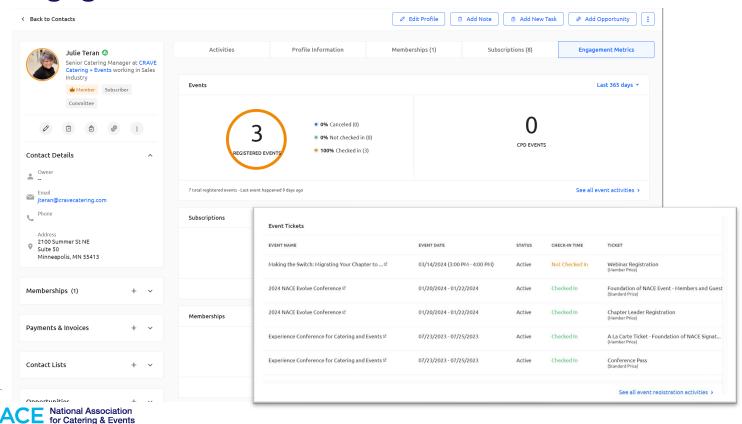
Dashboards with Key Info and KPIs



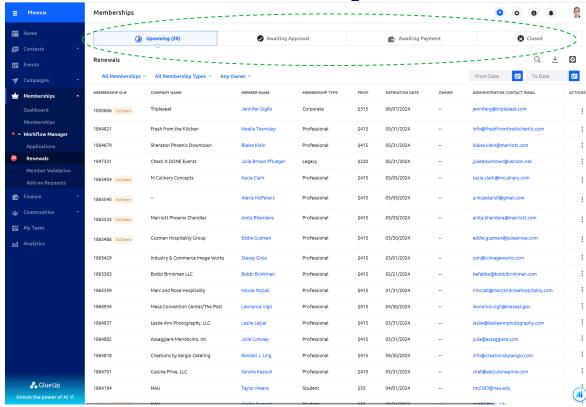
All of Your Contacts in One Place



Engagement Dashboard



Full View into Renewal Cycle / Status



See Membership Renewal Status Through Entire Cycle

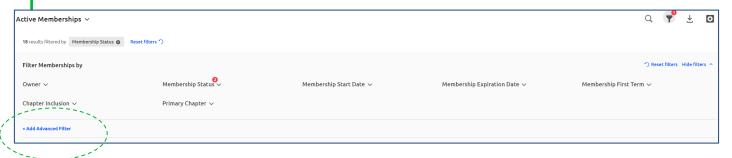
- Upcoming
- Awaiting Approval
- Awaiting Payment
- Closed / Complete

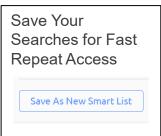
Get Membership Lists by Status

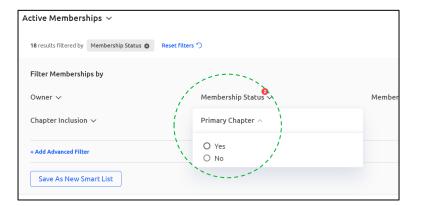
- Active
- Grace Period
- Expired

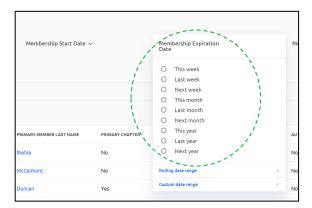


Quick Filters to Find Groups of Members, Contacts, Etc





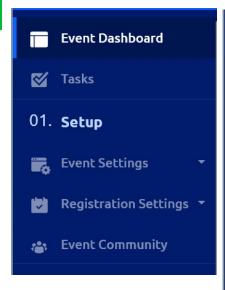


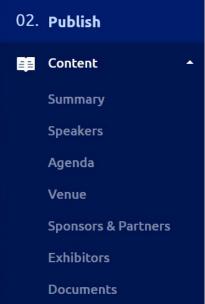




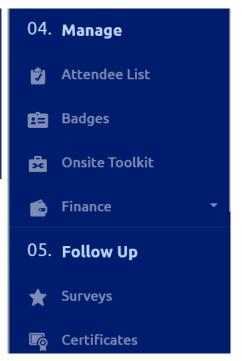


More than Registration – Total Event Management



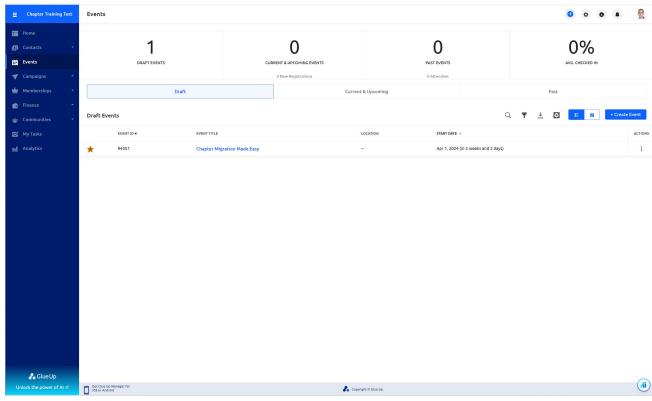






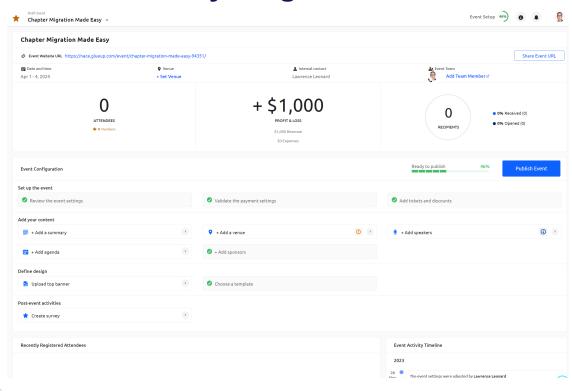


Events - Dashboards



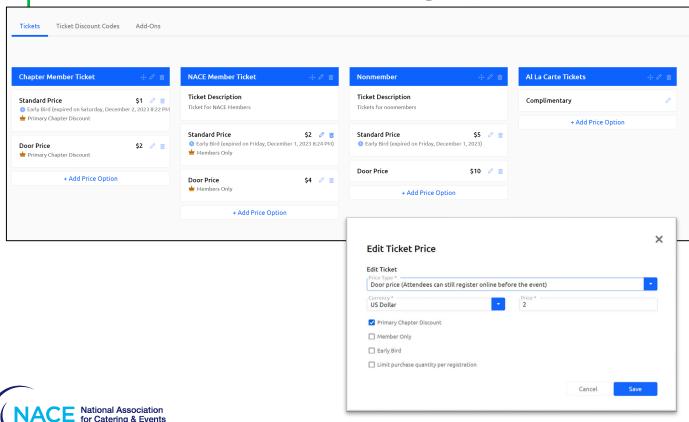


Events – Everything in One Place



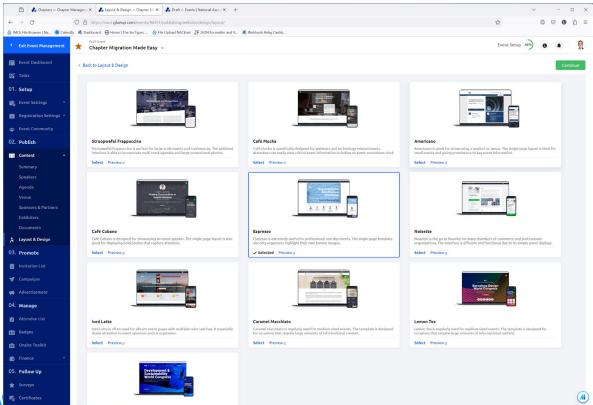


Events – Powerful Ticketing Options



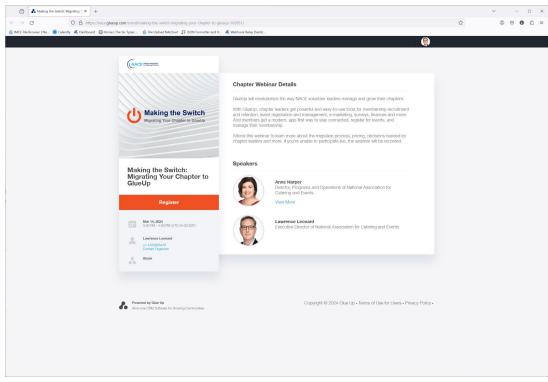
- Tickets
- Ticket Prices
- Discount Codes
- Ticket Add-Ons (Raffle Tickets, Upgrades, Merchandise, Donations, etc)
- Member,
 Nonmember and
 Chapter Member
 Pricing Control

Events – Easy Event Web Site Templates



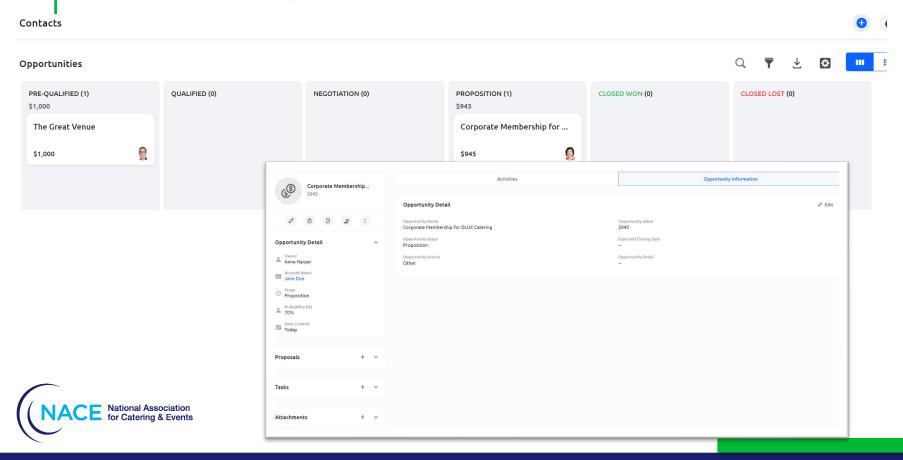


Events – Easy Event Web Site Templates

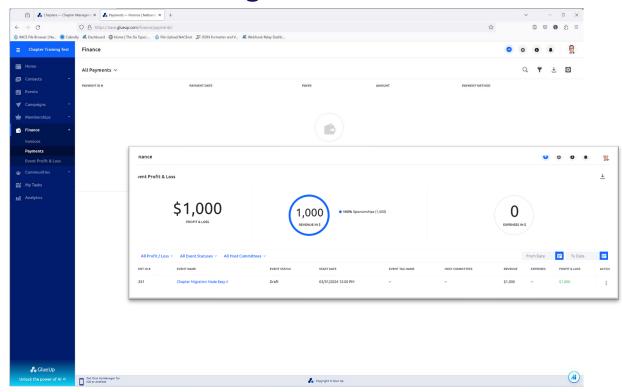




Track and Assign Opportunities



Financial Tracking



Finances

- Invoices
- Payments
- Event P&L

Accept Payments

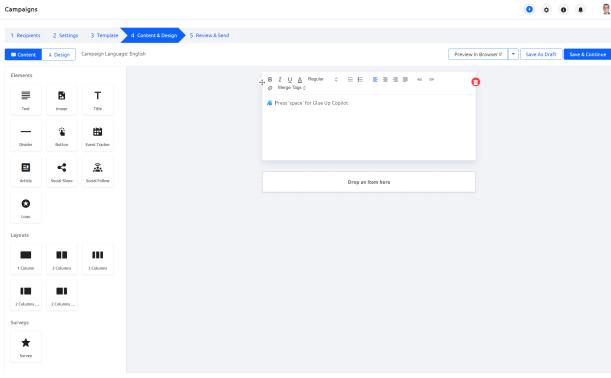
- Card
- Check/Cash
- ACH/eCheck

Integrations

- QuickBooks
 Online
- Xero



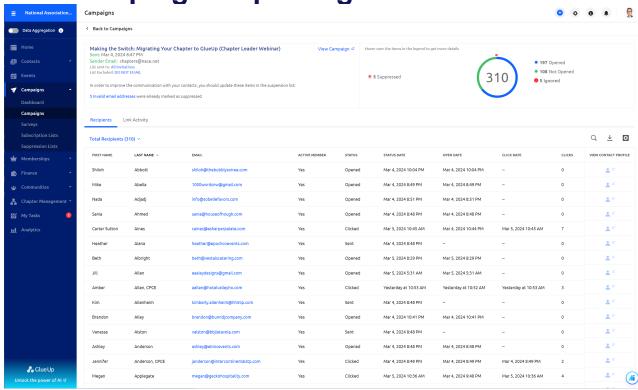
E-Marketing and Surveys



- Powerful List Filtering
- Easy to Use Templates
- Drag and Drop Customization
- Immediate or Scheduled Send
- Full Reporting



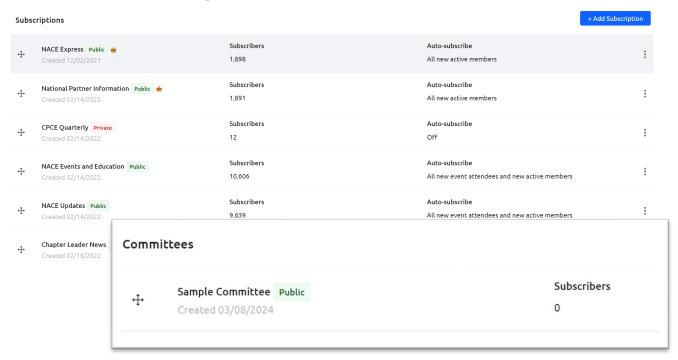
Full Campaign Reporting



- Send Status
- Opens
- Clicks
- Link-Level Click Tracking

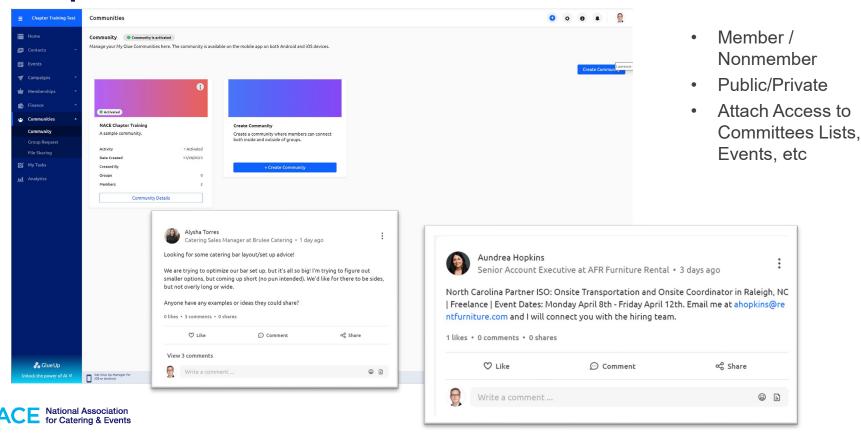


Email Subscription and Committee Lists

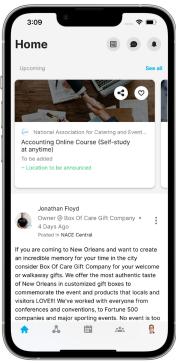




Chapter Communities



NACENet App for Everyone

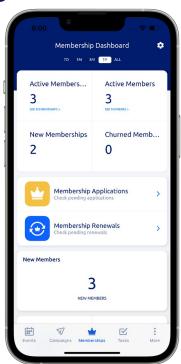


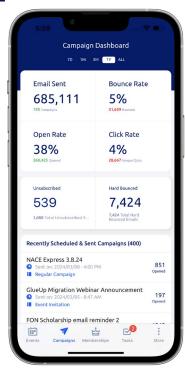
- Equal features for Chapters, National
- Communities
- Events
- Networking

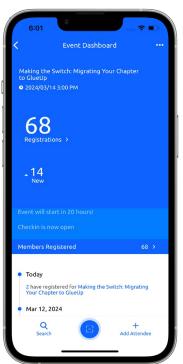


Glue Up Manager for Chapter Leaders

- Memberships
- Email campaign dashboard
- Events
 - Registration dashboard
 - On-site tools
 - Check-in!
- Tasks

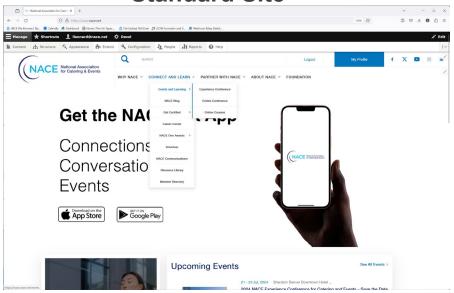








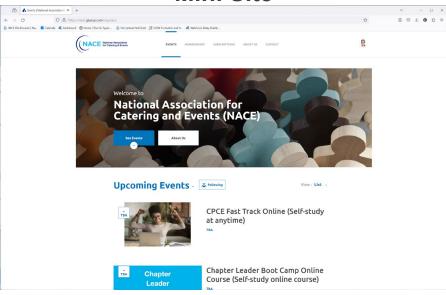
Web Site Options Standard Site



Traditional web site with customizable pages, subpages, sliding images, etc



Mini Site



The essentials for a place on the web to share event information and offer online communities.

Web Site Options

	Mini Site (GlueUp)	Standard Site (Drupal)
	\$0	\$500
Events and Registration	•	•
About Us (Simple Text)	•	•
Membership / Join	•	•
Full Community Experience (Social feed/sharing, directory, networking)	•	•
Campaigns to News	•	
News / Blog		•
About Us (Text & Images)		•
Directory Link In Top Nav		•
Rotating landing page images		•
Custom Subpages		•



Glue Up Costs

Chapter Size	Glue Up w/ Mini Website (Annual)	Glue Up w/ Standard Website (Annual)	Standard Website Setup (One-time)
Up to 25 Members	\$250	\$750	\$500
26-75 Members	\$500	\$1000	\$500
76-200 Members	\$750	\$1250	\$500



Cost Comparison

GlueUp

Total Members	Annual Fee w/ Standard Web Site	Standard Website Setup Fee	Plan	Annual Fee
Up to 25	\$750	\$500	Essential	\$1,188
26-75	\$1,000	\$500	Growth	\$1,524
76-200	\$1,250	\$500	Advanced	\$2,076

- No add-on fee for payments subscription, only processing fees.
- Invoiced quarterly by HQ



Starchapter

Pian	Annual Fee	Setup ree
Essential	\$1,188	\$935
Growth	\$1,524	\$1,297
Advanced	\$2,076	\$1,715

- Plus monthly Starchapter add-on fee for Starchapter Pay subscription (on top of processing fees)
- Billed annually or monthly by Starchapter

Making the Switch



Big Picture

- 1. Sign Up, Get Scheduled
- 2. Configuration
- 3. Data Migration
- 4. Web Site
- 5. Training
- 6. Chapter Member Communication





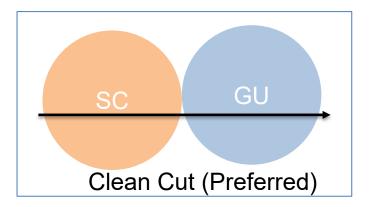
Important Considerations - Timing

- Starchapter (or other system) subscription
- Web site needs / complexity

Event registration schedule (cut over) Chapter - Decision

SC GU

Phase Out



Chapter - Decision



Getting Started

- Review information on GlueUp and features
- Decide to switch
- President signs migration document
- Identify your migration team
 - Who will be hands-on in the migration?
- Identify your "train the trainers"
 - Who will become your GlueUp experts and help others?
- Information page: www.nace.net/gu

Additional Info Doc

Chapter

Chapter - Decision

Chapter

Chapter - Decision

Chapter - Decision



Step One: Payment Processing

- Establish Paygage account and link to chapter bank account
- Chapter Required

- Required Information
 - Chapter EIN / Tax ID
 - Bank account information
 - Business address
- Must by completed by chapter board member
 - Person with authority to sign contracts/agreements
 - Identity verification
- Onboarding continues when complete



Financial

Payment policies, forms of payment

Chapter HQ

Invoices

Chapter

- Use predefined invoice categories (Recommended)
- Use chapter-defined invoice categories
- Accounting Integration

Chapter

HQ

Connect QBO or Xero if used (Uncommon)



Identify Chapter Users and Roles

Additional Info Doc

 Who will be allowed access to the chapter's GU backend? Chapter - Decision

What type of access should each have?

Chapter - Decision

Submit web form

Chapter

Chapter user setup

HQ



Data Collection, Migration and Archiving

- Identify <u>all</u> places nonmember data is stored (Excel, Starchapter, Eventbrite, etc)
- Non-SC: Gather data in Excel format
- SC: Give HQ a Starchapter Login
- Save registration lists, etc for history
- Extract SC data for import to GU
- Import data to GU

Chapter

Chapter

Chapter

Chapter

HQ

Chapter

HQ



Web Site

Additional Info Doc

Web site options and needs

Chapter - Decision

 Web site setup and configuration (Standard Site)

GlueUp

Content migration (Standard Site)

GlueUp

Chapter

Future content updates

Chapter

Domain name options

Chapter - Decision

Domain name settings

Chapter

HQ



Events & Registration

 Registration data archiving from previous system(s) Chapter

Migration focus areas:

Chapter

GlueUp

- Training
- Adapting your processes
- The events module is very robust but not hard to use
 - Plan for training
 - Create event blueprints to save time



Online Communities

Start with one community and grow from there

Chapter

Configure initial community

HQ



Training and Support

- Chapter orientation
- NACE-specific help
- Chapter user maintenance
- Branding resources
- Training videos and guides
- Support knowledge bank
- Technical support issues
- Paygage support

HQ

HQ

HQ

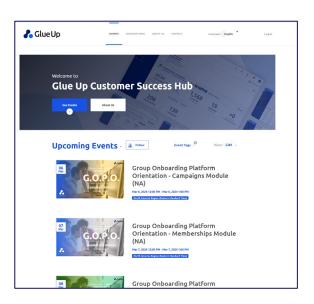
HQ

GlueUp

GlueUp

GlueUp

GlueUp





Chapter Member Communication

Chapter

- Example messages
 - "We're upgrading our technology to serve you better"
 - "Install the app to get started"
 - "Find your NACE community in the app"



Use "app first" messaging



Additional Information Docs

- Info center at www.nace.net/gu
- Migration and use document
- Web site options
- Chapter user role descriptions



Scheduling Factors – Who Goes First?

- Starchapter expiration date
- Need (new chapters, chapters not on Starchapter)
- Web site complexity
- Chapter event calendar
- Data source complexity
- Decision / commitment date



How Long Will It Take?

- Main things that could affect migration time:
 - 1. Number of open event registrations
 - 2. Web site selection and complexity
 - 3. Data sources (number, type and source)
 - 4. Training readiness and comfort level
 - 5. Resources and Schedules
 (For Chapter Leaders, National Staff, GlueUp)



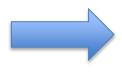
Process Recap

- 1. Make decision to move, sign migration document
- 2. Identify chapter migration team
- 3. Establish Paygage account
- 4. Select web site options
 - Standard site: customize and migrate your content pages
- 5. Plan what registration data you want to archive
- 6. Gather non-member data if not on Starchapter / Share SC login with national staff
- 7. Training
- 8. Go Live



Get Started

- 1. Decide to make the switch
- 2. Visit www.nace.net/gu
- 3. Sign Migration and Usage Document



All migration coordinated through National Headquarters, do not sign up directly with Glue Up



Q&A



Other Questions and Additional Information

- Email: chapters@nace.net
- Schedule time with staff
 - Calendar links at www.nace.net/gu

