

# NE CHANGE

Solutions for golf clubs,  
hotels & restaurants

# The Golf Management

## Eco System

NEXXCHANGE



Nexxchange offers a **complete solution** for **golf clubs**, **golf resorts** and **golf associations**. The "Software as a Service" (SaaS) model offers them flexible use and thus sustainable competitive advantages – and it is **100% cloud-based**.

Our software is a **reliable partner** in the areas of **process optimisation** and **cost efficiency**.

It is **continuously developed and improved**, you see and feel the difference through weekly updates. In doing so, we always focus on the needs of our customers by working out the different business characteristics via parameterisation of the software and thus creating **custom-fit solutions**.

# Our service:

# Members Management

## Quick and easy creation of members and day guests

In each process, the next step is colour-coded so that even untrained staff can find their way around immediately.

## Central management of bookings and invoices from all departments

Whether restaurant, shop, back office or reception, all invoices and bookings are centralised in the suite.

## Customer statistics

Evaluation of all golf rounds played, tournament participations and consumptions from all departments.

## Periodic allocations

Annual invoices can be easily sent in just a few clicks. With our cloud-based solution, GolfSuite can be operated from anywhere.

## Dynamic pricing of customer items

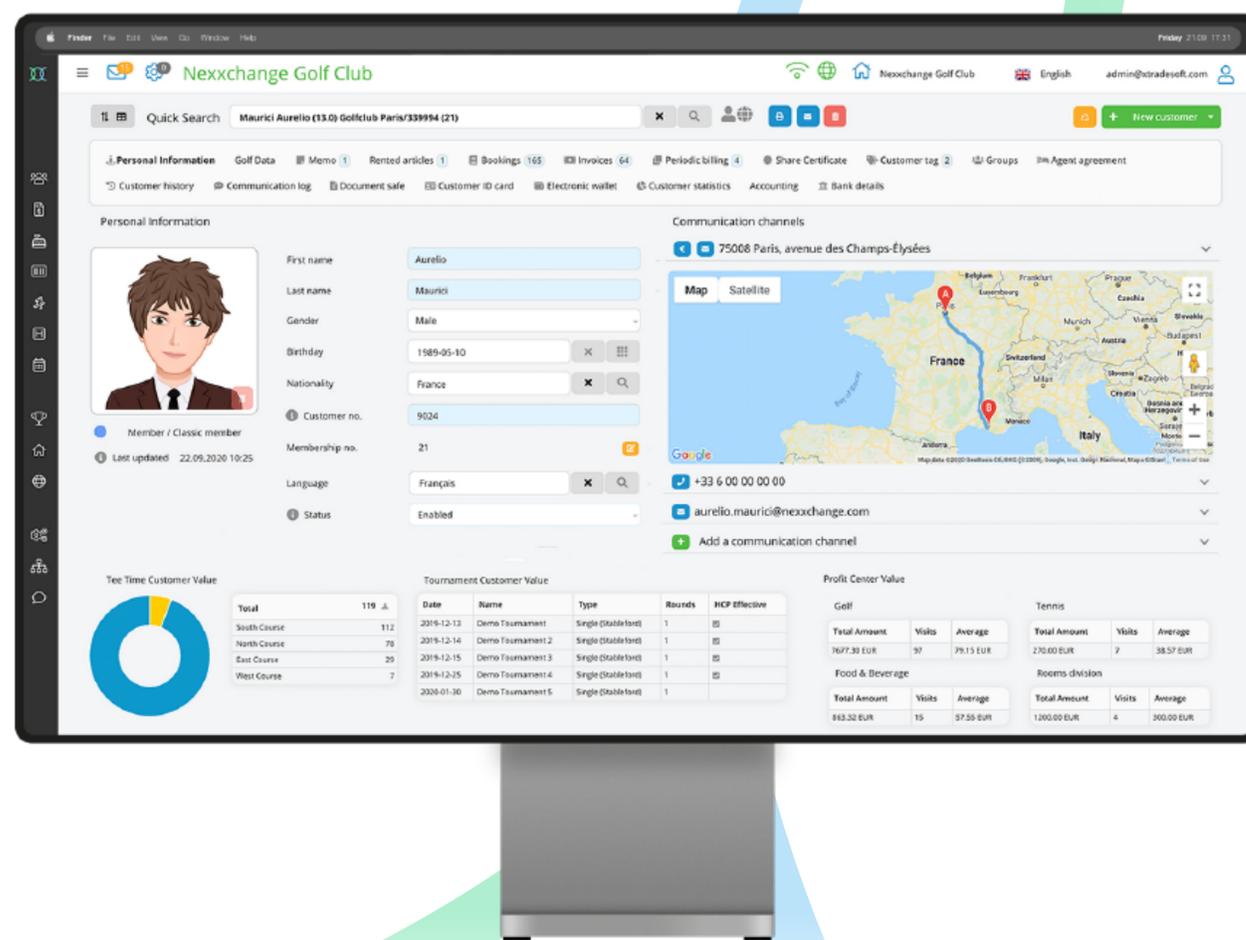
After identification of the customer, the price corresponding to the customer is automatically adjusted. (Full member, day guest, pro, junior)

## Customer tagging

Tagging can be used for customer communication by assigning certain information to customers in order to better document customer preferences.

## Automated e-mail

GolfSuite can send a variety of notifications (bookings, invoices and birthday wishes) automatically.



# Our service:

# Booking

## Start times

Automated price adjustment. Available start times inventory is automatically aligned to the position of the sun via geolocation. Intuitive and stylish user interface.

## Golf lesson bookings

Golf pros can organise their appointments and payments with the help of a tablet.

## Booking of rental items

Rental items are also displayed on the timetable parallel to the start time calendar. The system recognises when a golf cart needs to be recharged after specified operating hours and removes it from the inventory during this time.

## Online payment

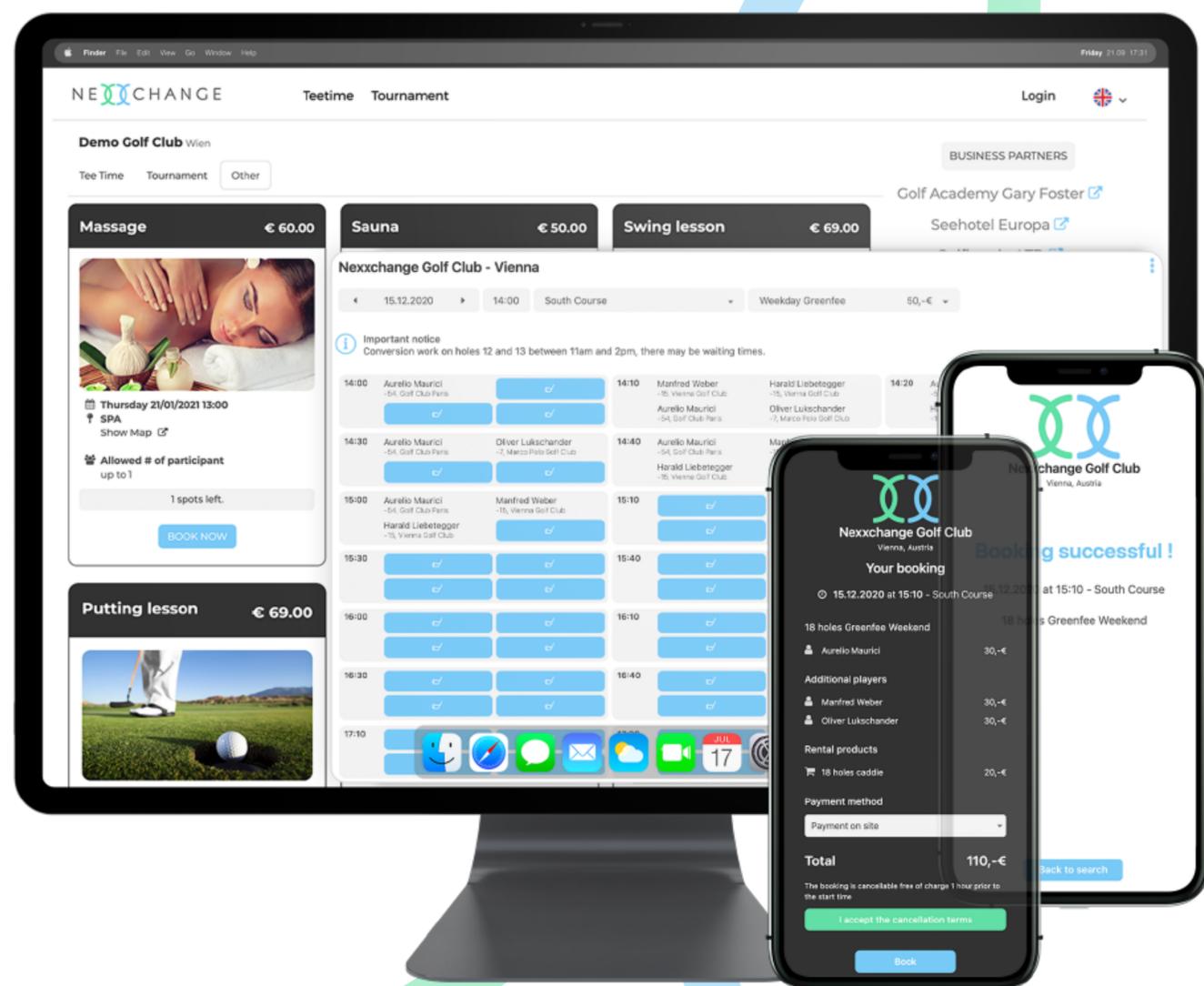
Easy and uncomplicated online payment of tee times, golf lessons and topping up of the customer account, also with credit card payment on the Internet.

## Tournament registrations

Registrations via our portal or via a widget on the homepage of the golf club. Online payments dynamically visible by customer status.

## Cooperation with agents

Free sales opportunity for packages with partner hotels.



# Our service:

## Sale



### Virtual checkout terminal in the app

The POS can be used for all departments of the company (restaurant, pro-shop, golf school).

### Cost control

A precise overview of costs and sales figures enables every operator to make the right economic decisions (identify slow sellers, calculate margins correctly).

### Back office transactions

Our system manages debiting, reminders and dunning. It can also automatically reconcile invoices with return data carriers. These transactions can then also be exported directly into the accounting system.

### Easy and fast payment

With just one click, all open amounts from the timetable, start time calendar and tournament system can be paid.

### Back-Office Invoices

Open back-office invoices are displayed on payment at the POS (cash register) and can be taken over immediately or sent by e-mail.

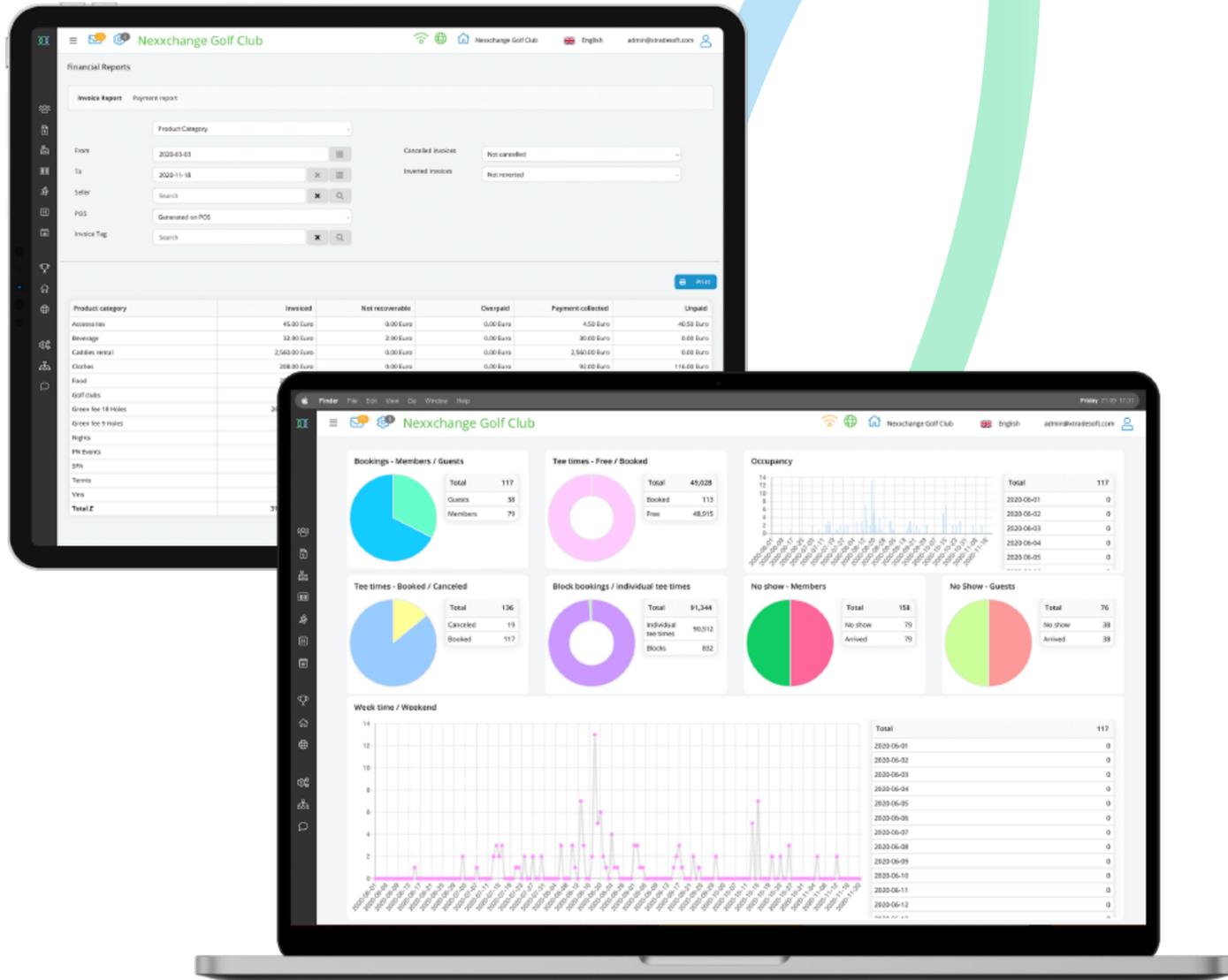
### Sale for third party clearing

Several companies can be managed in one cash register system (GmbH and non-profit association).

# Our service:

# Business

# Intelligence



## Dashboard

User-specific interface with key performance indicators that provide an overview of costs, strategies for member recruitment and utilisation and figures on turnover development, Identify opportunities; develop marketing strategies to attract new members and increase day visitor sales.

## Revenue Management

Instrument for optimising turnover by controlling availabilities and prices.

## Customer statistics

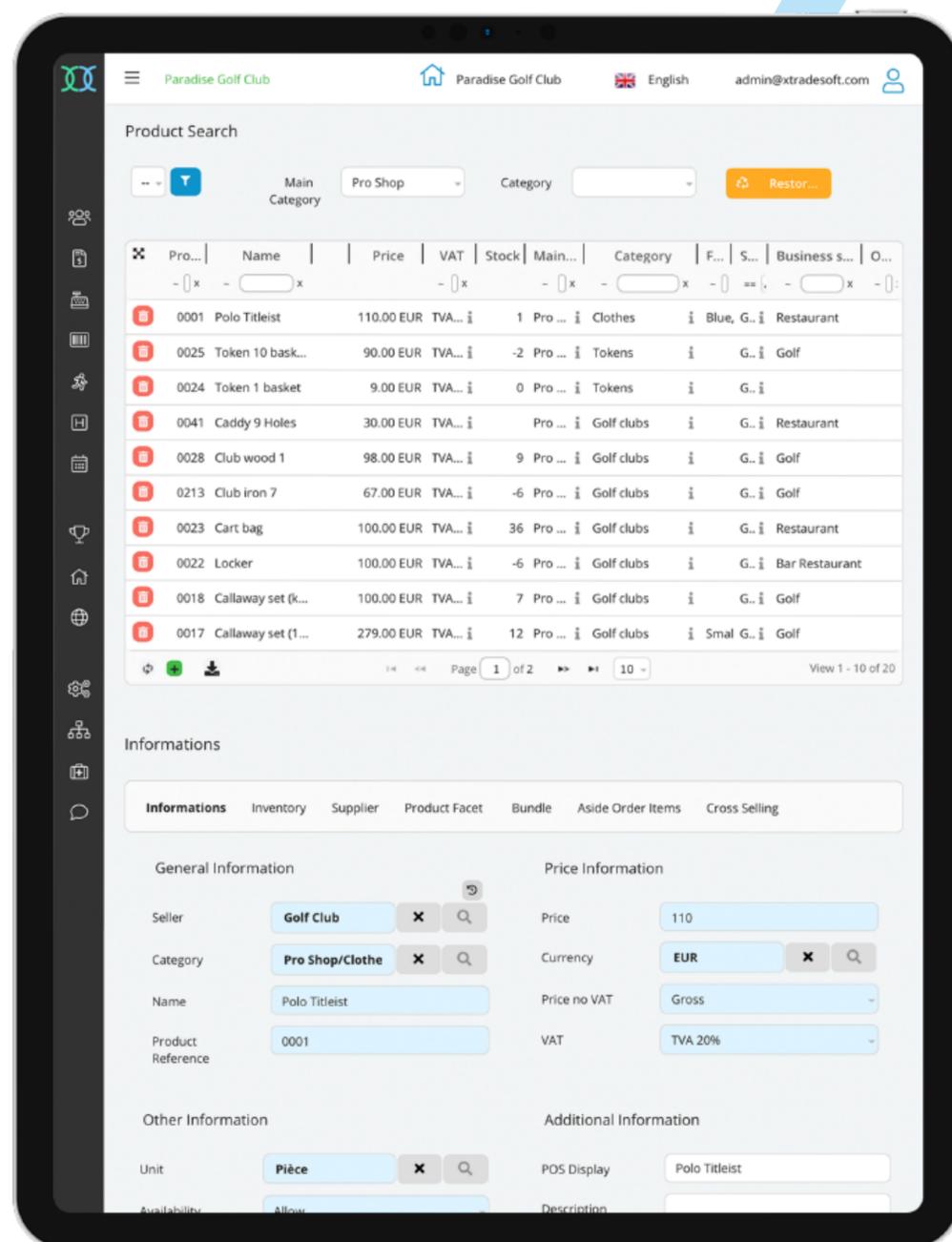
Exact documentation of all bookings and sales made by members and day guests.

## Sales figures

Complete control and inspection of the balance sheet,  
Financial reports.

# Our service:

# Product management



## Warehouse management

Clear and simple stock management for pro shop and gastronomy

## Cross-selling

The system automatically suggests suitable additional items for sale.

## Delivery notes

Goods are scanned and added to the inventory immediately after delivery.

## Warehouse inventory

One can check the actual state and enter the target state on a mobile device.

## Parts list for gastronomy

The bill of materials enables precise recording of costs and control of the inventory.

## Label printing

Our system allows you to print and freely design labels (barcode, price, etc.).

# Our service: Marketing

**BUSINESS PARTNERS**

- Golf Academy Gary Foster
- Seehotel Europa
- Golfbreaks LTD
- Golf- und Seehotel Engstler

## Member recruitment

Through business intelligence, niche segments can be identified and these can be developed into marketing strategies.

## Tournament and green fee

Increase in turnover through targeted upselling measures for tournament participation and green fee discounted rounds.

## Partner clubs

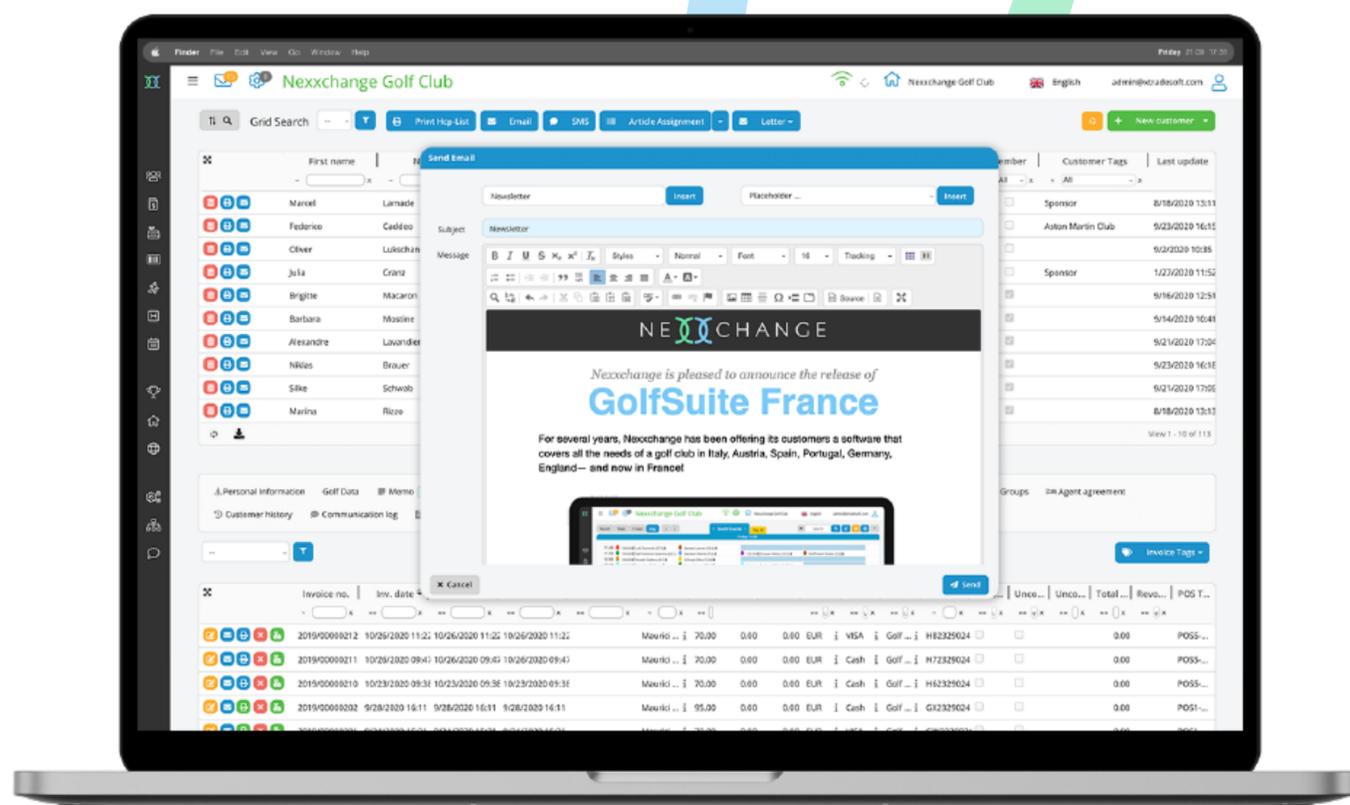
Players from partner clubs can book and pay directly online at the partner club's rate.

## Tourism region

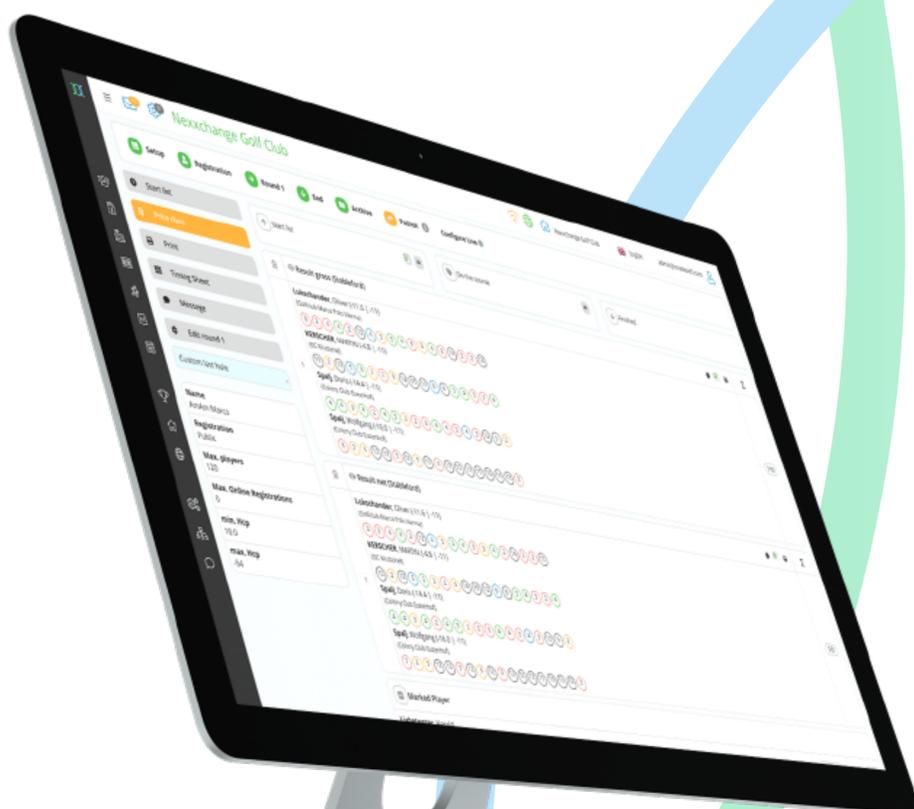
Golf clubs and hotels in a region can join forces. Green fees from different golf courses can be combined with hotel nights in a bundle offer in order to jointly create attractive offers in the mid-season, which can be advertised on the Nexxchange.com portal free of charge.

## Sponsoring

Sponsor logo on leaderboard, bagtag, newsletter and invoice. Wide range of options for placing advertising content.



# Our service: Golf tournaments



## User friendly experience

Every step, from the creation of the tournament to the conclusion of the tournament via the starting times, is clearly comprehensible and colour-coded so that even inexperienced employees can find their way around immediately.

## Tournament forms

In addition to all common forms of play in Europe, team tournaments and tournament series can also be organised. In addition, a tournament can take place on several courts at the same time.

## Entry list

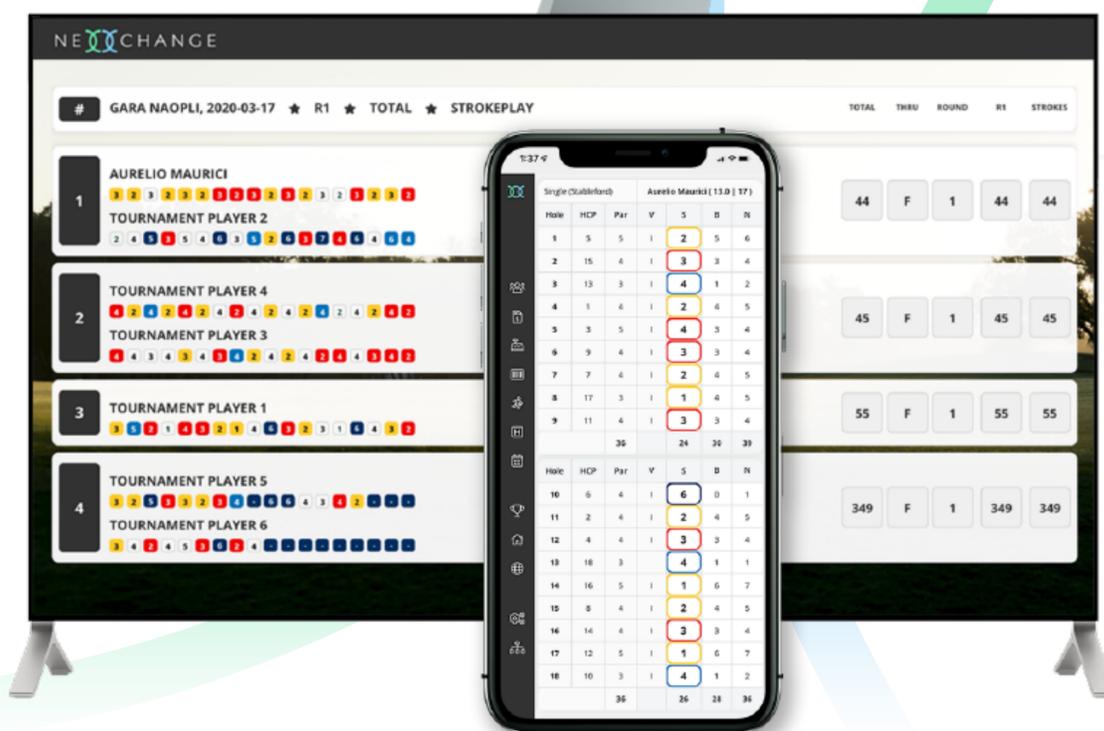
Players can be charged directly from the entry list and pricing can be automatically recorded by customer status.

## Live scoring

Tournament participants receive a link via SMS, which they can use to enter their scores. The results are displayed in real time on the leaderboard.

## Registered Private Lap

The system allows for course permission (rounds) as well as handicap private rounds.



# Our service: Hotel module

## Room reservation

The reservation of hotel rooms runs together with other reservations in the customer administration and can also be evaluated in the statistics module.

## Event booking

The timetable also enables the booking of event rooms, but also the reservation of tables.

## Front Desk

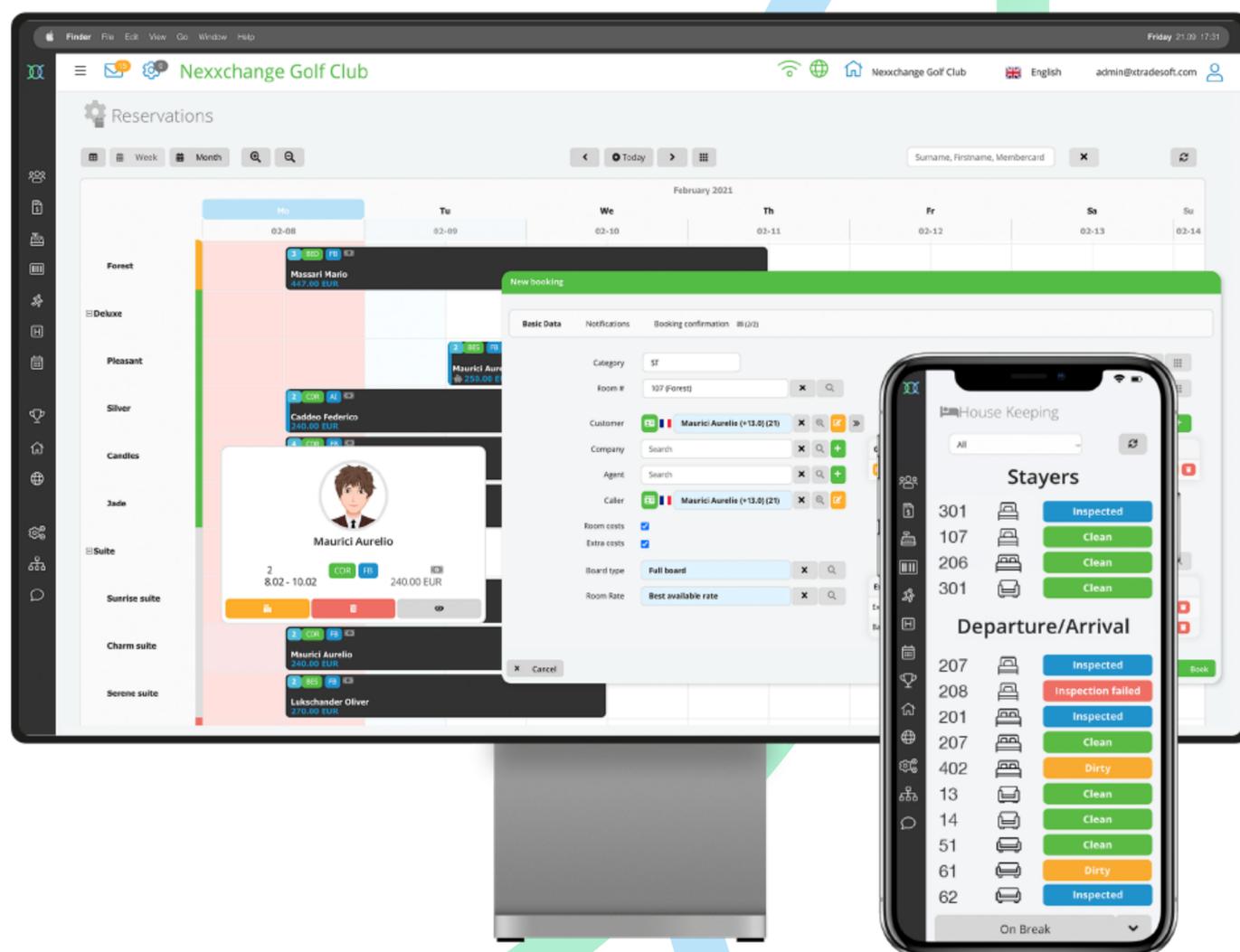
The front desk overview offers all the necessary functions for guests to check in and check out, with the possibility to charge the extras (minibar, golf round, spa treatment) separately from the room rate.

## House Keeping

The housekeeping staff can book minibar consumptions directly from a mobile device and note the room as cleaned and inspected.

## Technology Tasks

Technical tasks can be documented directly by housekeeping and assigned to technical staff according to their area of expertise.



# Our service:

## Fitness

 **Golf Club Paris**  
avenue des Champs-Élysées  
75008 Paris, France

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**Your booking**

02/02/2021 - 16:00      Training gym

 Aurelio Maurici      € 30.00

**+ Additional participants**

  Roman Kellner      € 30.00

  Harald Liebetegger      € 30.00

  Philippe Beaulieu      € 30.00

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**+ Additional booking**

  05/02/2021 - 09:00

 Aurelio Maurici      € 30.00

 Manfred Weber      € 30.00

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**Total**      **€ 180.00**

[Go to payment](#)

Successfully  
checked-in !



Aurelio Maurici  
Golf Club Paris

NEXXCHANGE

### Group events

Group events such as yoga, spinning etc. can be created. Participants can register, check in independently and pay online.

### Access control

The system can grant or deny access depending on membership status. It is also possible to charge an additional fee if a member arrives for training outside the time zone included in the fitness subscription.

### Member administration

Members' contributions are automatically charged by SEPA direct debit.

### Customer account

The member can also use their NFC fitness card as an identifier to pay for drinks and spa treatments.

# Our service: **Multi-facility** and **golf chain operators**

## Centralised management

The Golf Suite is a software solution that is -natively- designed for the management of multiple facilities and golf resorts. Any number of locations and also any number of "service departments" can be created in a central system. Central customer accounts, central merchandise management and cross-location business intelligence are just a few of the many advantages offered by the native multi-facility software.

## Internet of Things

Access control for Caddy Box rooms and payment with customer account at the vending machine can be controlled centrally by customer with card or mobile APP, members can also top up the central customer account online on the smartphone via credit card.

## Stability and reliability

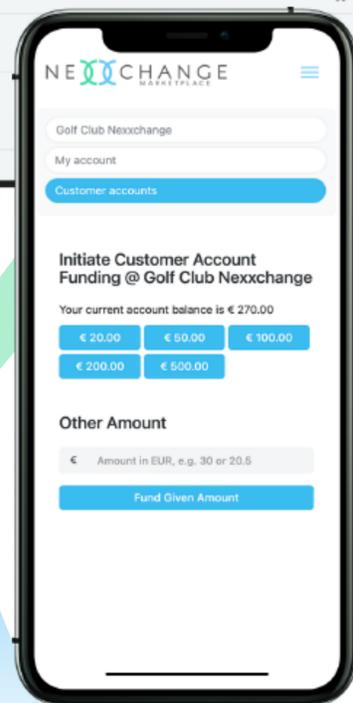
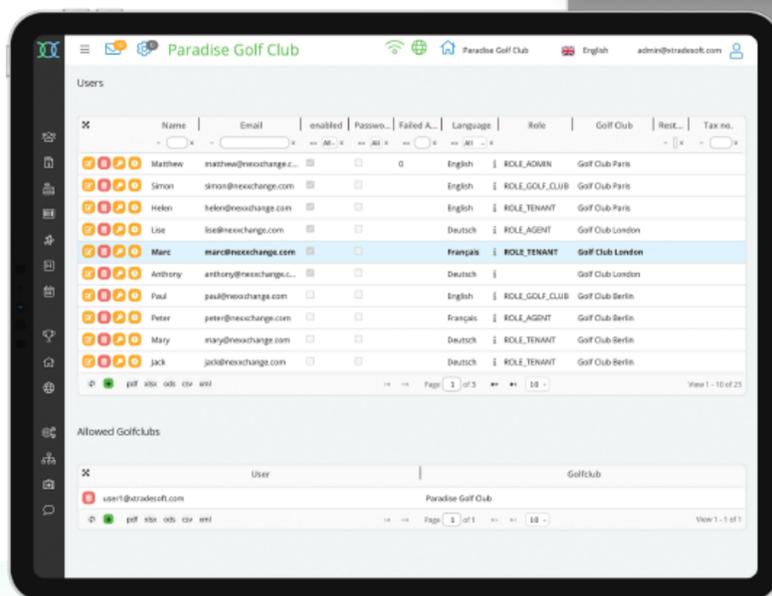
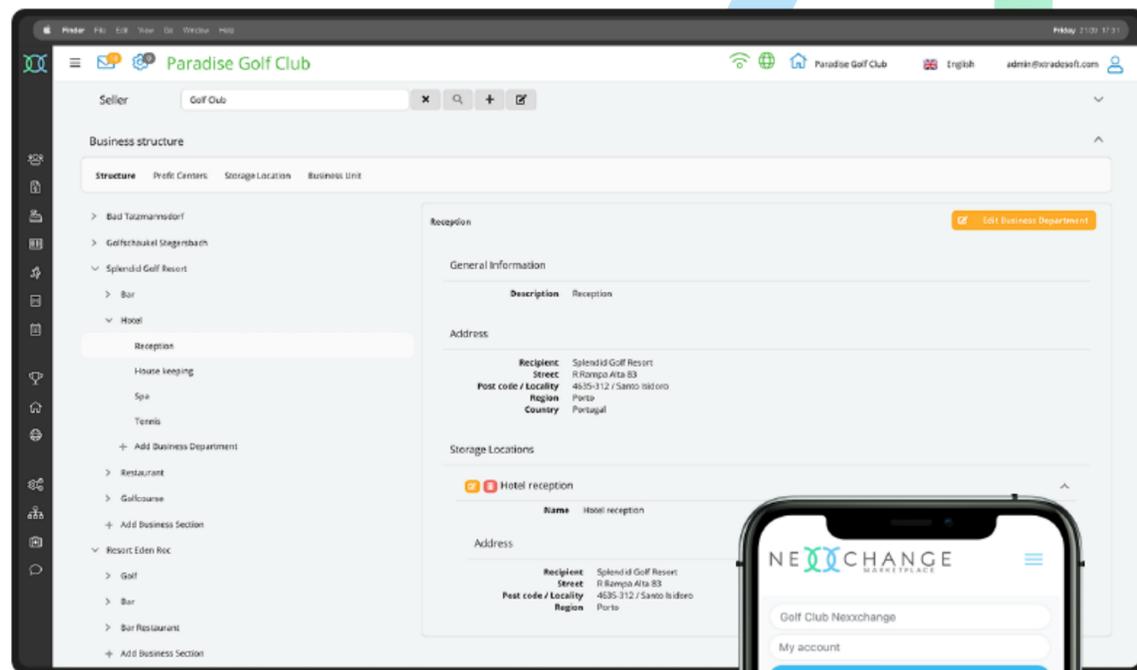
Our largest customer currently manages 30 golf clubs and three hotels at different locations in a centralised system. Even running multiple, simultaneous tournaments in one golf suite is no challenge for our software.

## Role-based user structure

Staff roles can be configured so that staff can only see the functions and business units that concern them.

## Widget and white label booking portal solution

For plant operators, we can offer a cross-plant customer booking portal on the homepage, which can be provided with the logo and URL, as well as the design of the plant operator.



# Safety and convenience



Our software service offers an all-round worry-free solution. The service runs 100% in the cloud, which means that no special IT infrastructure or on-site maintenance is required at the club. Server updates and hard drive replacements after lightning strikes are a thing of the past, all you need is a terminal device with internet access. Data backup and updates are also carried out automatically for you at Nexxchange. Should a hacker attack occur on one of your devices, this will not affect your data, which is securely stored in the cloud.

Nexxchange support is available seven days a week, plus a software developer is on standby at all times.

# Advantages



**Automation**



**Intuitive user interface**



**Constant innovation, customer-oriented, quality of Nexxchange products**



**Developed from a single source, well thought out.**



**Software for all areas/departments.**



**Networking opportunities with partner clubs**

# Nexxchange in numbers

Represented in **9** countries

**3** Golf associations as customers

We run club management software for more than **300** golf clubs, we maintain more than 220,000 handicaps and have **200,000** online booking customers in the marketplace.

Customer growth of **40%** in 2020, more than **100%** growth in 2021.

**64,000** regular users and **800,000+** bookings per year in Austria, just on our platform

**One third** of users book weekly

**20** employees

Capterra Rating: **5/5**

Nexxchange GolfSuite in the golf business since the end of **2012**

# Transparent cost structure

GolfSuite
from € 200/mo  
/site

- ✓ Tee Sheet
- ✓ Membership Management
- ✓ Tournaments
- ✓ calendar
- ✓ IoT
- ✓ SEPA Direct Debit
- ✓ Automatic Payment Reconciliation
- ✓ POS system
- ✓ Inventory Management
- ✓ Business Intelligence
- ✓ Revenue Management
- ✓ Multi User
- ✓ Multi Location
- ✓ Hotel
- ✓ Fitness
- ✓ Restaurant
- ✓ Shop

We believe that a transparent pricing model is an important part of a long-term business relationship. That is why our pricing model is based on a monthly basic fee and a fee depending on the number of users, which includes all functions and services.

Nexxchange does not charge by module and does not charge for licences or commissions for online bookings. The booking widget on the homepage of the golf clubs is also included in the package price.

Would you like to **learn more** about  
Nexxchange?

We look forward to **meeting you** in  
person.

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**CONGU**  
THE COUNCIL OF NATIONAL GOLF UNIONS