Race Timing Revenue Sample
First is timing of the event in which a fee is charged for the basic timing service. Second, tag and bib income will vary based on the types of tags used and number of runners involved. Third, income can come from rental for items such as the clock, flags, inflatable start/finish arch, orange cones, and photography.
Revenue from two races, with 200 and 2000 runners might show as follows:

Example for 200 Racers
- Chip Race Timing (First 200 runners) $800
- Finish Line Set-Up (Clocks/chute/signage) $150
- PA System $150
- Tent, table and chairs $40
- Internet results $250
Total $1,565

Example for 2000 Racers
- Chip Race Timing (First 2000 runners) $4,000
- Finish Line Set-Up (Clocks/chute/signage) $150
- PA System $150
- Tent, table and chairs $40
- Internet Results $350
Total $4,865

The following is our suggested pricing schedule. Of course, markets may vary due to competitive factors.

- Chip Timing Half Marathon with 200 entrants (Finish time) $850
  Additional entrants after 200 - $3.00/entrant
- Chip Timing Marathon 200 entrants $1000
  Additional entrants after 200 - $3.00/entrant
- Multi-Sport up to 5 splits for 200 entrants $1000
  Additional entrants after 200 - $3.00/entrant
- Chip Timing 5K or 10K Run 200 entrants $800
  Additional entrants after 200 - $3.00/entrant
- Separate Start and Finish Lines $250

The Certified Orbiter Timing Package

Timing Equipment
- 3 Orbiter timers with batteries
- Orbiter software
- Personal laptop with Orbiter Software pre-loaded
- Tape
- HP mobile printer for race results
- Military Spec Wi-Fi RF LAN with battery pack
- Power chord for LED and Inflatable, printer cable
- Ethernet cable for RF LAN
- LED Finish Time Digital Display with stand
- Orbiter Start / Finish arch
- One set Race Official Orbiter-shirts, and race jackets
- Sample timing tags for bike, triathlon, road, obstacles, ski, skating

Training
Perhaps the most important segment of being a Certified Orbiter Race Timer is the hands-on training that you receive. This 5 day personal training is held face-to-face and takes place at your locale. When it is time to conduct your first race an Orbiter representative will be there to assist you with the event.

Training Details

Two Onsite Training Sessions:
Session 1 Becomes a Certified Race Timer (At your locale)
- Day 3 AM Testing / Certification, Business Development, Course Review

Session 2 Returns for actual Race Day On-Site Assistance
Additional training sessions if desired on a 50%/50% cost of travel

Continue Education at Regional and Annual meetings

Orbiter, Inc. 13500 Pacific Avenue South, Tacoma WA 98404 (253)627-5588
Copyright 2013 US Patent #8085136 and patents pending.

Become an Orbiter Certified Race Timer!
Your Opportunity

Running events are growing at a rapid pace. There are over 55 million runners in America today and there are more running events than ever before. North America alone had nearly 60,000 events in 2012. Today we are seeing an expansion of events such as triathlons, cycling, mud events and now MOBs (mud-obstacles-beer.)

With more running events than ever before total participants have nearly tripled—from 5.2 million to over 14 million people since 1990. This “Second Boom” in running is led by women, who tend to run in groups compared to men who tend to run alone or in smaller groups. Twenty years ago women accounted for only 25% of entrants, but today that account for 55% of entrants. Women are more apt to enter fund raising events which are rapidly expanding as well.

There is an increasing demand for certified race timers. Being an Orbiter Certified Race Timer you can confidently assert event managers that you are one of the best, most reliable timers in the marketplace. As a certified timer, providing reliable race day service and accurate timely results is the most important aspect in race time. Orbiter will provide you with this tool and access, and you will be equipped to provide valuable information to the participants and event managers. This includes registration, race day operation and providing real time results.

A Superior Timing System

Patented RFID chip timing technology makes the most efficient device in the marketplace. Orbiter’s competitive advantage is 5 minute set up versus nearly an hour or more for competitors. This is because there are no cables, or power chords as our systems are 100% wireless and have 8 hours of battery life. All the equipment needed may be transported in a car versus a package truck. One person timing a race versus a team. Orbiter is 36 lbs versus 136 lbs or more for mat systems. All these advantages make your business more competitive. Motorola hardware for scanning and addressability to communicate with the timing detectors because the Orbiter system auto connects making it easy for anyone to set up. This allows Orbiter to be placed in remote areas and set-up outside of mutual range of each other and the server. The benefit to this is, no prior day to point site survey is necessary. Just place the Orbiters where the event manager desires and run the race. The Orbiter system is a portable, all in one system. Its all-weather design is ideal for summer or winter races.

Powerful Hardware & Software Platform

The Orbiter pre-loaded software allows for running many events at the same time located at the same or different locations with individual and team enrollment. Timing results are wirelessly downloaded to a PC and texted to participants’ phones. This allows a technical department to control the entire event. The setup is easy to learn for anyone to use. This allows Orbiter to be placed in remote areas and set-up outside of mutual range of each other and the server. The benefit to this, is no prior day to point site survey is necessary. Just place the Orbiters where the event manager desires and run the race. The Orbiter system is a portable, all in one system. Its all-weather design is ideal for summer or winter races.

Certified Race Timers

As a Certified Orbiter Race Timer you will be equipped and trained to time an actual event. In timing participants you will provide the race manager with electronic and printed results. In addition to timing, other revenue opportunities include renting inflatable start/finish lines, electronic digital clock, disposable or reusable chip tags or bibs, and photography. Race managers are responsible for putting on the entire event, they must rely on dependable race timers who provide accurate and reliable results. As a Certified Orbiter Race Timer you will provide your event managers with a level of service consistent with expectations of the highest level.

Join the Orbiter Team!

A Superior Timing System

Patented RFID chip timing technology makes the most efficient device in the marketplace. Orbiter’s competitive advantage is 5 minute set up versus nearly an hour or more for competitors. This is because there are no cables, or power cords as our systems are 100% wireless and have 8 hours of battery life. All the equipment needed may be transported in a car versus a package truck. One person timing a race versus a team. Orbiter is 36 lbs versus 136 lbs or more for mat systems. All these advantages make your business more competitive. Motorola hardware for scanning and addressability to communicate with the timing detectors because the Orbiter system auto connects making it easy for anyone to set up. This allows Orbiter to be used in remote areas and set-up outside of mutual range of each other and the server. The benefit to this is, no prior day to point site survey is necessary. Just place the Orbiters where the event manager desires and run the race. The Orbiter system is a portable, all in one system. Its all-weather design is ideal for summer or winter races.

Trade Area – Area of Best Efforts

As a Certified Orbiter Race Timer you will have your own territory. This will be a geographical area based on population. As long as you represent Orbiter with your best efforts, Orbiter in turn will exclusively support you. There are a number of national organizations with whom we work that we will direct business to you. These include privately owned races, and major national organizations with whom we work that we will direct business to you.

Revenue generated through your sales and marketing ability in your trade area will likely be your largest revenue stream.

Out of Area

You may generate revenue when an Orbiter Certified Race Timer from outside your trade area provides a lead to you. In this case you will receive 80% of the gross revenue for timing the event, and 40% to the timer that provided the lead. The reciprocal applies when you provide leads to other Certified Timers. (Less service fee.)

National Accounts

This is when Orbiter provides leads from a national account to you for an event.

Three Revenue Streams

Trade Area

Revenue generated through your sales and marketing ability in your trade area will likely be your largest revenue stream. Revenue generated through your sales and marketing ability in your trade area will likely be your largest revenue stream.