



## 2024 FlightScope New Product Training

### FlightScope's Purpose, Vision, Mission and Values:

#### PURPOSE

Tracking and analyzing sports performance data.

#### VISION

To be the global leader in tracking technology and performance data analytics in all sports.

#### MISSION

To provide athletes, coaches, governing bodies, equipment manufacturers, broadcasters and sports writers, accurate performance data and analytics they can trust and verify in their pursuit of excellence.

#### VALUES

Do what is right, just, and fair.

### Mevo+ Limited Edition:

1. **What is Mevo+ Limited Edition:** The Mevo+ Limited Edition has a new look and feel to the hardware including a gray color scheme and the FlightScope shield on the front of the unit. It is powered by patented FlightScope Fusion Tracking technology.
2. **Mevo+ Limited Edition Retail Price:** \$3,499
3. **What is included with Mevo+ Limited Edition:**
  - a. Pro Package (activation required)
  - b. Face Impact Location (activation required)
  - c. Environmental Optimizer
  - d. Club Optimizer
  - e. FlightScope Tracer
  - f. A new E6 Connect 12 Course Pack for iOS and PC
4. **Who is Mevo+ Limited Edition for:** Any golfer, teacher, or club fitting professional that wants to use launch monitor technology indoors and outdoors, practice with a purpose, improve their game, and have fun playing simulation golf courses and games at an affordable price point.

## 5. E6 Connect Course Pack for iOS and PC:

- a. **12 Courses:** Pebble Beach, Old Course - St Andrews Links, Bethpage Black, Bay Hill, Harbour Town, The Greenbrier, The Belfry, Banff Springs, Panther Lake, Aviara, Wade Hampton, and Oslo Golf Club.
- b. 17 Practice Ranges
- c. 1 Long Drive and Closest to the Pin
- d. Online Events

## Mevo+ Limited Edition Competition:

1. SkyTrak+ \$2,995
2. Bushnell Launch Pro \$3,499
3. GC3 \$5,999 (Ball data only), \$6,999 (Ball and Club data)
4. Full Swing Kit \$4,999

## Badger AI

1. **What is Badger AI:** Badger AI is an advanced AI tool that connects with session data and various knowledge bases to assist golf instructors, club fitters and golfers of any skill level to make the most of their data.
2. **Retail Price:** TBD.
3. **How is it presented:** BadgerAI is presented as a chatbot that users can interact with through voice as well as typing in the FS Golf App.
4. **Who it is for:** Teaching professionals, club fitters, tour pros, and the everyday golfer.
5. **Additionally:** BadgerAI is able to make advanced recommendations including suggestions for online courses, YouTube videos, detailed and simplified explanations of data parameters as well as the relevance in terms of the game of golf.

## Trajectory Optimizer

1. **What is Trajectory Optimizer:** The new FlightScope Trajectory Optimizer is a next generation based on the driver optimizer by allowing every club to be optimized based on shot data and weather. We also provide the opportunity to customize different shot types like high, nominal, and low shots by adjusting your launch and spin.
2. **Retail Price:** Included with Mevo+ Pro Package.
3. **How it is presented:** In the FS Golf App. The user interface has an exceptional look and feel and provides a pleasant experience, even for the non-technical golfer.

4. **Who is it for:** Teachers, club fitters, and golfers of any level. FS trajectory optimizer provides a simple, yet effective tool to focus on those parameters that matter most to achieve specific trajectories for each club in the bag.

### **Environmental Optimizer**

1. **What is Environmental Optimizer:** Plan and prepare for all weather conditions and landscapes by modifying your environment to understand how climate variables affect your shots. FS patented environmental optimizer is the basis for calculating the ball flight behavior for specific weather conditions which are unique to each golfer.
2. **Retail Price:** Included for all Mevo+ Pro Package customers.
3. **How it is presented:** In the FS Golf application.
4. **Who is it for:** Teachers, club fitters and all golfers wanting to know how different environmental conditions and wind will affect their ball flight and data.
5. **Additional information:** FlightScope EO allows you to configure the impact of altitude, air temperature, air density, relative landing height, humidity, wind speed, and wind direction.

### **FlightScope Tracer**

1. **What is FlightScope Tracer:** Get an “As seen on TV” shot trace with ball speed, apex height, and carry distance on your video recorded from FS MultiCam.
2. **Retail Price:** Included for all Mevo+ and X3 customers.
3. **How it is presented:** FS Golf App via FS MultiCam. Able to be shared to social from FS Golf.
4. **Who is it for:** All Mevo+ and X3 customers.

### **Planning Tool**

1. **What is FlightScope Planning Tool:** Plan and Prepare for any golf course in the world! The FlightScope Planning Tool uses your data and local weather conditions to calculate carry distances for up to 3 days in advance for any golf course in the world.
2. **Retail Price:** TBD
3. **How it is presented:** Web Browser.
4. **Who is it for:** Competitive golfers seeking a strategic edge over their competition by providing an informational advantage in tournament preparations.
5. **Additional Information:** The FlightScope Tournament Planner tool is the only one of its kind and again another world first. Every golfer has their own ball flight characteristics which are affected by local weather conditions depending on the specific parameters for each club. For the first time it is now possible to obtain carry distance deltas for 3 days in advance for any golf course in the world, for

any time slot in those days. Knowledge is power and having accurate knowledge of the carry distance deltas for a competition venue and time slots, provides insight and confidence for any golfer to perform at his or her best.

**Mevo swing training feature in FS Golf App:**

1. **What is swing training:** FlightScope introduced a swing training feature in the FS Golf app which allows a golfer to monitor golf swing speeds without having to hit a ball. This can be very valuable if used with training aids like the Stack system.
2. **Retail Price:** Included in FS Golf App for Mevo customers.
3. **How it is presented:** FS Golf App.
4. **Who is it for:** All Mevo users can practice swing speed in almost any environment without hitting a ball.

**Current Special Pricing (3/12/2024)**

**Promo Code: Players24 for additional 5% off or March24 for additional 5% off. Applies to X3, Mevo+ Limited Edition, Mevo+, Mevo, Pro Package, and Face Impact Location**

**1. X3:**

Retail: \$14,995

Special: \$11,995

**2. Mevo+ Limited Edition:**

Retail: \$3,499

Special: \$3,499

**3. Mevo+:**

Retail: \$2,199

Special: \$1,979

**4. Pro Package:**

Retail: \$1,000

Special: \$899

**5. Face Impact Location:**

Retail: \$499

Special: \$449

**6. Mevo:**

Retail: \$499  
Special: \$449

**7. 20k Battery Pack:**

Retail: \$75

**8. The Stack System:**

Retail:\$349

**9. TruGolf E6 Connect - Annual Basic Subscription Plan**

Retail: \$300

**10. TruGolf E6 Connect - Annual Expended Subscription Plan**

Retail: \$600

**11. TGC 19:**

Retail: \$960

**Simulator Bundles (24/7 Golf)**

**Bundle Includes:**

- *Simulator Enclosure*
- *5x5 hitting mat*
- *2 x putting strips (60" x 20")*
- *25' HDMI cable*
- *Optoma GT2000HDR*
- *Universal Projector Mount*
- *Poles for projector mounting (3' x 2')*

**Sizes:**

10'W x 8'6"H x 5'4"D

13'W x 10'H x 10'D

13'W x 10'H x 5'4"D

**Retail:** \$3,999

**Special:** \$3,799.05 with Discount Code Players24

## **FlightScope Existing Product Training**

**X3:**

### **1. Environmental Optimizer - VX App (Automatic Weather Updates)**

Plan and prepare for all weather conditions and landscapes by modifying your environment to understand how climate variables affect your shots.

“Change your environment without changing your location.”

FlightScope Environmental Optimizer allows you to configure the impact of:

- Altitude

- Air Temperature
- Relative Landing Height
- Humidity
- Wind Speed
- Wind Direction
- Air Density

## **2. FS MultiCam**

Automatically record and sync videos from multiple cameras for instant review

Get an “As seen on TV” shot trace with Ball Speed, Apex Height, and Carry distance on your recorded multicam video

Available in the FS Video Application (iOS and Windows)

**QR code for quick and easy setup and connection to apps  
E6 Connect (iPad & PC) with Putting**

## **X3 Fusion Tracking**

### **What is Fusion Tracking?**

A patented and unique combination of 3D phased array tracking radar technology and synchronized image processing for unmatched accuracy.

### **What does it do?**

- Tracks the golf ball through its entire flight (outdoors) and club before and after impact
- Can be used indoors or outdoors (or long indoor)
- Can track chipping and putting (indoors and outdoors)

### **When is Fusion Tracking initiated?**

Fusion Tracking is a unique combination of 3D phased array tracking radar technology, fused with image processing. It is used for both short game and full swing data, but exactly where and when Fusion Tracking is used is proprietary information.

### **Does the built-in X3 camera used in Fusion Tracking directly pick up the ball and help measure spin rate?**

- Cameras don't provide accurate spin measurements, so no - we don't rely on the image processing/fusion to assist in spin processing.

The radar is much more accurate than cameras in spin processing.

**What is the resolution and frame rate of the internal X3 camera?**

- The resolution and frame rate are controlled internally according to FlightScope's proprietary algorithms.

**How does Foresight Quad differ from Fusion Tracking?**

- Quad is made up of multiple cameras with very small spacing. Small spacing creates greater errors when going from a 2D image to the 3D world. This is a scientific fact. Stereoscopic principals are well-known in the science world, and converting from 2D to 3D has inherent errors. A 90 degree spacing allows you to have as few errors as possible
- Their spin axis is a rough calculation, using an approximation of the ball's dimple pattern.

**Key Selling points: X3**

- Fusion Tracking Technology
- Wireless and Portable
- Quick and Easy Setup
- Data and Video Combined
- Real-Time Data
- Wedge D-Plane Data
- Unique Club Fitting Capability (Speed and Acceleration Profiles)
- Environmental Optimizer
- Data Margins
- Putting Data
- Multiple Integrations
- Face Impact Location
- FlightScope Tracer

**Benefits of upgrading from previous FlightScope models:**

1. Patented FlightScope Fusion Tracking - The X3 is the first unit of its kind with Fusion Tracking. This technology gives X3 users the ability to track full swing, chipping, putting, and much more.
2. FS|E.O. (FlightScope Environmental Optimizer)
3. Faster connection and information transfer with its new 5GHz connection
4. Smaller and Lighter unit
5. Faster charging and longer battery life



6. Robust unit
7. Carrying case

### **Benefits of upgrading from competitors (Ex: Trackman, Foresight)**

1. X3 is the only unit on the market with Fusion Tracking.
2. FS|EO
3. No recurring fees or warranties. All FlightScope firmware upgrades are free to the user. Optional warranties available.
4. FlightScope HQ is in Orlando, which allows for faster turnaround times if support is needed.
5. Our customers are our number one priority.

### **Benefits of the FlightScope Support Warranty:**

1. 100% optional. FlightScope will never back charge you for missing a year of the warranty. It is at the customer's sole discretion whether or not to add the Support warranty.
2. The warranty covers any repairs as well as repairs needed due to accidental handling. (Fire, Theft, Malicious Act are not covered under the warranty)
3. Once you pay the price for the warranty, you are locked in at that price for the unit's lifetime, meaning that your support warranty price can never go up during that time period.

### **Mevo+ Pro Package with Face Impact Location:**

1. **What is Mevo+ Pro Package:** Mevo+ Pro Package is an add-on option to the award winning Mevo+ that gives access to more data parameters - including the complete d-plane dataset - and is powered by patented FlightScope Fusion Tracking technology.
2. **Who is Mevo+ Pro Package for:** Any golfer that wants to use launch monitor technology indoors and outdoors, practice with a purpose, improve their game, and have fun playing simulation golf courses and games.
3. **What is included with Mevo+ Pro Package?:** FS Golf App, FS Skills App (After the show), E6 Connect Simulation Software (10 golf courses, 17 practice ranges, 1 mini game- darts, online events).
4. **40+ Data Parameters:** Carry Distance, Club Head Speed, Ball Speed, Smash Factor, Spin Rate, Angle of Attack, Spin Axis, Horizontal Launch Angle, Vertical Launch Angle, Spin Loft, Lateral Landing, Total Distance, Roll Distance, Apex

5. Height, Flight Time, Shot Shape, Club Path, FTT, FTP, Dynamic Loft, Curve Distance and many more.
6. **What is “Face Impact Location?”**
  - a. Provides location of ball strike on the club face without the use of any sprays, tapes, etc.
  - b. Can be calibrated to the specific head size of any club from Driver to Wedge.
7. **What is the cost of “Face Impact Location” for Mevo+ with Pro Package?**
  - a. \$500, if the Mevo+ has the Pro Package. If the unit is a Mevo+ without the Pro Package then both the Pro Package and the Face Impact location must be purchased before the user can use Face Impact with Mevo+.
8. **E6 Connect Simulation Software:**
  - a. 10 Courses: Aviara Golf Club, Stone Canyon Golf Club, Wade Hampton Golf Course, Sanctuary Golf Course, The Belfry, Bay Hill, Panther Lake, Oslo Golf
  - b. 17 practice ranges
  - c. 1 Long Drive & Closes to the Pin
  - d. Online events
9. **FS Golf app**
  - a. Data Margins - Set your minimum and maximum values for any data parameter to train smarter and improve consistency
  - b. Instant visual feedback - Receive instant visual feedback with simple green and red data display
  - c. Data and Video Combined - Automatically capture and clip video and data for every shot
  - d. FlightScope Tracer via FS Multicam Application
10. **All Mevo+ users will benefit from the addition of patented FlightScope Fusion Tracking.**

### **Key Selling points: Mevo+ Pro Package with Face Impact**

Mevo+ Pro Package offers more (PLUS):

- Performance
- Features
- Data
- Entertainment/Simulation
- Accurate and Affordable
- Indoor and Outdoor
- Data and Video Combined in the FS | Golf App
- Data Margins in the FS | Golf App

- E6 Connect Simulation and Games included with purchase (own the bundle for life)
- Wireless and Portable
- FS Skills App
- Quick and Easy Setup
- Apple Watch Compatibility
- Can upgrade from Mevo+ to Mevo+ Pro Package with a \$1,000 one time fee to unlock the over 40+ data parameters. Can upgrade to include “Face Impact Location” for \$500 one time fee.

### **Mevo+ Pro Package Competition:**

1. SkyTrak
2. Bushnell Launch Pro
3. GC3
4. Full Swing Kit

## **Mevo**

### **What is it?**

Mevo is a 3D Doppler radar based launch monitor that can be used indoors and outdoors to help golfers improve their performance.

### **What does it do?**

- iv. Live action video clips with data overlay
- v. Provides accurate performance data for:
  1. Carry Distance
  2. Club Head Speed
  3. Ball Speed
  4. Smash Factor
  5. Vertical Launch Angle
  6. Spin Rate
  7. Apex Height

## 8. Flight Time

- vi. Can be used Indoors and Outdoors
- vii. Allows the user to practice with a purpose
- viii. Provides a better way of communication between teacher and student (video with data)
- ix. Data margins
- x. FS Challenges/Competitions
- xi. Trade up program to Mevo+

### **What does MEVO stand for?**

**M**easure your numbers

**E**valuate your game

**V**isualize your improvement

**O**ptimize your performance

### **What apps can be used?**

FS Golf App with **NEW Challenges** (iOS or Android Platforms)

### **Does it do simulation?**

No

### **How does it compare to competitors such as SkyTrak and SwingCaddie?**

-Mevo is a 3D Doppler radar that measures spin directly (not calculated)

-Immediate results

-Mevo does live action video clips with data overlay at an affordable price.

-SkyTrak is \$1,995.00 - during testing with FlightScope, GC2, and Trackman, we found it to be very inaccurate.

-Swing Caddie is \$350.00 - during testing with FlightScope, GC2 and Trackman we found it to be very inaccurate.

### **How does it compare to TrackMan?**

TrackMan is \$25,000, Mevo is \$499.

### **How accurate is Mevo?**

Mevo accuracy is approximately within 3% to 5% on all data depending on the environmental conditions.

### **Mevo Return Policy:**

Please see the return policy.

## Cancellation and Refunds

To cancel an order that has been paid but not yet shipped, Customer must send an email to [support@flightscopemevo.com](mailto:support@flightscopemevo.com) with the words CANCEL ORDER as well as the order reference number in the Subject field of the email. Mevo will refund the order amount minus a non-refundable 3% payment transaction fee and, if applicable, shipping costs paid on behalf of Customer. Refunds will be paid using the same payment method that the customer originally used.

Customer may also return the Product after shipment and delivery in accordance with the Return Policy below:

- (a) Products qualifying for a refund must be returned within 30 days of delivery.
- (b) Before returning the Product, Customer must contact Mevo Support at [support@flightscopemevo.com](mailto:support@flightscopemevo.com) to obtain a return authorization number.
- (c) Customer is responsible for return shipping cost. For Customers qualifying for returns in the USA, EU, and South Africa, Mevo will provide return shipping labels. An additional fee will be deducted from the refund amount in addition to other deductions (see 8.2 (d) below). This excludes returns of minor items and accessories purchased separately from a Mevo or Mevo+ product.
- (d) The following costs will be deducted from the refund amount: (i) 3% payment transaction fees, (ii) if a return label was provided, 1% for the cost of return shipping, and (iii) any applicable sales tax.
- (e) Customers must return the Product in the same condition as on the date of purchase, undamaged and unused, in its original packaging, including all accessories and printed materials. Mevo reserves the right to charge a 15% restocking fee or refuse to refund a Product that has not been returned in this condition.
- (f) Should a refund request be denied for a valid reason the Product will be returned to Customer as received at Customer's cost.
- (g) Mevo will process refund claims without unreasonable delay. Refunds will not be paid if the returned items have not been received by Mevo. Customer acknowledges and agrees that processing of a refund claim involves the physical return of the Product, the assessment of the returned Product, administrative steps, and banking transactions, which will take some time to complete.

## Key Selling Points: Mevo

### Mevo for Practice

- Action video clips with data overlay
- Accurate performance data
- Indoor and outdoor use
- Practice with a purpose
  - FS Challenges/Competitions
  - Data Margins

### **Mevo for Instructors and Pro Shops**

- Rent Mevo out for students to use
- Increase revenue by reselling Mevo
- Receive video data feedback from students
- College coaches can use Mevo for recruiting

### **Key selling points on FlightScope the brand**

1. Innovative - always looking to get better and provide the latest and greatest technology.
2. Accurate performance data at an affordable price.
3. In this line of business for 30+ years.
4. Derived from Defense Ballistic Tracking and are still actively involved in supplying radar systems to over 30 countries in the world.
5. FlightScope is known for top customer service. We always go the extra mile to keep our customers happy and we value our relationships. We have loyal customers who upgrade everytime we bring out new models (3-4 times).
6. No hidden fees.
7. No mandatory support, warranty or hardware update fees. No penalty fees.
8. FS headquartered in the USA, local support and repairs.
9. 200+ permanent employees worldwide.
10. FlightScope is a family - be a part of it
11. Live humans answering support phone calls and live chat