

blackbaud DEVELOPERS' CONFERENCE

June 15-17, 2021

Power up your Blackbaud TeamRaiser® with Fitness Tracking Integration

LUMINATE ONLINE® / TEAMRAISER® TRACK

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Session Host: Glen Hutson



Safe Harbor Statement

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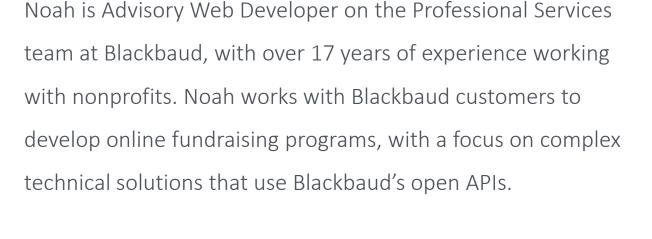
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As a Blackbaud customer, your Authorized Support Contacts retain the responsibility for providing internal support for Customizations of your Blackbaud solutions by:

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Noah Cooper
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Alyson Levine

AVP, Fundraising Programs

JDRF

With more than 20 years of fundraising, development and campaign marketing experience, Alyson leads the teams responsible for all national events including One Walk, Gala, Ride/Endurance and DIY. By honoring the unique characteristics of these events, Alyson leverages innovative digital strategies to improve overall donor experiences for JDRF's event fundraising portfolio.



The Evolution of Fitness Tracking

Even before COVID-19, JDRF and Blackbaud were working to launch fitness tracking for the JDRF Ride, focused on training leading up to event day. We knew participants were already using Strava. In the absence of an integration between Strava and TeamRaiser, riders found their own solutions, and used things like Strava clubs to build a community and see how they stacked up on weekly leaderboards.



The Evolution of Fitness Tracking

Once the pandemic struck, fitness tracking became a crucial component as JDRF events became entirely virtual. What started as functionality centered around endurance training transformed into a broader solution for enabling participants to share their story, even without an actual event or event date. Participants use fitness tracking as a key tool to show their friends and family their commitment to JDRF's mission.



Participants grant permission to Strava app

An API call backfills data for the current year

Strava sends webhook events for future activities

Miles Towards Mission

Join riders from across the country as we ride together towards our ultimate finish line: a world without T1D. Your miles will also appear on your fundraising page.

Connect with STRAVA

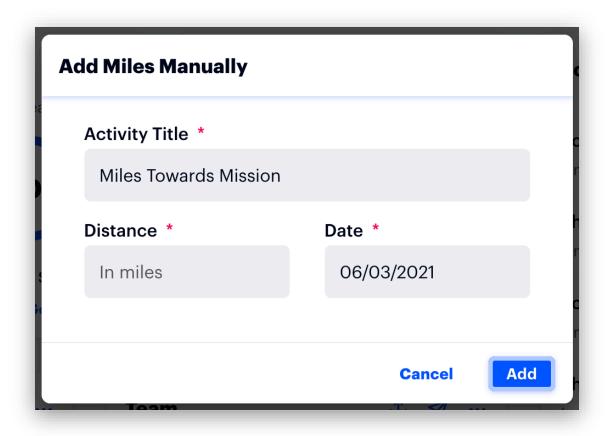


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The (Further) Evolution of Fitness Tracking

While the JDRF Ride was the most logical starting point, since then JDRF and Blackbaud have expanded the functionality to all events including One Walk, Team JDRF, and JDRF Your Way.

Additionally, since not everyone uses Strava, the participant center was updated to allow participants to choose to manually track activities instead.





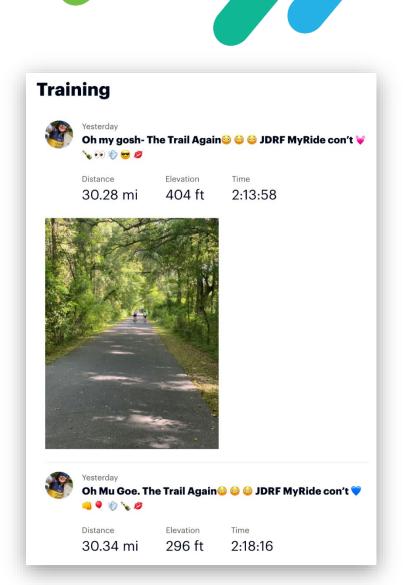
Under the Hood

Whether a participant connects to Strava or manually logs activity in the participant center, Luminate Online custom interactions are used to track each activity and its associated meta data in JSON format, e.g. title, type, date, duration, distance, elevation, and photos.

Each time a new activity is logged, the duration, distance, and elevation are aggregated, with sums for the participant, as well as their event, team, and company.

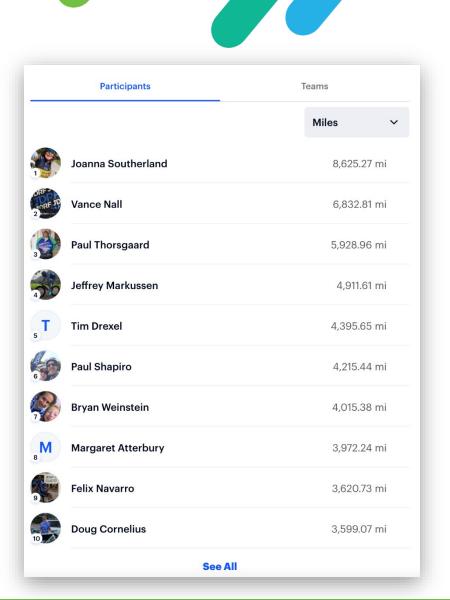
The Activity Stream

As soon as a participant logs their first activity, a new section of the personal page displays a stream of their activities for the year.



Leaderboards

On the event, team, and company pages, leaderboards that previously only displayed fundraising data now rank participants by miles as well.



Totals and Goals

Each event page displays the total activity logged by participants, with the option for national or chapter staff to set a goal.

Additionally, each program's homepage (such as <u>ride.jdrf.org</u> or <u>walk.jdrf.org</u>) now includes the grand total for all events, with the progress toward an annual goal.



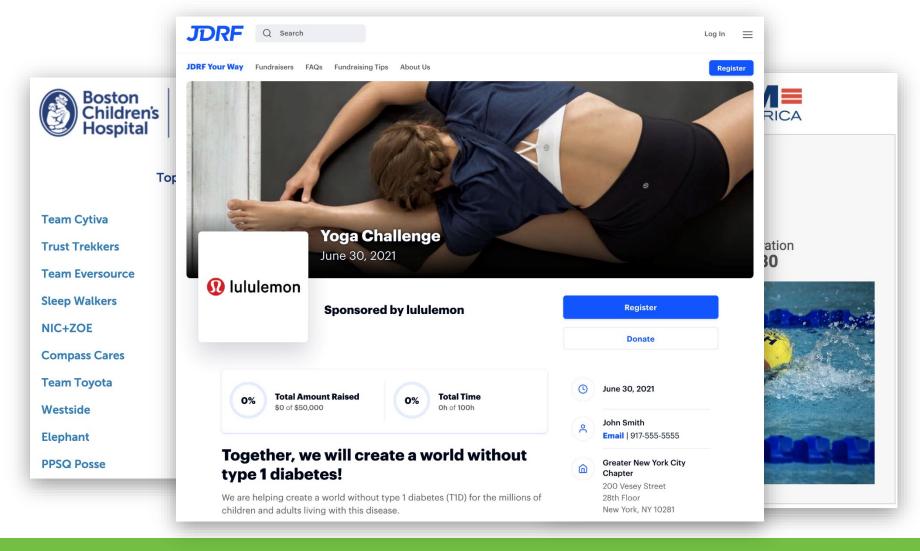
Our Miles Towards Mission

In support of the 1.6 million Americans living with T1D, our miles will be counted towards a collective goal of walking 1.6 million miles.

12,637.56 mi



Many Different Kinds of "Activity"





Things to Think About

- Strava has branding guidelines you need to be aware of before building your UI.
- Each program needs to determine which activity types and metrics make sense to track.
- Strava enforces API rate limits which are fairly low by default. You may need to request an increase based on a program's size.
- Given the rate limits, you likely will want to use a different Strava app per program.
- Consider whether leaderboards should be ranked by total activity for the year, or, perhaps only for the week.
- If displaying total activity for an entire program, think through the frequency of resetting that data to zero. Should your homepage show the total for the calendar year? For your fiscal year?
- With manual tracking, come up with reasonable limits to enforce for distance, elevation, and time.



It's (not just) About the Miles...

JDRF wanted to exploit existing behavior in the endurance space to engage new people, better align to corporate partners values, upgrade fundraising behaviors, drive new creative ways for storytelling, engage year-round and expand participation with supporters that are not always part of a physical JDRF event (e.g. Peloton, Zwift, etc.) by integrating the top social fitness networks into our P2P fundraising product.







Competition

- Competition Drives \$\$\$
- Leaderboards matter
- Drive more traffic to PC
- Engage departments



Accountability

- Visibility = motivation
- Social proof matters
- Goal Setting



Collective Goals

- Virtual connectivity
- Fundraising stories
- Match campaigns
- Corporate creativity



Health & Wellness

- Training compliance
- Engage more companies
- Retain dollars



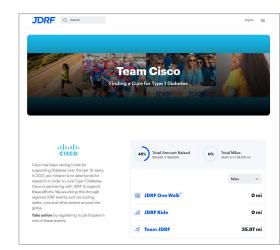
Relevance

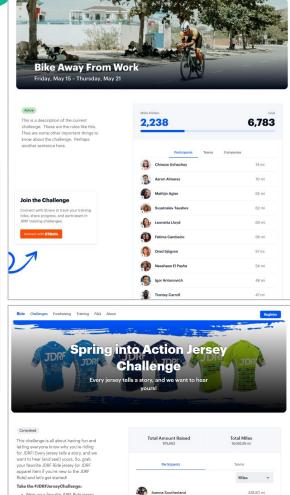
- Meet people where they are at
- Miles vs. Mission
- Peloton/Zwift

\$\$\$ CREATIVE STORYTELLING \$\$\$

Marketing the Challenges

- Calendar of Events geared towards everyone: Mileage & Fundraising
- Drive to participant center
- Sample videos, resources, e-comms
- Corporate Kick Offs
- National and Chapter Opportunities
- Match Campaigns
- Culminated with the first ever World Diabetes Day Challenge: a collective challenge across all P2P Programs: Walk, Run and Ride







Thank you!