



## Xplorer Pricing Structure

### Set Up Fee (£1000)

The one-time Set Up Fee will be priced at a level that provides value for money to the customer whilst covering all costs associated with setting up a new partner to deliver Xplorer. This includes:

- 1 Xplorer Kit bag containing:
  - 3 sets of Xplorer challenge 1 markers
  - 3 sets of Xplorer challenge 2 markers
  - 6 Xplorer solution sheets (colour coded to match sets of plaques)
  - 1 Xplorer sail banner
  - 1 Xplorer vinyl banner
  - 30 gripples, small keys and blue gripple key and key ring
  - 100 cable ties
  - 500 Xplorer participant answer sheets
  - 500 Xplorer certificates
  - 350 Xplorer stickers
  - Pack of 100 Xplorer wristbands
  - Xplorer delivery guide
- 2 mapped areas (individual area to be no larger than 750m x 750m)
- 3 Hour training session on Xplorer delivery
- Advice and guidance from British Orienteering staff on Xplorer setup
- First year service charge

### Annual Service Charge

#### Service 1 (£150)

- Use of Xplorer branding
- 2 new sets of Xplorer markers (1 x challenge 1 & 1 x challenge 2) and solution sheets
- 250 Xplorer participant answer sheets
- 250 Xplorer certificates
- 350 Xplorer stickers
- Access to Xplorer mapping portal
- Access to Xplorer website to promote events and track participation
- Access to Xplorer promotional materials

#### Service 2 (£300)

- Use of Xplorer branding
- 2 new sets of Xplorer markers (1 x challenge 1 & 1 x challenge 2) and solution sheets
- 250 Xplorer participant answer sheets
- 250 Xplorer certificates
- 350 Xplorer stickers
- Access to Xplorer mapping portal
- Access to Xplorer website to promote events and track participation
- Access to Xplorer promotional materials
- 1 new map OR 1 new training session



## Xplorer Products and Services

Item	Price (exc. VAT)
Individual Xplorer marker replacement	£2.50
Individual Xplorer solution sheet	£1.50
Xplorer Challenge 1 marker set and solution sheet	£40
Xplorer Challenge 2 marker set and solution sheet	£35
Xplorer sail banner	£75
Xplorer vinyl banner	£25
Pack of 10 gripples, small keys and blue gripple key and key ring	£35
Blue gripple key and key ring	£2
100 Cable ties	£2.50
250 Xplorer participant answer sheets	£10
250 Xplorer certificates	£10
350 Xplorer stickers	£5
100 Xplorer wristbands	£15
Xplorer map	£250
Xplorer training course	£250
Full Xplorer Kit Bag	£450

All products will be subject to postage and packaging costs appropriate to the resources ordered.