# GET STARTED WITH THE SALES KIT

## ADVAGYM AT A GLANCE

With Advagym you can train on your own with automatic tracking using machines with sensors. You can log your workout at training zones for free weight training. Introduce your staff and facility using info zones. In gyms with networked cardio, you will even have your cardio training added to your training history for a complete fitness experience.

When using pin loaded machines, Advagym automatically measures the range of motion, reps and sets. Follow the speed guide, the circle, to stay with the right speed and range when working out. When following a program or exercise, Advagym can give you an audio cue when to start and stop. The Inbuilt programs and exercises are a great way to motivate and help the members reach results. Personal trainers and staff can use Advagym to manage and coach their members and clients, sharing personalized programs and engage with the members.

As a member you don´t need to be an expert yourself. Just look for the green pucks mounted around your gym. Tap the puck with the phone and get instructions, videos and exercises to get started with your fitness journey.

## ABOUT THE SALES KIT

With the sales kit and your own phone, you can now share the experience of Advagym using the included main unit, pucks and beacon. Demo the member app, tap the pucks, browse through programs and exercises and show how to manage the gym using the webtool. Advagym is unique in providing a complete training experience connected to the gym with wireless and battery powered sensors. Machines are monitored 24/7 giving insights on the performance of the gym. Advagym can be customized offering a unique set of content for the gym, staff and their members.
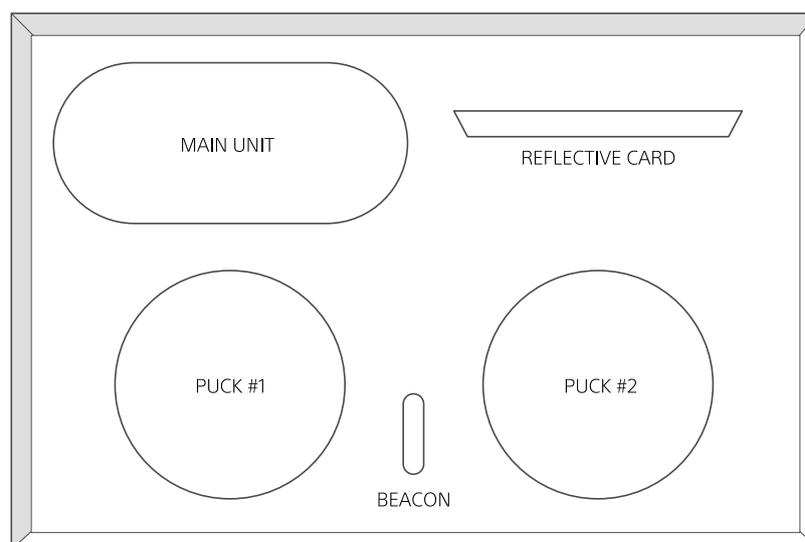


FIGURE 1, SALES KIT CONTENT

# IN THE BOX

### Main unit
The main unit is mounted on the top of the weight stack, tracking reps, sets and range of motion. The main unit has a battery life of up to 2 years. The main unit communicates with the phone over Bluetooth and with an additional observer unit over wi-fi, collecting utilization data for the gym. The main unit is easy to maintain, and the standard AA batteries can be replaced by the gym.

### Puck #1
The puck is the starting point for the members at a gym when using machines and various exercise zones. The puck communicates using NFC and Bluetooth and have a battery life of up to 4 years. The puck is easy to maintain, and the standard coin cell battery can be replaced by the gym. Puck #1 should be configured with the main unit for a machine setup.

### Puck #2
The puck can be mounted standalone at an exercise zone or as an Info zone centrally placed at the gym. Configured as an exercise zone Puck #2 can be used to demo free weight exercise workouts. When tapping the puck with the phone, the user can choose from one or several exercises with instructions for that zone. The member can enter the result with weight, distance, time or reps dependent on the exercise. The gym can change the exercises in the webtool to offer variation for the members.

### Beacon
Is used to customize Advagym for the gym. The beacon is placed at the entry point of the gym such as the gym reception. The beacon broadcasts a signal continuously over Bluetooth. When the phone receives the beacon signal, the app will instantly download available programs and exercises. The gym logo will show up in the app and gym specific settings will be applied. The beacon is powered by a coin cell battery lasting for an average of 4 years and can be easily replaced by the gym.

### Reflective card
Included in the kit is a piece of reflective card. The card is mounted directly above the main unit and the weight stack on the inside of a machine. The card reflects the sensor signal from the main unit. The recommended distance is about 1-1,5 meters. When installing the main unit, the support app will measure the signal strength and verify the correct mounting. The reflective card can be mounted using Velcro with adhesive tape. The reflective card shows the concept of the main unit using an optical Time of Flight (TOF) sensor, with a highly accurate speed and distance measurement.

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# INSTRUCTIONS

Before visiting a customer and demoing the sales kit, go through the following steps to configure the hardware. Use a demo gym to setup the hardware with exercises.

Resources:
- Webtool, to setup the gym and exercises, https://tool.advagymsolutions.com
- Support application, to connect the hardware with the gym and exercises. Search for 'Advagym support' on Google play or App store, to download and install.
- Advagym application, use when demoing. Search for 'Advagym' on Google play for Android and Appstore for iPhone, to download and install.

## SETUP THE DEMO GYM

1. Create a demo gym, e.g. 'UK SK DEMO', in the web tool. With partner rights[1] you can do it yourself or ask someone with the credentials to set up a demo gym and give you admin rights to that gym.
2. The sales kit demo can be used by anyone having an account in Advagym. If the sales kit demo is to be modified by additional people, make sure you add them as admin of the gym associated with the Sales Kit hardware.

## CONFIGURE EXERCISES (Optional)

In order to demo a machine or zone setup you need to have a couple of exercises connected to the hardware. You can easily create some on your own in the 'gym exercise' menu in the webtool, (figure 2).

1. Create a machine exercise. Add a label, name, description and a set of instructions. Add a video related to the exercise as a YouTube link. Once setup, select create and you have a machine exercise for your demo gym. Gym machine exercises is labelled X1 to X19 and is often used for none standard machines.

2. Create a couple of exercises for the exercise zone. This time select free weight instead of machine. A zone can be associated with several exercises. Create a couple of exercises for various muscle groups to demo the possibilities of a free weight zone.
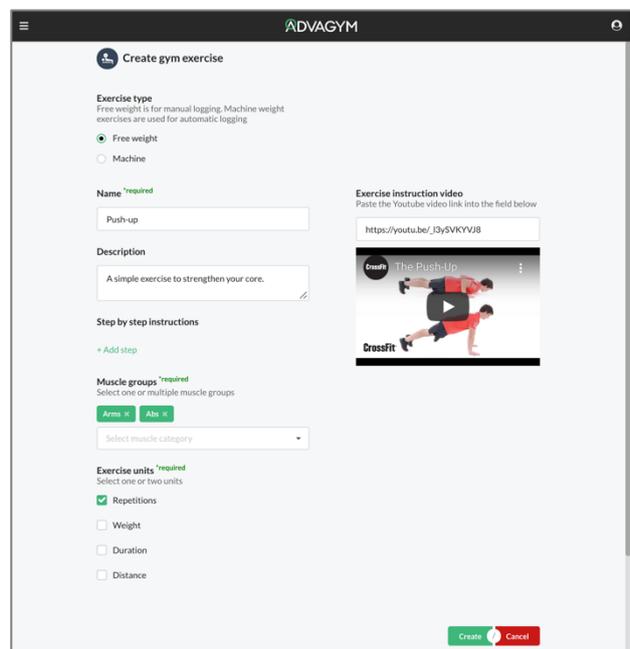


FIGURE 2, GYM EXERCISES

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[1] A partner in Advagym have the rights to setup new gyms and assign admins for these gyms.

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*Tip! When you get familiar with customizing machine exercises. You can edit one of the available standard machine exercises instead of creating a new one. In doing so, any programs including a standard machine will show the custom version for that gym including text and videos.*

## CONFIGURE THE HARDWARE
1. Install the support app in your phone.
2. Login to the support app using the admin account for the demo gym.

### Configure a Machine (Main Unit + Puck #1)
3. Select the demo gym in the list and 'Machine' and start the Installation of the main unit and puck #1 using the step by step guide.
4. Connect the main unit with the machine exercise you created in the demo gym. Or select a standard exercise of choice in the list.

### Configure a Zone (Puck #2)
5. Select 'Zone puck' in the list and connect one or several of the free weight exercises from the demo gym. You may also choose one of the standard free weight exercises in the list.

### Configure a Beacon
6. Install the beacon by following the step by step guide and you are done with the hardware configuration.

## VERIFY THE CONFIGURED SALES KIT
1. Start the Advagym app to verify that the installation went well.
2. Tap the puck with the phone, use the reflective card or hand moving above the main unit to make the main unit count the reps. If needed wake up the main unit with a nod with your hand.
3. Verify the app is counting the reps and entering the rest timer when stopping the movement.

## DEMO THE SALES KIT
When demoing the sales kit. It is recommended to talk about the experience and value for the gym and their members before going into the hardware.
1. Talk about the member experience and the value of logging the workout and getting guidance by programs and exercises to reach results and stay motivated.
2. Talk about how personal trainers can help the members sharing personalized programs and follow their progress in the webtool.
3. If the gym is looking for utilization data, show the webtool and, if possible, use an existing gym to show how data is presented in the webtool.
4. If possible, show how the main unit is mounted on a pin loaded machine. And where the puck could be placed on the outside of the machine facing the workout position.
5. Use the machine with the main unit and reflective card, or your hand moving above the main unit to show how the member app is counting the reps while showing a circle to pace the member with the right speed.
6. Tap the Puck #2, representing an exercise zone, with the phone to demo. Optional reconfigure the Puck #2 as an info zone in the webtool and show how this can be used to introduce the gym, staff and services available.
7. Finally, listen to the customer and their needs and talk about how Advagym can support those needs and unlock the true potential of the gym, their staff and members.

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