TEKKA

COMPANION ANALYSIS

TEKKA — Competitor Analysis

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1. How TEKKA sits in the landscape

The racket-sports software stack splits into two layers, and TEKKA's strategy treats them very differently:

- **Club-management layer** (admin, staff, billing, coaching, competition) — this is the layer TEKKA aims to **own and become the default for**. Here the incumbents (CourtReserve, Playbypoint, Skedda, ClubSpark) are the tools TEKKA actually displaces.
- **Player-facing layer** (consumer networks, matchmaking liquidity, match-logging) — here TEKKA's posture is **complement, not replace**. Players who love Playtomic's network or log their matches in Racketo keep doing so; TEKKA's open partner API means it *could* sit beneath and alongside those tools if partnerships arise. Any such integration is a potential opportunity, not a current plan or a built feature.

The goal is to be the platform coaches and players *want* their club to run on — and, through that gravity, the connective tissue of the ecosystem — without asking anyone to abandon a player-facing app they already enjoy.

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Player network ▲           ← COMPLEMENT (potential integration) this layer
               │             Playtomic ●        Racketo ○ (match–logging)
               │
               │       MATCHi ●
               │   Padel Mates ●            ★ TEKKA (own club depth,
               │                              integrate the network layer)
               │                     ● Playbypoint
               │         ● ClubSpark
               │                  ● CourtReserve   ← DISPLACE this layer
               │    ● Skedda (generic)
               └────────────────────────────────► Club–management depth
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2. Head-to-head profiles

Playtomic (Spain) — the player-network leader (and a potential partner)

- **Scale:** ~6,000 clubs, 1.5M monthly active players; gross revenues >$260M (2024, incl. transaction volume), 40% YoY growth; **$141M total raised** ($70M in 2025: €55M equity + €10M Santander debt; +€5.1M Crowdcube community round).
- **Model:** Playtomic Manager SaaS from ~$38/mo across 4 tiers **plus** commissions and a player-side service fee on bookings; expanding hard into the US (~50 clubs, targeting the 3,000-court 2026 US padel market).
- **Strengths:** player-network liquidity, brand, capital. **Where TEKKA differs (and where the two are complementary):** Playtomic is player-network-first with a booking-centric club side and a thin coaching layer; TEKKA is club-management-first with deep coaching, competition, and yield tooling. A club can run its operations on TEKKA while its players still discover and match through Playtomic's network — a coexistence TEKKA's partner API could support, should a partnership arise, rather than a fight to pick head-on. Playtomic's own gaps (thin lessons layer, player service fees, padel/Spain/US concentration) are exactly the club-side surface TEKKA owns.

Racketo — the match-logging / player app (potential integration)

- **Model:** consumer app for players to log matches, track results and ratings — a player-facing companion, not a club-management system.
- **Posture:** TEKKA treats Racketo-style logging apps as **complementary**. Players keep logging where they like; if a partnership arises, TEKKA *could* integrate (e.g. share results/ratings, feed matchmaking) so the club-management and player-logging layers reinforce each other. This is a potential opportunity, not a planned or built feature — there is simply no reason to displace a tool players already enjoy.

MATCHi (Sweden) — the Nordic network

- **Model:** booking marketplace for tennis/padel/squash; monetizes clubs + player bookings.
- **Moves:** acquiring aggressively — Padelboard (tournaments), Padelgo (streaming) — building a vertical content/competition stack.
- **Strengths:** Nordic density, multi-sport, M&A momentum. **Gaps:** limited coaching economy; weaker in Southern/Eastern Europe; clubs have publicly switched away (Rocket Padel Denmark → Padel Mates).

CourtReserve (US) — the club-admin specialist

- **Model:** pure SaaS: **$159/mo (≤8 courts), $329/mo (16), $499/mo (32)** on annual billing; add-ons (DUPR, access control) $25/mo each on lower tiers.
- **Strengths:** deep club administration (memberships, leagues, POS), strong US tennis/pickleball base. **Gaps:** no consumer network or matchmaking; pricing is exactly the upfront-subscription friction TEKKA's 0.6% wedge attacks; US-only in practice.

Playbypoint (US) — club SaaS + apps

- Court reservations, payments, memberships, desktop + mobile. Similar profile to CourtReserve; competes on club features, not network. US-centric.

Padel Mates (Sweden) — the fast follower

- Booking + community/matchmaking app; winning switchers (Rocket Padel UK from Playtomic, Denmark from MATCHi). Proves the market is **not** locked up and switching happens on price/relationship.

Adjacent/generic: Skedda, ClubSpark, EZFacility, Mindbody, PlayTime Scheduler, Pickleheads, OpenCourt, Podplay

- Generic venue schedulers or federation tools (ClubSpark = LTA ecosystem). They win on price or federation mandate but have no racket-sports revenue stack (coaching, tournaments, matchmaking, yield).

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3. Feature comparison

Capability	TEKKA	Playtomic	MATCHi	CourtReserve	Playbypoint	Padel Mates
Court booking + payments	✅	✅	✅	✅	✅	✅
Player app (native iOS/Android)	✅	✅	✅	partial	✅	✅
Social matchmaking (skill-rated)	✅ NTRP	✅	✅	❌	❌	✅

Capability	TEKKA	Playtomic	MATCHi	CourtReserve	Playbypoint	Padel Mates
Group + private lessons, packages	✅ deep	thin	thin	✅	✅	❌
Coach marketplace / discovery / journals	✅	❌	❌	❌	❌	❌
Tournament engine (multi-format, auto-advance)	✅ 5 formats	partial	via Padelboard	leagues	partial	partial
Live match scoring / umpire mode	✅	❌	streaming (Padelgo)	❌	❌	❌
Automated yield mgmt (off-peak pricing, offer links)	✅	partial	❌	❌	❌	❌
Peak-demand fairness (booking lottery, priority)	✅	❌	❌	❌	❌	❌
Partner/headless API	✅	partial	partial	❌	❌	❌
Multi-region payments (Stripe/Xendit/TBC/VietQR)	✅	EU/US	EU	US	US	EU
Localization	7+ langs	~5	Nordic+EN	EN	EN/ES	Nordic+EN
Pricing model	**0.6% commission, capped at $149/mo**	SaaS $38+/mo + fees	SaaS + fees	$159–499/mo	SaaS	SaaS + fees

4. Pricing position

For a representative 4-court club doing $15–40k/mo booking volume:

Platform	Club's monthly software cost
CourtReserve	$159–329 flat
Playtomic	~$38–150+ SaaS + player-side service fees
TEKKA	**0.48% of volume → $72–149, hard-capped at $149**

Because the commission is hard-capped at **$149/month**, TEKKA's maximum possible software cost sits **below CourtReserve's cheapest tier ($159)** — so TEKKA is cheaper than the club-management incumbents at *every* utilization level, not merely at the bottom of the band. It is also the only one whose fee **falls automatically in low season** and the only one with **$0 upfront cost**.

The one nuance worth stating plainly to an investor: Playtomic's entry SaaS ($38/mo) has a lower headline number, but it is a player-network product that monetizes players through service fees rather than a club-management replacement, so the club-side comparison is not like-for-like. Against the tools TEKKA actually displaces — CourtReserve, Playbypoint, Skedda — the $149 ceiling makes the cost claim unconditional.

5. Strategic read

1. **Own the club-management layer; stay open to the player-network layer.** Playtomic's player liquidity is a genuine strength, not a wall to run at. TEKKA's play is to become the default system a club *operates* on, and to leave the door open — via its partner API — to integrating with the networks and logging apps players already use (Playtomic, Racketo) if partnerships arise. Complement rather than replace; the integrations are a potential, not a committed plan.
2. **The coaching economy is open.** No incumbent owns lessons, packages, and coach discovery — it's TEKKA's clearest opportunity and the stickiest club relationship (coaches churn slower than bookings). Coaches and players who love the tool are the channel through which TEKKA becomes the club's default.
3. **Displace the club-admin tools, not the player apps.** Where TEKKA does compete directly is against booking-only club software (CourtReserve, Playbypoint, Skedda). Padel Mates' operator wins show club-side lock-in is weak; commission-capped pricing plus white-glove migration is a credible switch pitch there.
4. **Grow greenfield first.** Win Italy/CEE/SEA/Caucasus new-build clubs where no platform is entrenched; build density there before meeting the incumbents in their home markets.
5. **Consolidation endgame.** MATCHi is buying capabilities TEKKA already built (tournaments, streaming-adjacent scoring). Regional density + a full club-management stack + an integration-friendly posture makes TEKKA either a network winner or a natural partner/acquisition target — all acceptable investor outcomes.
6. **Watch-items:** Playtomic feature velocity post-$70M; MATCHi M&A moving south/east; CourtReserve going international; any incumbent copying the commission-cap model. The integration posture is a hedge, not a dependency — TEKKA's revenue does not rely on any partner platform.

Sources

- Playtomic $70M raise · Playtomic crowdfunding (SGI Europe) · Playtomic Crunchbase · Playtomic Manager pricing · Playtomic service fee
- CourtReserve pricing · CourtReserve vs Playbypoint vs Playtomic · Playbypoint comparison
- MATCHi acquires Padelboard · MATCHi acquires Padelgo
- Rocket Padel switches to Padel Mates · Danish operator switches from MATCHi
- Category lists: Top court reservation software 2026 (Gitnux) · Pickleheads software guide · TopSpin Digital comparison