



## **The San Antonio Scorpions Find a Cost-Effective, Attentive, and Timely Print Partner in Thomas Printworks**

### **The Client**

The San Antonio Scorpions, under Soccer For A Cause, play their home games at Toyota Field in San Antonio. It is a privately funded, 8,000-seat playing facility capable of expanding to 18,500. The Scorpions compete in the North American Soccer League (NASL), which consists of 11 teams across the U.S. and Canada with two expansion teams in Miami and Puerto Rico slated to join in 2015.

All net proceeds from the San Antonio Scorpions go to benefit Morgan's Wonderland, located in Northeast San Antonio adjacent to Toyota Field. Morgan's Wonderland is the vision of philanthropist Gordon Hartman and was created so people of all ages with and without disabilities could come together in a safe, colorful, totally-wheelchair-accessible park for fun and understanding. Opened in 2010, Morgan's Wonderland features more than 25 rides, playscapes and attractions spread out over 25 acres in what once was a limestone quarry.

### **The Challenge**

The San Antonio Scorpions knew they needed to seek a new print partner when their current vendor was no longer correctly anticipating their needs. Because of this, on-time delivery and quality installation was never guaranteed. The San Antonio Scorpions were continually missing events due to the lack of printed materials. They knew if they continued to have inconsistent delivery and installation of their printed pieces, they would run the risk of losing valuable sponsorships. When the San Antonio Scorpions realized they needed to find a print partner with great value, quality, timeliness and attentiveness to their needs, they turned to Thomas Printworks.

### **The Solution**

The San Antonio Scorpions sought Thomas Printworks' assistance with the goal of finding a print partner that could

produce and install the highest quality graphics and signage truly worth of a professional sports team. They were also looking for a print partner who could provide them with a cost-effective service, due to the fact all of their net proceeds benefit Morgan's Wonderland, a non-profit organization. Thomas Printworks delivered this solution by:

- Becoming the primary, trusted print partner for the San Antonio Scorpions.
- Providing the San Antonio Scorpions with everything from nameplates and business cards to field boards and fence banners.
- Working with the San Antonio Scorpions to agree upon a cost-effective price for the services provided.
- Providing the San Antonio Scorpions with quality installers for the work and installing the work themselves if a quick turnaround time was needed.
- Customizing the stadium in a way that allowed it to look and feel like other stadiums in the area and across Texas, while still remaining uniquely branded.

## The Results

Thanks to Thomas Printworks' solution, the San Antonio Scorpions now have a print partner they can count on. Thomas Printworks has helped reduce the stress and anxiety that used to exist whenever the team needed print projects to be completed before home games. The reduced stress, along with solutions that are cost-effective, high quality and installed in a timely fashion have made the switch a great decision.

Toyota Field now has a great atmosphere that fans can truly enjoy, thanks in part to the signage added since the partnership with Thomas Printworks began two years ago. From field boards to fence banners, directional signage to suite signs, Thomas Printworks had played a key role in helping the San Antonio Scorpions deliver their fans and sponsors a soccer experience unlike any other.



**“Thomas Printworks’ on-time delivery, installation, timeliness, and attentiveness to our needs has helped to create an enjoyable atmosphere in our stadium and keep our sponsors happy.”**

– Andrew Forrest, Vice President and Assistant General Manager, San Antonio Scorpions

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