

Invitation to Tender

Official Equipment Supplier for Confederation Championships 2017

Introduction

The International Boxing Association (AIBA) is the governing body for Boxing and the sole representing member for this sport at the International Olympic Committee (IOC).

As part of its statutory objectives, AIBA organizes its own international and multi-continental competitions/events. In particular, AIBA organizes, in collaboration with the respective Confederations, all Confederation Boxing Championships (the Competitions), which are qualifiers for the AIBA World Boxing Championships, which will be held in Hamburg, Germany, from 25 August to 3 September 2017.

AIBA wishes to select a company to provide boxing equipment for the Competitions (the Company). For this purpose, AIBA intends to organize a tendering process (the Tender).

Definitions

In this Invitation to Tender, unless the context otherwise requires, the following words and phrases shall have the following meanings:

“AIBA Magazine” means the periodical official magazine published by or on behalf of AIBA;

“AIBA Website” means the internet website located at www.aiba.org;

“Confidential Information” means all information or data disclosed by or on behalf of a Party (in whatever medium including in written, oral, visual or electronic form) including all business, financial, commercial, technical, operational, organizational, legal, management and marketing information;

“Designations” means “Official Licensee of AIBA” / Official Equipment Supplier of AFBC / AMBC / ASBC / EUBC / OCBC Continental Championships;

“Event(s)” means AFBC African Confederation Boxing Championships – Brazzaville 2017, AMBC American Confederation Boxing Championships – Tegucigalpa 2017, ASBC Asian Confederation Boxing Championships – Tashkent 2017, EUBC European

Confederation Boxing Championships – Kharkiv 2017, OCBC Oceania Confederation Boxing Championships – Gold Coast 2017;

“**Products**” means boxing gloves, headguards, bandages, uniforms for officials and uniforms for competition of a model made in accordance with AIBA specifications and approved by the AIBA Technical and Rules Commission;

The Tender

The AIBA Licensing program represents the opportunity of becoming the exclusive supplier of boxing equipment for the Competitions where the licensees will have the opportunity to promote their brands and exploit their trademarks, names and logos. Furthermore, AIBA offers the use of its logo in association with the event.

AIBA is currently looking for a supplier of boxing equipment for the Competitions that are set to take place in 2017, as follows :

- AFBC African Confederation Boxing Championships – Brazzaville 2017 (May 27 - June 4)
- AMBC American Confederation Boxing Championships – Tegucigalpa 2017 (June 10-18)
- ASBC Asian Confederation Boxing Championships – Tashkent 2017 (April 30 - May 7)
- EUBC European Confederation Boxing Championships – Kharkiv 2017 (June 16-24)
- OCBC Oceania Confederation Boxing Championships – Gold Coast 2017 (June 26-29)

In exchange of the above events, at the end of the tender, the winner licensee/supplier will sign an agreement with AIBA on the basic following terms:

AIBA MINIMUM DEMAND						ADDITIONAL OFFER FROM THE LICENSEE	
Required Quantities of Equipment						Financial offer	VIK for free distribution
Gloves	Head-guards	Gauze	Tape	Bandages	Uniforms for Competition	USD_____	Boxing equipment for a value of USD _____
800 pairs	80 pcs	5869 rolls	6749 rolls	320 pairs of rolls	200		

Note: Full details available in Appendix 2

In consideration of the equipment supplied for events above mentioned, AIBA grants the licensee the following non-transferable, worldwide basic rights during the term:

Rights

- To use the Designations in connection with the Products

- To display the Event logo on the Products, promotional materials, packaging, and in electronic form on the Licensee's Approved Website, in all cases in connection only with the promotion and sale of the Products

Media

- To receive advertising space of not more than one A4 page in the advertising section AIBA Magazine for the promotion of Products in connection with the Events, provided that all advertisements shall be subject to AIBA's standard advertising submission and are approved by AIBA in advance
- To participate in such selected promotional campaigns of AIBA as AIBA may determine (in its sole discretion) from time to time, provided that all costs of and liability arising from such participation shall be borne solely by the Licensee
- To require AIBA to use its best endeavors to provide up to 100 tickets for each Event at which the Licensee is designated as sponsoring, subject to ticket availability and subject to the Licensee giving at least 30 days' prior written notice, and provided that all associated costs (including travel, accommodation and subsistence) in relation thereto shall be borne by the Licensee

Events

- The exclusive right to have one (1) stand at each of the Competitions, for the purpose of promoting and selling its general merchandise, provided that the size and location of the stand and range of products on display has been agreed by AIBA in advance. All associated risk and costs (including transportation and set-up of the stand and merchandise) must be borne by the Licensee. The Licensee must make a request to AIBA in writing in advance and obtain written approval from AIBA. AIBA reserves the right to reasonably refuse such a request
- To place the Licensee's logo on one (1) or more of the 'toblerones' around the ring at each of the Competitions. AIBA shall have discretion to decide on the final number of 'toblerones' on which the Licensee's logo shall be placed. The size and all other specifications to be subject to approval by AIBA in advance. All costs associated with producing the 'toblerones' must be borne by the Licensee
- To place the Licensee's logo on the official backdrop of the event that the Licensee is sponsoring. AIBA shall have discretion to decide on the positioning and the final number of appearances of the logo on the backdrop. The size and all other specifications to be subject to approval by AIBA in advance. The Licensee must submit the electronic files of the official logo to AIBA at least one (1) month before the event
- To place the Licensee's advertising on the LED panels of the Event that the Licensee is sponsoring, or static advertising board if LED panels are not available. AIBA shall have discretion to decide on the rotation order and the final

number of appearances of the animated advertising on LED and on the number of static boards. The size and all other specifications to be subject to approval by AIBA in advance. The Licensee must submit the electronic files of the official logo to AIBA at least one (1) month before the event.

- To receive two (2) non-transferable VIP accreditations or daily VIP tickets for each of the AOB Competitions if requested at least one (1) month prior to the each of the Competitions.
- To receive two (2) standard rooms on a complimentary basis for 2 nights at each of the AOB Competitions, provided these are requested to AIBA at least one (1) month before the event takes place. Accommodation will be provided in one of the official hotels at AIBA's discretion and all ancillary charges including room service, telephone etc. shall be a matter for the Licensee.

Bidding Process

The bidding process will be open from **March 17, 2017** until **March 31, 2017**.

Bidders are reminded to submit the enclosed Statement of Undertakings (Appendix 1) and any additional bidding documents before the deadline of **March 31, 2017** in accordance with the instructions set out herein. Only fully completed applications will be evaluated.

Condition of Bidding

The term of the Supplier Agreement will be from the signing of the agreement to **June 29, 2017**.

You should be aware that, AIBA demands, in consideration for the grant of Rights: payment/receipt of the following:

- In case of success in the tender, the licensee is requested to settle the payment of any additional offer **within seven (7) days upon signing of the agreement**

Evaluation and Selection Criteria

AIBA will evaluate all received information and documents based on the following evaluation criteria to appoint the licensee as the official supplier of the above-mentioned events:

- a) Any VIK or offer in addition to the minimum demand set out on page 2 and Appendix 2 of this document
- b) Proposed brand promotion and marketing plan on the leadup to the Events and onsite
- c) Overall profile of the company – credibility, experience and history



AIBA Contact Details

Should you have any questions, please do not hesitate to contact:

AOB Sport Department
Telephone: +41 21 321 27 77
Email: sport@aiba.org

Address:
AIBA - International Boxing Association
Maison du Sport International
Avenue Rhodanie 54
1007 Lausanne Switzerland

Appendix 1

Appendix 1: Statement of Undertaking

Name of company: _____

Tax number: _____

Address: _____

Referred to hereinafter as the “Company”, hereby expresses interest in participating in the Tender for AIBA Official Suppliers for Continental Championships 2017, and undertakes that:

1. No information provided nor representations made to AIBA are false, inaccurate or misleading;
2. None of the Company’s representatives or employees shall make any form of public announcement or statement relating directly or indirectly to AIBA, the Invitation to Tender resulting from the Tender to any media without the prior written approval of AIBA and that any non-compliance will lead to the penalty of being held responsible for any damages caused;
3. It (and its officers, employees, agents and advisers) shall keep confidential the terms of this Invitation to Tender and any information relating to affairs or business of AIBA which comes into its possession in relation to this Invitation to Tender, it shall not disclose confidential information (or any parts of it) to any third party without the prior written consent of AIBA, which may be given or withheld in its absolute discretion (save, where required by law) and it shall only be entitled to use confidential information for the purpose of the Tender;
4. All intellectual property and commercial rights in relation to AIBA, the Competitions and/or the Tender and any proposals resulting from the Tender shall belong and/or accrue exclusively to AIBA;
5. It is capable of and shall comply with all legal provisions contained in the Invitation to Tender or otherwise agreed in writing with AIBA;
6. AIBA shall not be held responsible for any costs, expenses and/or liabilities incurred in by the Company in the preparation and submission of the information and/or documentation in response to the Invitation to Tender and/or any responses to requests for further information by AIBA;
7. Any association with AIBA or the Competitions in any manner whatsoever without AIBA’s prior written approval is strictly prohibited;

8. AIBA shall not be required to invite the Company to participate in the Tender and reserves the right to organise any services related to the Tender itself or to re-open part of or the entire tendering process at a later stage;
9. This statement of undertaking and any related documentation shall be governed by and construed in accordance with the substantive laws of Switzerland. The place of jurisdiction shall be Lausanne, Switzerland.

By submitting this Statement of Undertaking, I/we confirm that I/we have read and understood the foregoing terms and conditions issued by AIBA regarding the process for selection of a candidate(s) to provide the related services, and agree that the Company that I/we duly represent is/are bound by such terms and conditions.

Signature: _____

Name and Title: _____

Place: _____ Date: _____

Official Stamp:

Appendix 2

Equipment Demand

Continental Championships	GLOVES 10 Oz		GLOVES 12 Oz		HEADGUARDS						GAUZE	BANDAGES	TAPE		UNIFORMS				Packages for Gold Medallists										
	Red	Blue	Red	Blue	Small		Medium		Large		By roll 15m X 5,7cm	By roll 20% 2.5m X 5cm 30% 3.5m X 5cm 50% 4.5m X 5cm	2.5cm x 10m	5cm x 10m red & blue	Unites per size per colour				SB	TS	ST	SP	SH	WU	HD				
					Red	Blue	Red	Blue	Red	Blue					M	L	XL	XXL											
AMBC American Continental Boxing Championships	31	31	31	31							852	160	624	356	6	6	6	6	10	20	20	10	10	10	10				
	26	26			8	8	8	8	4	4					6	6	6	6	10	20	20	10	10	10	10				
AFBC African Continental Boxing Championships	36	36	36	36							1,246	160	912	521	6	6	6	6	10	20	20	10	10	10	10				
	26	26			8	8	8	8	4	4					6	6	6	6	10	20	20	10	10	10	10				
ASBC Asian Continental Boxing Championships	40	40	40	40							1,696		1241	710	5	5	5	5	10	20	20	10	10	10	10				
												5			5	5	5												
OCBC Oceania Continental Boxing Championships**	26	26	26	26							306		224	128	3	3	3	3	10	20	20	10	10	10	10				
												3			3	3	3												
EUBC European Continental Boxing Championship	41	41	41	41							1,769		1,294	739	5	5	5	5	10	20	20	10	10	10	10				
												5			5	5	5												
Total	800				80						5,869	320	4,295	2,454	200				70	140	140	70	70	70	70				

SB: Sportbag
 TS: Training shorts
 ST: Training shirt
 SP: Sparring gloves
 SH: Sparring headguard
 WU: Warmup
 HD: Hoodie