

# Invitation to Tender

## Official Equipment Supplier for AIBA Men's World Boxing Championships – Hamburg 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 summer of 2017, following the Confederation Boxing Championships that serve as qualifiers, AIBA will organize the AIBA Men's World Boxing Championships (the Event), which is to be held in Hamburg, Germany, from 25 August to 2 September 2017.

AIBA wishes to select a company to provide boxing equipment for the Event (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](http://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 AIBA Men's World Boxing Championships – Hamburg 2017;

**“Event”** means AIBA Men's World Boxing Championships – Hamburg 2017;

**“Products”** means boxing gloves, bandages, tape, 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 Event 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 following Event:

- AIBA Men’s World Boxing Championships – Hamburg 2017 (August 25 – September 2)

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

Competition Period	AIBA MINIMUM DEMAND					ADDITIONAL OFFER FROM THE LICENSEE		
	Required Quantities of Equipment					Brand Activation Plan	Financial offer	VIK for free distribution
AUG 25~SEP 2	Gloves	Gauze	Tape	Uniforms for Officials	Uniforms for Competition	To be submitted together with the <i>Statement of Undertaking</i>	USD _____	Boxing equipment for a value of USD _____
	320 pairs	1800 rolls	2030 rolls	30 ITOs	60			

Note: Full details available in Appendix 2

In consideration of the equipment supplied for the event 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 Event, 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 the 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

### Event

- The exclusive right to have one (1) stand at the Event, 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 the Event. 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 the Event if requested at least one (1) month prior to the Event.
- To receive two (2) standard rooms on a complimentary basis for 2 nights at the Event, 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 24, 2017** until **April 30, 2017**.

Bidders are reminded to submit the enclosed Statement of Undertakings (Appendix 1) and any additional bidding documents before the deadline of **April 30, 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 **September 2, 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 Event:

- a) Any VIK and/or financial 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 Event 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](mailto:sport@aiba.org)

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

## 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 the AIBA Men’s World Boxing Championships – Hamburg - 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 Event 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 Event 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

## Hamburg 2017 - Equipment Demand

Event	GLOVES 10 Oz		GLOVES 12 Oz		GAUZE	TAPE		COMPETITION UNIFORMS					UNIFORMS FOR OFFICIALS			PACKAGES FOR GOLD MEDALLISTS									
	Red	Blue	Red	Blue	By roll 15m x 5cm	By roll 2.5cm x 10m	By roll 5cm x 10m red & blue		Units per size per colour					Design must be approved by AIBA. Sizing will be provided by the officials			SB: Sport bag TS: Training shorts ST: Training shirt SP: Sparring gloves SH: Sparring headguard WU: Warmup HD: Hoodie								
									S	M	L	XL	XXL											Shirt	Blazer
AIBA Men's World Boxing Championships – Hamburg 2017	80	80	80	80	1800	1300	365	365	6	6	6	6	6	60	30	30	10	20	20	10	10	10	10	10	10