



Request for Proposals to Provide 2011 National Team Uniform Kits

August 18, 2010

Background

Dragon Boat Canada (DBC) is the official IDBF member in Canada. No other proponent is recognized by DBC regarding 2011 National Team uniforms.

The 2011 IDBF World Dragon Boat Racing Championships take place in Tampa, Florida USA from 1st -7th of August 2011. DBC will sanction 18 crews covering all racing classes to this international competition. The National Team is composed of approximately 300 athletes with approximately 50% of each gender. The athletes range from Junior (12 or older) to Grand Dragon (50 or older).

This RFP is part of a competitive procurement process, which helps to serve DBC's best interests. It also provides firms with a fair opportunity for their services to be considered.

Timeline

The deadline for submissions in response to this RFP is September 30, 2010. Notification of the production award will be made on or before December 1, 2010. In order to qualify for selection, a supplier must be prepared to contractually obligate to deliver the product to the proponents by July 1, 2011 including but not limited to the issuance of financial penalties for late delivery.

This Request for Proposal has been posted on the Dragon Boat Canada web site for your convenience. Please visit www.dragonboat.ca.

Addenda and attachments are posted if issued. It is the bidding firm's responsibility to ensure that the entire RFP and related links, in its latest version, is reviewed prior to submittal of the proposal. We encourage you to check the web site frequently for any changes prior to the due date.

For questions about the content of the RFP or to receive a hard copy of the RFP or addenda, please contact [Chloe Greenhalgh](#).

Usage of Dragon Boat Canada's name and the names of national team athletes or coaches for promotional purposes by the bidding firms is by expressed permission in writing only.

The right to advertise, promote, market and sell Team Canada apparel and products can be a component of a bid submission. DBC encourages the use of this strategy and will weigh any official apparel marketing strategy into the final selection.

Selection Criteria

Proposals submitted will be evaluated as a total package presentation. Major deficiencies in any one area may be considered grounds for disqualification of the entire proposal.

Scoring the proposals will be done with, but not limited to, the list of criteria below:

Criteria	Point Value
The quality of the product offered. DBC reserves the right at no charge to request and evaluate samples of any items included in the bid submission.	25
Service Capability: The ability of the Firms to provide the goods and services on time and accommodate any special requirements, such as special sizes, last minute additional units etc. (Recommendation is to provide a brief history of the firm and its experience with programs of this type. Include names of employees of the firm who would be responsible this program. Also, provide 3 references served in the last 3 years who the proponents can contact.)	25
Product styling and overall appeal to National Team Program	20
The cost of the products offered including requested payment and delivery terms. Shipping fees shall be included.	15
Any special offerings of contra goods to offset costs to DBC.	5
The financial stability of the Firm. Does the Firm possess non-performance insurance?	5
Country of manufacture (please provide a copy of the firm's official policy on the use of "sweatshop" labor in factories).	2
The quality of the Firms proposed marketing plan; i.e., how Team Canada and their official merchandise would be promoted in conjunction with the promotion of the Firm's products in cooperation with DBC and possibly other partners. How will DBC benefit from this plan?	2
Other factors relevant to the Firm's capacity and willingness to satisfy the requirements of DBC.	1

DBC may include any other appropriate criteria as determined by the association in the evaluation process. Bidding Firms must provide DBC with any form or sample contract with terms and conditions that DBC may be required to sign.

Rejection of Proposals

DBC reserve the right to reject any or all proposals received. Non-acceptance of a Firm's proposal will mean that one or more proposals were deemed more advantageous to DBC or that all proposals were rejected. Firms whose proposals are not accepted will be notified after a binding contractual agreement between DBC and the selected Firm exists, or when/if the DBC rejects all proposals.

Assignment

The selected Firm is not permitted to assign the agreement in whole or in part without the expressed written permission of the proponent in writing.

Amendments

No amendment of a bidding Firm's proposal will be effective unless it is in writing and executed by the official agents of both proponents and by the individual authorized and assigned to execute on the bidding Firm's proposal.

Copyrights

Unless expressly agreed to the contrary in writing, all proposals, documents, reports, writings, video images, photographs or papers of any nature prepared by the bidding Firms (or their subcontractors) and forwarded to the DBC become the property of DBC and DBC own any copyrights thereto.

The Kit

The DBC kit will require approved original and unique design/artwork. Suppliers are reminded that the theme of an IDBF Championships is dragon boat sport at the highest level, not festival racing. Each athlete will require a mandatory kit comprised of:

- Racing Jersey
- Racing Shorts
- Long Sleeve Training Jersey (also for podium appearances)

Additionally, each athlete may wish to purchase other collateral items such as:

- Warm Up Suit
- Rain Jacket
- Rain Pants
- Hat
- Dress Shirt or Polo Shirt
- Back Pack or Equipment Bag
- Paddle Bag

On-line sales and point of purchase sales (at events) may also increase unit numbers.

The winning bidder is encouraged to be present at the 2011 World Championship site for uniform exchange/replacement and retail sales.

Each item is detailed in the accompanying specification sheet.



DRAGON BOAT CANADA
BATEAU-DRAGON CANADA

2011 National Team Uniform Kits Specification Sheet

Required Team Items

Racing Jersey

DBC kit colours are red/white/black in any combination. Theme of the design, material and construction must be high performance sport based. Athletes require jerseys that provide unrestricted freedom of movement, smart sleeves, body fit, excellent moisture wicking, non-pilling, odor resistant, rapid drying time and soft touch.

Racing Shorts

Colour, Red/White Black in any combination to match jerseys . A non-slip material in the seat area is desired. Breathable.

Long Sleeved Training Jersey (also for podium appearances)

Colour, Red/White Black in any combination to match racing jersey. Long sleeve, long back, classical –formal sport appearance, must provide unrestricted freedom of movement. Light weight.

Optional Team Items

Warm Up Suit

Colour, Red/White Black in any combination to match other kit items.

Rain Jacket

Colour, Red/White Black in any combination to match other kit items. Nylon/Elastan/Gortex or similar material. Sport shell jacket, windproof/breathable, spring/fall weight, with double weave polyester rip stop side panel & hood. Durable water repellent finish, body cut, seamless shoulder yoke, mesh lined zipper pockets, low bulk zip in collar hood, contoured hem with draw cord adjustment.

Rain Pant

Colour, Red/White Black in any combination to match other kit items. Active cut woven pant, durable stretch woven, articulated knee panel with contoured seam lines, elastic waist with draw cord, zipper closure pocket, wind resistant, highly breathable.

Hat

Colour, Red/White Black in any combination to match other kit items. Polypropylene material. Requires excellent moisture transportation/wicking, rapid drying, soft touch, light weight.

Dress Shirt/Polo Shirt

Colour – open but more formal with logo for team executives and formal functions. Polynostic/Polyester material . Quick dry, , lightweight, breathable.

Back Pack/Athletic/Travel Bag

Colour, Red/White/Black to match other kit items. Durable nylon or similar material, padded shoulder strap(s), assorted external and internal zippered pockets.

Paddle Bag

Colour, Red/White/Black in any combination. Durable nylon or similar material padded, shoulder strap, padded. Quality stitching required.

Company Information

Name

Address

Website

Name of Primary Contact

Telephone Number

Email Address

Item	Description (please include sample images of proposed kit)	Unit Price	Design/ Artwork	Cresting/ Embroidery	Total for 440 units (including applicable taxes)
Racing Jersey					
Racing Shorts					
Long Sleeve Jersey					
Warm Up Suit					
Rain Jacket					
Rain Pant					
Hat					
Dress Shirt					
Back Pack					
Paddle Bag					

Please e-mail a copy of your submission to DBC to:
Chloe Greenhalgh director@dragonboat.ca
Deadline for submissions is September 30, 2010