

2024 Selection of Equipment – Mixed Kite event

Invitation to tender

Part 1: Invitation to tender

1. Introduction

Following the slate of Events approved at the Annual Conference in November 2018, World Sailing invites Class Associations and manufacturers to tender for equipment to be selected for the **Mixed Kite event**, starting at the 2024 Olympic Sailing Competition.

The process for the selection is guided by World Sailing regulations. An Evaluation Panel formed with members of the relevant Committees will evaluate the tenders against World Sailing Policies and the approved Equipment Criteria and make a recommendation for the Equipment Committee to present to Council.

Given the significant work that this project entails, an Evaluation Panel is appointed by the Equipment Committee to oversee the process and have day-to-day conduct of the re-evaluation.

The composition of the Evaluation Panel is:

- One Vice-President.
- Chairman of the Equipment Committee.
- Two additional Equipment Committee members.
- Inshore Technical Manager.
- One Technical and Offshore Department Technical Specialist.
- A representative of the Events Committee.

In addition, the Integrity & Governance Department will advise the Evaluation Panel as required.

2. Participation and tenderer identification

Participation in this tender process is open on equal terms to all natural and legal persons identified as either;

- a. Designers,
- b. Copyright holders,
- c. Manufacturers,
- d. World Sailing Classes,
- e. Any third party which, in the opinion of the Working Party, meets or can meet the criteria established in this document.

The tenderer shall identify the above parties involved in the market situation for the proposed equipment regardless of their participation in the tender.

The identification form in Annex 1 shall be filled in and signed by:

- i. Each tenderer (including any member of a consortium or grouping);
- ii. Each Subcontractor whose share of the work is substantial.

The Evaluation Panel reserves the right to request any tenderer to submit the filled and signed identification form in Annex 1 of any subcontractor, whose work, in the opinion of the Working Party is substantial, also after the deadline of submitting the tender.

3. Subcontracting

Subcontracting is permitted in the tender, but the tenderer will retain full liability towards World Sailing.

Tenderers must give an indication of the part of the services and proportion of the equipment that they intend to subcontract. Tenderers are requested to identify all subcontractors. The change of any subcontractor identified in the tender will be subject to prior written approval of World Sailing.

4. Costs involved in the process

The tenderer shall be responsible for all costs associated with their submission.

Tenderers shall provide payment of a non-refundable application fee of £200 per application, to cover administration costs deriving from the document evaluation phase.

Such payments must be completed no later than one week after being invoiced.

Additionally, if required, shortlisted tenderers shall bear the cost of a World Sailing staff member to visit a production and/or assembly site if applicable.

Part 2: Evaluation Process

5. Evaluation phases

The evaluation will be carried in two phases. The results of each phase will determine the need to go to the next phase.

Phase 1

Document based evaluation of tenders against Equipment criteria and technical considerations, Event considerations, Cost, durability and sustainability considerations and Market considerations as described in part 3.

The Evaluation Panel will shortlist the candidates to continue with Phase 2.

Phase 2

Shortlisted tenders will be requested to provide any additional information required to evaluate the tender. If the Evaluation Panel considers it a requirement, World Sailing Technical and Offshore Department Staff will visit production and/or assembly sites or proposed events for shortlisted tenderers.

The Evaluation Panel will evaluate the shortlisted tenders based on feedback from the yard or event visits and the additional documentation.

A report of the evaluation will be put forward to the Equipment Committee along with the recommendation of the Evaluation Panel.

The Equipment Committee will make a recommendation to Council to:

- To select one of the tenderers as Equipment for the event at the mid-year meeting, recommending a candidate, or;
- To organize Sea-trials to further evaluate the candidates and to select Equipment for the event at the Annual Conference.

The tenders will be evaluated against the approved Equipment Criteria and World Sailing Policies and regulations.

6. Timeline:

Publication of invitation to tender	10 February 2019
Bid deadline	10 March 2019
Phase 1 Evaluation outcome	10 April 2019
If required: Visit to yards or events	
Phase 2 Evaluation outcome	3 rd May 2019
Recommendation to Council	Mid-year meeting (May 2019)

No tender received after 23:59h Local UK time of 10th March 2019 shall be accepted.

Part 3: Evaluation Criteria

Tenders will be evaluated against World Sailing Policies and the approved Equipment Criteria around the following areas: Equipment criteria and technical considerations, Event considerations, Cost, durability and sustainability considerations and Market considerations as described in the following blocks:

7. Equipment criteria and technical considerations

1) The evaluation of the equipment will be driven by the equipment criteria content from the approved Submission 097 for such event, described as:

- Foiling board
- Suitable for Men weight range men between 65kg to 85kg
- Suitable for Women weight range women: 50kg to 70kg
- RAM-Air (foil-kite system) with kite size for Men: 7-21 m² and kite size for Women: 7-21 m².
- Number of permitted kites per athlete at an event: 4 high performance, high aspect ratio kites.
- Number of permitted hydrofoil systems per athlete at an event: 1 high performance, high aspect ratio hydrofoil system.
- Same hydrofoil system, board and kites scheme for men and women.
- Suitable for competition at wind ranges between 5 to 40 knots.
- Schemes that allow for multiple manufacturers (such as Registered Series Production Scheme with multiple licensed builders)

2) The following must be submitted, if applicable:

- i. Class documents, or draft proposals, (Constitution and Class Rules)
- ii. Required certification methods to race, if any,
- iii. Weekly maximum delivery capacity,
- iv. Warranty Policy and Claim form,
- v. Any Brochure or marketing material,
- vi. Sustainable and environmental considerations regarding the production.
- vii. For schemes formed by a limited number of several one-designs:
Equipment building specifications including: Construction manuals, General arrangements, Construction methods, Production process, Sail plans.
- viii. For Registered Series Production Schemes:
List of requirements to be registered and examples of the documentation compiled of registered equipment (building specifications, Construction manuals, General arrangements, Construction methods, Production process, Sail plans)

3) The following must be submitted in order to evaluate against Quality Control: Information regarding existing or proposed measurement systems at manufacturing and at events and an explanation of how the following is controlled for each manufacturer:

- i. production;
- ii. materials;
- iii. methodology;
- iv. tooling;
- v. building specifications and tolerances;
- vi. subcontracted equipment;
- vii. standardization;
- viii. compliance with Class Rules and technical specifications;
- ix. damages and equipment claim;
- x. customer service.

8. Event considerations

1) The suitability to be selected as Olympic equipment will be evaluated on the base of Regulation 23.1.2, which states that:

World Sailing shall seek to ensure that the Olympic equipment taken together shall meet the requirements and objectives of the IOC and to:

- a) demonstrate the diversity of skills required to race various types of boats, and minimise the overlap between Events;
- b) place an emphasis on athlete skill rather than equipment development, and limit the impact of equipment on performance;
- c) demand a high level of athletic ability as well as excellent sailing skills;
- d) be attractive and accessible to young athletes from all continents, and of different size and weight, with a clear pathway from World Sailing Youth to Olympic Events and Equipment;
- e) maximise the participation of the world's best sailors and showcase the diversity of the sport;
- f) provide an effective platform for promotion of the sport, and elite sailors, between Olympics;
- g) progress towards an equal number of Events for men and women to participate in;
- h) avoid unnecessary or excessive equipment costs, development costs, measurement costs, coaching costs, race organisation and race official costs, and television and other media costs;
- i) offer continuity of Events and evolution of Equipment to give MNAs and sailors a dependable pathway into Olympic competition with continuity of investment;
- j) provide suitable Events and Equipment for Regional Games and other regattas;
- k) minimise environmental impact.

2) In particular, tenders shall provide information to evaluate world wide distribution and suitability to the event:

a. Distribution

- I. Existing fleet size and information regarding fleet size through the years.
- II. Number of National Class Associations and members world wide.
- III. Proof that the equipment is widely accessible and available around the world,
- IV. Existence of pathway classes;
- V. Ability to be chartered locally through a strong distribution network,

b. Event format

Although any new format options will need to be thoroughly tested before final decisions are made for the 2024 Olympics, the equipment selected must be able to accommodate a range of formats such as Short Track Relay on short windward/leeward course allowing for team members (male and female) to alternate in changeover zones.

9. Cost, retail price, durability and sustainability

- 1) The tenderer must provide a list of all pieces of Equipment, including the following:
 - a) List of suppliers of each piece of equipment
 - b) Retail price of each piece of equipment (for existing suppliers)
 - c) Cost for production of each piece of equipment justifying and specifying the breakdown retail price of all equipment.
- 2) The tenderer must provide a retail price for all options available to sailors to buy the Equipment, including if it is an existing option the following:
 - a) Average retail price of all equipment ready to sail (specifying the equipment)
 - b) Average retail price of all equipment ready to sail including items required for transportation and storage.
 - c) Average retail price of all equipment available in the market separately.
- 3) The tenderer must provide an analysis, where available, of the durability of the equipment and any sustainability considerations.

10. Market Considerations

- 1) Tenders must comply with World Sailing competition law policy ([here](#)) and international competition law.
- 2) The tenderer should bear in mind the provisions of the Olympic Classes contract, available upon request, which specifies the rights and obligations of the selected equipment.
- 3) Shortlisted tenderers for Phase 2 will be required to pre-sign the 2024 Olympic Classes Contract and Commercial Undertakings available upon request, prior to final recommendation to Council.

- 4) Tenderers shall provide the following information to evaluate compliance with World Sailing Olympic Equipment Strategy ([here](#)) approved by Council on 2nd November 2018:
- a. Existing or proposed licensing terms and licensing model.
 - For schemes formed by a limited number of several one-designs, tenders shall provide the existing or proposed licensing terms that would allow manufacturers to be licensed to produce the equipment.
 - For Registered Series Production Schemes tenders shall provide a clear description of the registration requirements and registration periods. If the scheme intends to limit eligibility to a limited number of registered models it shall justify and define the process.
 - b. Describe the current market situation, including a list of Suppliers for each piece of Equipment and in particular if the equipment is:
 - i. Free to be manufactured worldwide without restriction.
 - ii. Manufactured by licensed builders free of charge after achieving certain production standards. (Provide number, capacity and location of builders licensed worldwide)
 - iii. Manufactured by licensed builders at a cost (Royalty fee) after achieving certain production standards. (Provide Royalty fee, number, capacity and location of builders licensed worldwide)
 - iv. Manufactured by a list of approved production suppliers selected regularly in competing terms to a technical specification. (Provide number, capacity and location of registered production suppliers)
 - v. Single manufacturer worldwide. Capacity, location and justification for single manufacturer.
- 5) Tenderers shall include a clear description of the manufacturing and competition method (i.e.; One-Design, Registered series production scheme, etc).
- 6) Tenderers shall provide information to evaluate any other arrangements limiting competition to the tendering equipment market.
- a) Description of supplier and dealers' options for buyers around the world to buy the equipment.
 - b) Intellectual property ownership considerations.

Part 4: Professional Qualification and other considerations

Tenderers must prove their financial, technical and professional capacity to supply equipment as envisioned for a high universal demand.

11. Economic and financial capacity criteria and evidence

In order to prove their economic and financial capacity, the tenderer (i.e. in case of joint tender, the combined capacity of all members of the consortium) should provide the following evidence:

- 1) Copy of the profit & loss account for the last three years for which accounts have been closed,

Failing that:

- 2) Verifiable information to establish financial health of tenderers.

If, for some exceptional reason which World Sailing considers justified, a tenderer is unable to provide one or other of the above documents, he or she may prove his or her economic and financial capacity by any other document which World Sailing considers appropriate. In any case, World Sailing must at least be notified of the exceptional reason and its justification in the tender.

World Sailing reserves the right to request any other document enabling it to verify the tenderer's economic and financial capacity.

12. Technical and professional capacity criteria and evidence

The tenderer must prove expertise and experience in the following:

- a) Staff technical and manufacturing expertise
- b) High volume distribution and production
- c) Customer service and Quality management
- d) Drafting reports and construction manuals

13. Disqualification

A tender shall be disqualified where it is determined that there has been an effort by that tenderer to influence the processing of tender submissions or if it is established that such tenderer engaged in illegal, corrupt or fraudulent practices. The decision of the Working Party in this regard shall be final with no right of appeal.

14. Risk assessment

A risk analysis shall be performed on all shortlisted tenderers to ascertain if any of the following, as relevant, present an unacceptable risk to World Sailing:

- a) provided content of tender information used for the evaluation;
- b) compliance with World Sailing competition law policy (See Section 10);
- c) compliance with World Sailing Olympic Equipment Strategy (See Section 10);
- d) contract data provided by the tenderer;

Part 5: Tender content and communications

15.Format and Language

The tender shall be presented in English, in .pdf format with all text minimum font size of 12. Drawings and pictures may be presented in other formats.

All communications, written or verbal shall be made in English.

16.Content of tender

The tenders must be presented as a single submission composed of the following parts and identified as such.

1) **Introduction**

Maximum two pages of introduction.

2) **Identification**

- a) Identification of parties involved in the market situation as indicated in Section 2 and 3.
- b) Identification of tenderers as per Annex 1.

3) **Market Considerations**

- a) Requested information to proof compliance with WS Olympic Equipment Strategy as indicated in Section 10.
- b) Description of the market situation, including list of suppliers and proposed licensing model as requested in Section 10.
- c) Other information to evaluate competition in the market as indicated in Section 10.

4) **Equipment Considerations**

- a) Proof of compliance with equipment criteria as indicated in Section 7, point 1.
- b) Construction and design considerations as indicated in Section 7, Point 2.
- c) Quality Control information as indicated in Section 7, Point 3.
- d) Suitability to Olympic Equipment Considerations indicated in Section 8.1
- e) Suitability to Event Considerations indicated in Section 8.2
- f) List of equipment including price and cost considerations as indicated in Section 9, Points 1 to 3.

5) **Professional Qualification**

- a) Economic and financial capacity evidence as indicated in Section 11.
- b) Technical and professional capacity as indicated in 12.

Concise tenders are encouraged. Overall expected page count circa 50 pages, not accounting for documentation to prove the economic and financial capacity or documents such as CVs, contracts, drawings and class documents.

17. Modifications to tenders

Updates or modifications to received tender contents shall only be accepted if received prior to tender effective deadlines.

18. Communication and Q&A

All tenders and requested information shall be provided in English and by email to the following address: jaime.navarro@sailing.org

Any question from a tenderer must be formulated by email in writing and in English.

Acknowledged and accepted questions together with the answers will be shared among all remaining tenderers of each phase at the earliest opportunity of the Working Party.

Questions and answers end at the effective submittal deadlines.

Annex 1: Identification of the Tenderer

1. Participation

Each tenderer and subcontractor must complete and sign this identification form. (See Section **Error! Reference source not found.**)

Identity

Name of the tenderer : _____
Legal status of the tenderer : _____
Date : _____
Country : _____
Registration number : _____
VAT number : _____

Address

Address of registered office of tenderer: _____

Contact Person

Surname : _____
First name : _____
Title (e.g. Dr, Mr, Ms) : _____
Position (e.g. manager) : _____
Telephone number : _____
Fax number : _____
E-mail address : _____

Legal Representatives

Names and function of legal representatives and of other representatives of the tenderer who are authorised to sign contracts with third parties:

Declaration by an authorised representative of the organisation

I, the undersigned, certify that the information given in this tender is correct and that the tender is valid.

Surname : _____
First name : _____
Signature : _____