

Tender for disc partnership

Overview

Length of Contract: 1,5 years
Contract Start Date: (June) 2022
Contract End Date: (Dec) 2023
Deadline for Submitting Bids: 6th February 2022.

The European Ultimate Federation (EUF), governing body of Ultimate in Europe, was established in 2009 and is responsible for sanctioning and organizing national team competition as well as club competitions.

The EUF is searching for a disc partner for the next 1,5 years. With this document the EUF wants to reach companies that are specialized in WFDF recognized 175g Ultimate Discs. It is acknowledged that such an operation may require the use of subcontractors/suppliers/outsourced activities. As the EUF values transparency and would like to better understand the full scope of your operations, please ensure you indicate throughout the document how the work with third parties will look like. The aim of this document and process is to make the decision making transparent and give the opportunity to establish a great product.

How the document works

If you have questions, want to give feedback regarding the process/document, or would like to schedule a personal meeting to discuss anything, please don't hesitate to reach out to felix.nemec@ultimatefederation.eu. If you want to apply, please contact Felix to get your personalized document to fill out your bid.

Please note: this tendering process bears no relation to EUIC2022, Elite Invite 2022 or EMUCC 2022.

Be sure to submit your bid before the 6th of February, bids will not be accepted after the deadline. Bids will then be assessed and summarized for the EUF Board. Interviews will be conducted in February with the shortlisted bidders and details will be negotiated. The Board will decide on the winning partner and aim to have the contract ready by April.

Scope of work

Without Discs Ultimate cannot be played. Having a reliable disc partner will help to get more people in love with the flight of the disc and the love for ultimate.

The EUF will provide the list and location of tournaments ahead of time (please see Time Schedule). These tournaments are divided into three categories, respective of their importance to the season and therefore linked to the expectations for the partner.

Benefits of working with EUF

As the EUF's official disc partner, you will get exclusive access to EUF events, which will lead to international exposure and recognition. Together, we will work towards an increased reach within the whole ultimate community as well as fans, friends and family of the players/teams being at the tournaments. The company will be represented with their logo on EUF social media channels, EUF Homepage and Tournament websites. Additional exposure (for example during live streams can be negotiated, pls refer to point Advertisement). The partnership has the potential to lead to further additional projects (i.e. in order to develop ultimate across countries).

During tournaments EUF will provide a place where you can sell your items. Requirements for infrastructure at the tournaments will be highlighted during the bid allocation for upcoming tournaments. Accomodation and food will be provided throughout the tournament.

Roles & Responsibilities for merchandise partner

In this section, you will see our requirements as well as desirable additions.

Requirements

- Disc design based on the initial Logo of the tournament/event
- Provide Gamediscs for the tournament
- Provide discs for other EUF projects:
 - Train the Trainer
 - Youth Camps
- Reliable transportation to the tournament

This is the expected level of collaboration we envision for different events. Please indicate if you have something else in mind, we are open to suggestions:

- **Full size** tournaments:
 - Design
 - 5 Gamediscs per field
 - Customized tournament merchandise
 - Full size store at the tournament
- **Medium** tournaments:
 - Design
 - 3 Gamediscs per field
 - Min. customized tournament merch
 - Small store
- **Small** tournaments:
 - Design
 - 3 Gamediscs per field
- **EUF Projects**
 - Design
 - Provided Discs for participants

Time Schedule

These are the tournaments planned for the duration of the contract. (Color code is the same as above)

2022

Tournament	Date (estimate)	Days	Estimated Players	Priority	# Fields
5x EUCR (Regions W,N,C,S,E)	August/September	2	Ca. 200 players per event	Small	6 per event
EUCF	29.9.-2.10.	4	1000	Full Size	Ca. 14
2-3x Train the Trainer	unclear	2	Ca. 25 per event	EUF Project	
3-4 Youth Cups	April-June	2	150 per event	Small	3 per event
1-2 Youth Camps	July/August	5	200	EUF Project	

2023

Tournament	Date (estimate)	Days	Estimated Players	Priority	# people in organisation
Elite Invite	Eastern	3	550	Medium	4
2x/Division Spring Invite	April	2-3	400 per Event per division	Medium	Ca. 8 per event
EUC	Second half of July	6	1700	Full size	Ca. 14-20
U20 Euros	First week of August	6	700	Full size	Ca. 8-10
5x EUCR (Regions W,N,C,S,E)	August/September	2	Ca. 200 players per event	Small	6 per event
EUCF	October	4	1000	Full Size	Ca. 14
EMUC	October	4-6	600	Medium	Ca. 6-8
2-3x Train the Trainer	unclear	2	Ca. 25 per event	EUF Project	

3-4 Youth Cups	April-June	2	150 per event	Small	3 per event
1-2 Youth Camps	July/August	5	200	EUF Project	

Questions

1. Please provide a summary of your organization and its background.

- A) Business Model (please provide details of your locations, production sites etc).
- B) Please indicate subcontractors/suppliers/outsourced activities required for our partnership.
- C) The standard price for your disc.
- D) How do you envision a revenue share with EUF
- E) Are you interested in additional advertisements? What kind of product are you looking for?

2. Quality

- A) Do you have limitations regarding color or printing?

3. Services

- A) How much time do you need to provide the requirements for the different tournaments?
- B) What is your estimated delivery time?
- C) What other partners do you have? (Provide list of references and active partnerships)
- D) Are there any additional services you'd be able/willing to provide?
- E) Provide details about your customer services. (Repair, Exchange, Trouble-Shooting, Response time, etc.)

4. Values

- A) Diversity and Equity considerations
 - a) Please outline how you currently promote Gender Equity either across your company or through your work. If selected as an EUF partner, in what ways would you help promote Gender Equity?
 - b) Please outline how you currently promote Diversity either across your company or through your work. If selected as an EUF partner, in what ways would you help promote Diversity?
- B) Sustainability
 - a) How do you plan to travel to the tournaments (e.g. by plane / local store helpers)?
 - b) If available, provide certificates for your company/production.
 - c) What are your active steps to reduce waste? How does that influence your products?
 - d) What are the environmental impacts of your product? (e.g. use of sustainable materials, is your manufacturing process part of the circular economy, what are the emissions of producing one product).
 - e) Do you have ideas how we could take effective climate action through this partnership?

Scoring system

This is the scoring sheet where you can see the different weighting of the topics above. According to your provided answers and explanations we will assess them on a scale from 0-5 (5 being 100%). This System shall help us determine the candidates for additional interviews.

Category	Category Weighting	Element	Element Weighting
Budget	30%	Price per standard item	15%
		Revenue sharing	15%
Quality	5%	Material & Print	5%
Services	50%	Products for EUF operations	20%
		Production and delivery time	10%
		Design	5%
		Customer Service	10%
		additional services	5%
Values	15%	DEI	5%
		Sustainability	10%
	100%		100%