



# Invitation to Tender

Football West – Ball Supplier

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## About Football West

Football West is the sole governing body for football in Western Australia and represents all levels of competition, development and coaching in metropolitan and regional areas.

The world game has been a powerful and unifying force in the WA community for more than 120 years, bringing together football fans and participants regardless of age, gender or ethnicity.

With over 230,000 participants in the sport, Football West, which is affiliated to Football Australia, has created an environment that brings the game to life on parks, pitches, and indoor centres around the state.

Football West nurtures and encourages the next generation of players through pathways that have also been developed for coaches and match officials to pursue their dreams and aspirations.

## Invitation to Tender

Football West invites tender applications from sports equipment manufacturers to supply a range of match and training balls for use in Football West programmes and competitions. The list of required balls plus the selection criteria will be used to determine the successful supplier is provided in Appendices A & B.

### Official Ball Supplier to Football West

#### **Contract Term**

1 January 2024 to 31 December 2026.

#### **Commercial Properties**

The successful applicant will become the Official Ball supplier to Football West for the following programs and competitions:

- National Premier Leagues WA (Men's and Women's)
- Men's State League 1
- Men's State League 2
- Men's Amateur Premier Division
- Women's League Division 1
- Cup finals and sem-finals
- National Training Centre
- Education and Community Participation programs

For activities outside of those listed above, Football West will promote the supplier as the Recommended Ball Supplier. The successful applicant may use the agreement with Football West to enter the Western Australian football marketplace.

Football West shall have the flexibility to explore and collaborate with alternative suppliers for promotional items and one-off purchases that are not related to the leagues and programs specified in this tender.

### Football West Contract Preferences

- Investment – Cash, VIK, or mixture of both.
- Rebate on additional club sales.
- Competitive ball costs.
- VIK at wholesale price.
- Wholesale prices for all other football equipment including additional balls.
- Football West will explore further opportunities that may arise with the successful supplier throughout the term of the agreement.

## Football West Tender Process

- Football West will assess each Tender Application against the ‘Selection Criteria and Weighting’ and the ‘Football West Ball Requirements’ set out in the Invitation to Tender.
- In considering the Tender Applications, Football West may in its sole discretion:
  - a) request additional information, documents or material or clarification from a tenderer on one or more occasions.
  - b) ask or allow a tenderer to amend a Tender Application, including by inviting one or more tenderers to improve their proposed fees.
  - c) call for new Tender Applications or reinvoke Tender Applications.
  - d) extend any date referred to in the Invitation to Tender or this letter at any time; and
  - e) choose not to award a contract as a result of the Invitation to Tender.
- Football West may give or not give reasons for the refusal to negotiate with a tenderer, the rejection of a Tender Application or the decision to award or not award the right to negotiate a contract to a successful tenderer.

### No binding contracts

- After having assessed Tender Applications, Football West may provide a draft ball supply agreement to one or more tenderers and invite those tenderers to negotiate the ball supply agreement with Football West (**Contract**).
- No agreement with Football West for the supply of balls comes into existence unless and until Football West and a tenderer enter into and sign a ball supply agreement. Any award of a contract or preferred tenderer status to a tenderer is subject to the formal approval process of Football West. Only when the Contract is executed by all parties will the successful tenderer become Football West’s official ball supplier.
- The issue of the Invitation to Tender by Football West that a tenderer is a successful tenderer should be regarded as (a) an offer by Football West capable of acceptance by a tenderer; or (b) a commitment or representation on the part of the Football West (or any other person) to enter into a contractual arrangement or negotiations of the same.

### Reliance

- By submitting a Tender Application, the tenderer acknowledges and agrees that it has and is deemed to have satisfied itself by its own enquiries, assessments, and projections, as to the completeness or contents of any matters relating to the Tender Application. When preparing and submitting the Tender Application, the tenderer acknowledges and agrees that it relies on those enquiries, assessments, and projections and not any statement or representation by or on behalf of Football West.

Any questions in relation to the ball supply agreement should be directed via email to [Perry Ielati](#), General Manager – Football, Football West.

Answers to all questions received regarding the ball agreement will be provided to all other applicants to ensure that no supplier is disadvantaged during the preparation of proposals.

The closing date for the receipt of applications is **5pm (WST), Friday 8 September 2023\***.

Applications can be sent via email to [tenders@footballwest.com.au](mailto:tenders@footballwest.com.au) or by post to:

Perry Ielati  
Football West  
PO Box 214  
MAYLANDS, WA 6931

All applicants will be notified of the outcome of the ball agreement no later than **5pm (WST), Tuesday 31 October 2023**.

*\*Football West reserves the right to extend this deadline*

## APPENDIX A

### Selection Criteria & Weighting

Please address the following criteria in your tender submission.

<b>Discounting processes &amp; sponsorships</b>	<b>20%</b>
<ul style="list-style-type: none"> <li>- Details of any contra deals, ball discounts from regular pricing, cash sponsorship, equipment or ball bonuses, sponsorship of any Football West programmes and or events.</li> </ul>	
<b>Quality and range of balls for specified purpose</b>	<b>20%</b>
<ul style="list-style-type: none"> <li>- Important factors include available sizes (Futsal balls, sizes 3-4-5), FIFA Approved or Inspected, match and training quality balls, materials used, brand recognition as a match ball in regular competition.</li> </ul>	
<b>Price</b>	<b>15%</b>
<ul style="list-style-type: none"> <li>- The lowest tendered price will not necessarily be awarded the contract.</li> </ul>	
<b>Suitability of design</b>	<b>15%</b>
<ul style="list-style-type: none"> <li>- Capacity to have Football West and/or sponsor logos printed on the ball, appropriate colours reflecting the Football West brand.</li> <li>- Capacity to produce bespoke design on the ball, with multiple colours.</li> </ul>	
<b>Ordering procedures</b>	<b>10%</b>
<ul style="list-style-type: none"> <li>- Multiple ordering arrangements via telephone, email and or access to online store or ordering facility.</li> </ul>	
<b>Delivery times</b>	<b>10%</b>
<ul style="list-style-type: none"> <li>- Turnaround time from warehoused item to delivery at Football West or clubs, special make up times, stock item times, typical order timeframes, restocking time.</li> </ul>	
<b>Efficiency of service &amp; contract management</b>	<b>10%</b>
<ul style="list-style-type: none"> <li>- Response times to orders, general queries, ability of supplier to service clubs directly, contract bonuses, ability of supplier representatives to attend face to face meetings at various times, ability of supplier to attend Football West events and programmes at various times.</li> </ul>	

## APPENDIX B

### Football West Ball Requirements

Ball numbers are estimated, and exact quantities ordered may be more or less than specified depending on participation numbers for the relevant programmes and competitions.

Ball numbers are on a per season basis, unless specified differently.

#### **NATIONAL PREMIER LEAGUES (MEN'S & WOMEN'S, WA ONLY)**

*Includes Men's First, U20s and U18s teams, and Women's First and U23s teams. Must be FIFA Approved, at minimum.*

- **52 x size 5, premium quality**, competition match balls (1 per NPL team).
- Football West logo printed.
- Option for sponsor logo printed.
- Clubs may wish to purchase additional match quality balls in addition to the minimum requirement.

#### **NATIONAL PREMIER LEAGUES (JUNIOR)**

*Includes 22 x NPL Junior Clubs, each with 4 x NPL Junior teams (U13, U14, U15, U16). Must be FIFA Approved, at minimum.*

- **44 x size 4**, competition match balls (2 per U13 team)
- **132 x size 5**, competition match balls (2 per U14, U15, U16 team)
- Football West logo printed.
- Option for sponsor logo printed.
- Clubs may wish to purchase additional match quality balls in addition to the minimum requirement.

#### **STATE LEAGUE DIVISION ONE**

*Includes Men's First, Reserves and U18's teams. Must be FIFA Approved, at minimum.*

- **36 x size 5**, competition match balls (1 per team).
- Football West logo printed.
- Option for sponsor logo printed.
- Clubs may wish to purchase additional match quality balls in addition to the minimum requirement.

#### **FOOTBALL WEST CUP FINALS**

*Includes State, Amateur, Women's, Metro and Masters' Finals. Must be FIFA Approved, at minimum.*

- **50 x size 5, premium quality**, competition match balls.
- Football West logo printed.
- Option for sponsor logo printed.

- Clubs may wish to purchase additional match quality balls in addition to the minimum requirement.

### **FUTSAL**

- **100 x futsal balls, training quality**

### **FW ACADEMY PROGRAMMES**

- **80 x size 3 training quality balls**
- **80 x size 4 training quality balls**
- **80 x size 5 training quality balls**

### **FW CLINICS**

- **80 x size 3 training quality balls**
- **100 x size 4 training quality balls**
- **80 x size 5 training quality balls**

### **SCHOOL PROGRAMMES**

- **50 x size 3 training quality balls**
- **50 x size 4 training quality balls**

### **BEACH FOOTBALL**

- **20 x size 5, match quality beach footballs**