



Request for Proposal

Official Indoor Ball

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Project Overview

Volleyball Canada is seeking requests for proposals for “Official Indoor Ball” category, moving into the 2019 season.

The winning proposal will become Volleyball Canada’s Official Indoor Ball for all domestic competitions and programs starting in 2019. It will be granted rights to reproduce VC’s official marks as the “Official Indoor Ball of Volleyball Canada” and the rights to be negotiated as part of the sponsorship agreement.

Proposals will be evaluated and the successful bid will be determined and approved by Volleyball Canada.

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Background

Volleyball Canada Background

The Canadian Volleyball Association was founded in 1953, and joined the international federation, the FIVB, that same year. Now called Volleyball Canada, the organization works in cooperation with its provincial and territorial associations to foster growth and development of the sport in Canada, and to provide opportunities and programs for volleyball players, coaches and referees across the country.

Membership

Volleyball Canada is one of the largest and most dynamic sport organizations in Canada with over 2,400,000 Canadians participating each year as either an athlete, volunteer or spectator.

Volleyball Canada’s membership is the provincial and territorial volleyball associations (PTA). As the national governing body for volleyball, Volleyball Canada works with its PTA’s to offer benefits to its registered participants.

Volleyball Canada has approximately 80,000 registered participants across the country – a base that has consistently grown since 2008.

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Domestic Competitions and Programs

As the national governing body, Volleyball Canada programs and events are designed to support its mission to foster the growth and development of volleyball in Canada. As “Official Indoor Ball” a company will play a significant role in supporting this goal.

The following is an overview of Volleyball Canada’s domestic programs and events.



Volleyball Canada Nationals

Volleyball Canada is proud to have hosted successful National Championships since 1953. Since the open format was introduced nearly 20 years ago, teams from all over the country have been competing for the national title in a variety of age categories, from 14U to 35+.

The Volleyball Canada National Championships operate with an open format making these true national events with participation from nearly every province and territory. The current format welcomes club teams competing in the 14U to 18U age category across the country. These championships are held on an annual basis offering the opportunity for Canadian teams to compete for the title of National Champions.

In 2012, Volleyball Canada hosted their first festival event in which all age groups participated over six days under one roof in Toronto, Ontario. The success of this event led to the next festival event held in Calgary, AB in 2015 which saw an increase of participants to over 780 teams. The latest festival event, Volleyball Canada's largest, was held in May 2018 in Edmonton, AB.

Due to the success of the festival event format for Nationals, Volleyball Canada will begin hosting the festival event on a two-year cycle starting in 2020.

Volleyball Canada Nationals, have attracted the following number of participants:

Calgary 2015

Teams: 786
Participants: 10,218
Courts: 53

Nationals 2016

Teams: 919
Participants: 11,947
Courts: 50

Nationals 2017

Teams: 929
Participants: 12,077
Courts: 50

Edmonton 2018

Teams: 864
Participants: 11,126
Courts: 55

Canada Cup

The Canada Cup brings together Canada's next generation of high performance athletes to compete for their home province/territory in a true national championship.

Athletes selected to their respective provincial team programs will descend into Richmond to compete on July 19-22, 2018. The event will feature over 40 teams, including both male and



female athletes for the 1st time on a national scale, in two age divisions (18U & 16U) and represent nine provinces and territories.

The Canada Cup is a critical piece of the talent development process in Canada with over 300 athletes per gender covering a four year age span in the high performance pathway.

National Team Challenge Cup 2016

Teams: 50
Participants: 750
Courts: 8

National Team Challenge Cup 2017

Teams: 20
Participants: 300
Courts: 6

Canada Cup 2018

Teams: 35
Participants: 550
Courts: 6

Canada Cup 2019

Teams: 36
Participants: 550
Courts: 6

Regional Excellence Programs

The Regional Excellence Program ("REP" formerly the VCCE) are specifically designed to prepare volleyball athletes to take their game to the next level.

In partnership with high schools, provincial associations, colleges and universities, and funding partners, the REP is based on an integrated sport performance environment, including a number of services to complement high performance athlete development. Physical assessments, testing, video analysis, integrated strength and conditioning are part of the program offered by Volleyball Canada.

Focusing on committed club, high school as well as regional, provincial, and nationally recognized athletes (Grade 8-12), each person will benefit from the training received in his/her program. Training is based specifically on individual skill development.

Training commitments include 1-2 training sessions per week during the duration of the program. Availability of sessions depend on location, but take into account seasons of play for common Club and High School training times and are typically offered from September to June.

VCCE 2016

17 Centres Across Canada
Approximately 850 participants

VCCE 2017

17 Centres Across Canada



Approximately 850 participants

REP 2018
15 Centres Across Canada
Approximately 700 participants

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Scope of Work

Volleyball Canada is seeking a supplier to fulfill its needs for indoor volleyballs for use in its domestic programs and events for a minimum four year term. As such, Volleyball Canada is seeking the following:

- Official supplier of indoor balls for Nationals
- Official supplier of indoor balls for Canada Cup
- Official supplier of indoor balls for Regional Excellence Programs
- Other as applicable

It is understood that all sanctioned international volleyball competitions are not included in this RFP. Volleyball Canada is required to use FIVB approved volleyballs for sanctioned international competition.

The winning bid will:

- Support Volleyball Canada's vision, mission, and values
- Provide a mix of financial incentives to support the development and growth of volleyball in Canada.
- Supply a variety of high quality indoor balls that meet FIVB/NORCECA minimum standards and are developmentally appropriate.
- Demonstrate a willingness and/or ability to customize ball to required specs, including, but not limited to, co-branded panels,
- Supply a variety of volleyball equipment, such as ball carts, pumps, hats, etc, to support Volleyball Canada programming.
- Willingness to support and promote the partnership financially, and through activations.
- Ability to work with Volleyball Canada Membership

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Bid Instructions

All parties interested are asked to submit a Letter of Interest to Volleyball Canada by no later than October 29, 2018 by 5:00 pm EST. The Letter of Interest should include a short introduction of the bidder. The Letter of Intent should highlight the main contact for the bid. All letters should be addressed to Robin Guy, Director, Partnerships and Governance at rguy@volleyball.ca.

All bids are to be submitted to Volleyball Canada electronically in (.PDF) format by no later than November 22, 2018 by 5:00PM EST. All bids should be sent to Robin Guy, Director, Partnerships and Governance at rguy@volleyball.ca.

All bids are to contain the following information:

- A company overview, including an introduction of the company, which would include the types of products the company offers, and other partnerships that Volleyball Canada



should be made aware of, including agreements with the Provincial/Territorial Associations and/or other volleyball organizations.

- Provide details as to how a bidder plans to support the partnership, including details on a marketing and brand strategy to support/promote the partnership.
- A detailed description of how the bidder plans to support the partnership financially, including cash and/or in-kind product support (such as balls, accessories, etc...) to Volleyball Canada.
- How a bidder plans to activate the partnership, including Nationals, Canada Cup and REP.

All bids submitted by the deadline will be reviewed by Volleyball Canada. All questions regarding the RFP will be circulated to those who have submitted a Letter of Intent.

Volleyball Canada reserves the right, at Volleyball Canada's sole discretion, to allow minor errors or gaps in bid proposals to be repaired or revised without disqualifying the bid.

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Evaluation and Awards Process

Each written bid will be reviewed and evaluated on the criteria outlined in Annex 1. If more information is needed, and if time permits, the bidder will be contacted and given the opportunity to clarify and submit additional information.

Any questions submitted to Volleyball Canada will be shared electronically with all bidders who have expressed interest in the RFP.

Proposals will be evaluated and the successful bid will be determined and approved by Volleyball Canada.

Volleyball Canada reserves the right to reject any or all proposals, waive informalities, and to select the vendor, benefits, and services that best meet the needs of Volleyball Canada.

Proposals may be withdrawn at any time prior to the closing date. There is no appeal process once a selection has been made.

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Timelines

The following timetable will be respected:

- Request for Proposals Issued – October 2, 2018
- Letter of intent due – October 29, 2018
- Questions Due – November 15, 2018
- Bid Deadline - November 22, 2018

Volleyball Canada wishes to finalize all contracts as soon as possible after the winning proposal has been selected.



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Contact

For all questions and concerns, please contact:

Robin Guy
Director, Partnerships and Governance
Tel: 613-748-5727
Email: rguy@volleyball.ca



Annex 1

Bid Evaluation Grid

| Categories | Scoring |
|---|---------|
| Company Overview <ul style="list-style-type: none"> - Introduction of company - Key objectives of partnership - Overview of products offered (types of ball, carts, pumps, etc...) - Demonstrated an ability to support partnership - Demonstrated an ability to service partnership - Other key partnerships (FIVB, NORCECA, Provincial Association, etc...) | /5 |
| Technical <ul style="list-style-type: none"> - Types of indoor volleyballs offered (age appropriate balls) - Meets FIVB minimum technical standards as outlined in “Rules of the Game” | /10 |
| Financial <ul style="list-style-type: none"> - Demonstrated financial commitment for sponsorship - Demonstrated in-kind support for sponsorship - Proposed Term length | /15 |
| Marketing and Branding <ul style="list-style-type: none"> - Demonstrated ability to market and promote partnership (i.e. develop Volleyball Canada ball for sale, promote Volleyball Canada events, etc...) - Demonstrated willingness and plans to activate at Volleyball Canada Domestic Events - Demonstrated willingness to work with Volleyball Canada Membership | /15 |
| Other <ul style="list-style-type: none"> - Opportunity to include any other relevant information | /5 |
| | /50 |