



INVITATION TO TENDER FOR THE AWARD OF A PARTIAL BARTER TECHNICAL SPONSORSHIP CONTRACT TO PROVIDE APPAREL FOR THE FEDERAZIONE ITALIANA BASEBALL SOFTBALL'S NATIONAL BASEBALL TEAMS IN 2018, 2019 AND 2020

NOTICE

For purely exploratory and non-binding purposes, Federazione Italiana Baseball Softball has considered it appropriate to conduct a market survey through suitable forms of advertising, in accordance with the principles of transparency, rotation and equal treatment, economy and advertising.

This will be done by means of this market survey, in order to select a company to which it will assign a partial barter technical sponsorship contract to provide clothing for the Senior, Under 18/21, Under 15 and Under 12 category National Baseball Teams. This company will provide sportswear, uniforms and accessories, training and leisure clothing for the reference period.

1) CONTRACTING AUTHORITY

Federazione Italiana Baseball Softball (FIBS), Viale Tiziano 74 – 00196 Rome
06/32297221/32297217 - certified email address: segreteria.fibs@pcert.postecert.it –
VAT No. 01383101001; tax code no.05275570587.

2) SUBJECT OF THE NOTICE

The notice concerns the provision of sportswear, uniforms and accessories, training and leisure clothing for the reference period, to the extent indicated in the attached specifications, on the basis of which the bid must be drawn up according to the criteria indicated in Article 6 below. The use of the supplied items is subject to the regulations provided from time to time by the organizers of the events to which the FIBS is affiliated, such as, for example, the International Olympic Committee (IOC), the Italian National Olympic Committee (CONI), the World Baseball Softball Confederation (WBSC) and the Confederation of European Baseball (CEB).

3) DURATION OF THE PROVISION

The provision covered by this survey will end on October 31, 2020.

4) REQUIREMENTS FOR PARTICIPATION

Economic operators may participate in the survey if they meet the following requirements or, in case of non-Italian companies, provide equivalent documentation from their legal residence Country:

- general eligibility as defined by Article 80 of Legislative Decree 50/2016;
- professional eligibility as defined by Article 83, paragraph 1, letter a) of Legislative Decree 50/2016, by being registered in the Register of the Chamber of Commerce, Industry, Agriculture and Handicrafts or another register, where applicable, which is



capable of certifying the performance of activities in the specific sector covered by the contract;

- professional technical capability as defined by Article 83, paragraph 1, letter c) of Legislative Decree 50/2016;
- compliance with current legislation on workplace safety (Legislative Decree 81/08).

5) COUNTERVALUE OF THE PROVISION

The estimated value of the total provision for the reference period, at list price and including the barter portion is EUR 330,000.00 (excluding VAT). This is only an approximate amount, based on the needs of the FIBS during previous periods and is described in detail in the attached specifications (Annex 1).

In return for the provision, the FIBS guarantees the assignee the rights and opportunities deriving from the status of “Technical Sponsor for the Italian National Baseball Team” for the Senior, U18/21, U15 and U12 categories, namely, an integrated and exclusive package for the products listed in the Specifications and advertising, promotion and marketing rights for the activities of the National Baseball Teams, including the following combination:

- The titles of Italia Baseball Technical Sponsor and Official Supplier of the FIBS
- A presence on the field
- Image rights
- Media rights
- Advertising and promotional rights
- Hospitality
- Special projects.

The package will be developed in detail in collaboration between the assignee and the FIBS, according to the assignee’s marketing and communication objectives.

6) PROCEDURE AND AWARD CRITERIA

The potential awarding of the provision will be made by direct assignment in accordance with Article 36, paragraph 2, letter a) of Legislative Decree 50/2016. The assignee will be identified at the Administration’s own discretion, taking into account:

- the characteristics of the product and its suitability;
- the guarantee of availability of the articles for the entire duration of the agreement;
- the ranking of bids resulting from the following criteria, based on the categories of items as specified in the attached specifications (Annex 1):
 1. category 1 items: a greater quantity of items than the minimum indicated in the specifications;
 2. category 2 items: a higher discount applied to the purchase in a range between a minimum discount of 40% and a maximum discount of 60%, based on the official sale price at January 31, 2018, which participants are required to attach to the bid;
 3. a higher percentage paid to the FIBS in the form of royalties on merchandise items sold by the assignee, in a range between 5% and 10% of the sale price to the final consumer;



4. a higher discount applied to any subsequent purchases of category 1 items by the FIBS, in range between a minimum of 40% and a maximum of 60% on the official sale price at January 31, 2018, which participants are required to attach to the bid.

Based on the criteria mentioned above, the bids will be scored according to the following scale of values:

- point 1: 55%
- point 2: 25%
- point 3: 5%
- point 4: 15%

if any bids have equivalent scores, the highest score will be awarded to the best bid according to category 1.

In accordance with the principles of effectiveness, economy, impartiality and transparency, this invitation for tenders has been published on the Federazione Italiana Baseball Softball's website (www.fibs.it) in order to allow interested operators who meet the requirements to participate.

7) TERMS AND CONDITIONS OF PARTICIPATION

Interested parties who meet the requirements must send their bid no later than 12:00 noon on Tuesday, February 20, 2018 exclusively via the certified email address indicated in Article 1. The bid must include: description, image and code of any stock item; description and graphic draft of any customized item; baseball catalogue and price list as on January 31st, 2018.

For any questions which exclusively concern the presentation of their bids, interested parties may contact the Secretary General via the certified email address indicated in Article 1, no later than 12:00 noon on Thursday February 15.

8) PERSON RESPONSIBLE FOR THE PROCEEDINGS

The Secretary General

9) DATA CONTROLLER

Federazione Italiana Baseball Softball

10) DATA PROCESSOR

Federazione Italiana Baseball Softball

Rome, February 1st, 2018



Bando Sponsorizzazione Tecnica abbigliamento Squadre Nazionali Baseball 2018-2020 - All. 1 - Capitolato



Italia Baseball Technical Sponsorship 2018-2020 - Att. 1 - Bid Specification

Item	Category	Color	Quantity 2018									Quantity 2019					Quantity 2020					Totals
			Seniores	U18	U15	U15 Team	U15 Sper	U12	U12 Team	U12 Sper	Subtotals	Seniores	U18	U15	U12	Subtotal	Seniores	U18	U15	U12	Subtotals	
GAME																						
Jersey	1	home	50	40	35	25	25	35	25	25	260	20	15	10	10	55	20	15	10	10	55	370
Jersey	1	alternate	50	40	35	25	25	35	25	25	260	20	15	10	10	55	20	15	10	10	55	370
Jersey	1	road	50	40	35			35			160	20	15	10	10	55	20	15	10	10	55	270
Pant	1	home	100	60	60	30	30	60	30	30	400	50	20	20	20	110	50	20	20	20	110	620
Pant	1	road	100	60	60	30	30	60	30	30	400	50	20	20	20	110	50	20	20	20	110	620
BP Jersey	1	royal	50	40							90	20	15			35	20	15			35	160
Windbreaker	1		50	40	35			35			160	20	15	35	35	105	20	15	35	35	105	370
Bomber	1		50	40	35			35			160	20	15	10	10	55	20	15	10	10	55	270
Socks	2		300	240	105	50	50	105	50	50	950	300	240	105	105	750	300	240	105	105	750	2.450
Undershirt SS	2		80	70	60						210	80	70	60		210	80	70	60		210	630
Undershirt LS	2		50	40	35						125	50	40	35		125	50	40	35		125	375
Undershirt TN	2		25	20	15						60	25	20	15		60	25	20	15		60	180
Belt	2	royal	50	40	35	25	25	35	25	25	260	20	15	10	10	55	20	15	10	10	55	370
Cap fitted	1	royal	144	72	72			72			360	144	72	72	72	360	144	72	72	72	360	1.080
Cap OSFA	1		144	72	72	50	50	72	50	50	560	144	72	72	72	360	144	72	72	72	360	1.280
TRAINING																						
T-Shirt	1		300	240	105	50	50	105	50	50	950	300	240	105	105	750	300	240	105	105	750	2.450
Shorts Training	1		100	40	35			35			210	100	40	35	35	210	100	40	35	35	210	630
FREETIME																						
Polo	2		100	80	70			70			320	80	60	60	60	260	80	60	60	60	260	840
Training suit	2		50	40	35			35			160	40	30	30	30	130	40	30	30	30	130	420
Hooded fleece	2		50	40	35			35			160	40	30	30	30	130	40	30	30	30	130	420
Bermuda	2		50	40	35			35			160	40	30	30	30	130	40	30	30	30	130	420
Trolley bag	2		50	40	35			35			160	40	30	30	30	130	40	30	30	30	130	420
Personal bag	2		50	40	35			35			160	40	30	30	30	130	40	30	30	30	130	420