



INVITATION TO TENDER FOR THE AWARD OF A PARTIAL BARTER TECHNICAL SPONSORSHIP CONTRACT TO PROVIDE EQUIPMENT FOR THE FEDERAZIONE ITALIANA BASEBALL SOFTBALL'S NATIONAL BASEBALL AND SOFTBALL 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 equipment for the Senior, Under 18/21, Under 15 and Under 12 category National Baseball Teams and for the Senior, Under 19/22, Under 16 and Under 13 National Softball Teams. This company will provide playing and protective equipment 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 playing and protective equipment 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 150,000.00 (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 and “Technical Sponsor for the Italian National Softball Team” for the Senior, Under 19/22, Under 16 and Under 13 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 and Softball Teams, including the following combination:

- The titles of Italia Baseball and Italia Softball 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/softball 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



FIBS National Teams Technical Sponsor 2018-2020 Equipment - Att. 1 Bid Specifications

item	category	description	color	2018	2019	2020	totals	notes
BASEBALL NATIONAL TEAM								
Bats	1	wood pro		100	100	100	300	
Fungos	2			10	10	10	30	
Helmets	1		royal	24	24	24	72	
Coach Helmets	1		royal	6	6	6	18	
Catching Gear (complete)	1		royal	6	6	6	18	
Batting Gloves (pairs)	1		royal	72	72	72	216	
Wristbands (pairs)	1		royal	72	72	72	216	
Belts	1		royal	36	36	36	108	
Elbow Guards	2		royal	12	12	12	36	
Leg Guards	2		royal	12	12	12	36	
Baseballs Bags	1			4	4	4	12	
Baseballs (dozens)	1			100	100	100	300	

BASEBALL JUNIORS (18U)								
Bats	1	wood		40	40	40	120	
Fungos	2			10	10	10	30	
Helmets	1		royal	24	12	12	48	
Coach Helmets	1		royal	6	6	6	18	
Catching Gear (complete)	1		royal	4	2	2	8	
Batting Gloves (pairs)	1		royal				0	
Wristbands (pairs)	1		royal	24	24	24	72	
Baseballs bags	1			3	3	3	9	
Baseballs (dozens)	1			50	50	50	150	

BASEBALL CADETS (15U)								
Bats	1	metal		12	6	6	24	
Fungos	2			10	10	10	30	
Helmets	1		royal	24	12	12	48	
Coach Helmets	1		royal	6	6	6	18	
Catching Gear (complete)	1		royal	4	2	2	8	
Batting Gloves (pairs)	2		royal				0	
Wristbands (pairs)	2		royal	24	24	24	72	
Baseballs bags	1			3	3	3	9	
Baseballs (dozens)	1			30	30	30	90	

BASEBALL 12U TEAM								
Bats	1	metal		6	6	6	18	
Fungos	2			10	10	10	30	
Helmets	1		royal	20	10	10	40	
Coach Helmets	1		royal	6	6	6	18	
Catching Gear (complete)	1		royal	4	2	2	8	
Batting Gloves (pairs)	2		royal				0	
Wristbands (pairs)	2		royal	20	20	20	60	
Baseballs bags	1			3	3	3	9	
Baseballs (dozens)	1			30	30	30	90	

SOFTBALL NATIONAL TEAM								
Bats	1	fastpitch pro		12	12	12	36	
Fungos	2			5	5	5	15	
Helmets w Facemask	1		royal	24	24	24	72	
Catching Gear	1		royal	4	4	4	12	
Batting Gloves (pairs)	1		royal	48	48	48	144	
Wristbands (pairs)	1		royal	24	24	24	72	
Elbow Guards	2		royal	12	12	12	36	
Ball bags	1			3	3	3	9	
Balls (dozens)	1			50	50	50	150	

SOFTBALL JUNIORS (19U)								
Bats	1	fastpitch pro		12	6	6	24	
Fungos	2			5	5	5	15	
Helmets w Facemask	1		royal	12	6	6	24	
Catching Gear	1		royal	4	2	2	8	
Batting Gloves (pairs)	1		royal				0	
Wristbands (pairs)	1		royal	24	24	24	72	
Ball bags	1			3	3	3	9	
Balls (dozens)	1			20	20	20	60	



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<i>item</i>	<i>category</i>	<i>description</i>	<i>color</i>	<i>2018</i>	<i>2019</i>	<i>2020</i>	<i>totals</i>	<i>notes</i>
SOFTBALL 16U								
Bats	1	fastpitch pro		12	6	6	24	
Fungos	2			5	5	5	15	
Helmets w Facemask	1		royal	12	6	6	24	
Catching Gear	1		royal	4	2	2	8	
Batting Gloves (pairs)	1		royal				0	
Wristbands (pairs)	2		royal				0	
Ball bags	1			3	3	3	9	
Balls (dozens)	1			20	20	20	60	

SOFTBALL MINIME (12U) TEAM								
Bats	1	fastpitch pro		12	6	6	24	
Fungos	2			5	5	5	15	
Helmets w Facemask	1		royal	12	6	6	24	
Catching Gear	1		royal	4	2	2	8	
Batting Gloves (pairs)	2		royal				0	
Wristbands (pairs)	2		royal				0	
Ball bags	1			3	3	3	9	
Balls (dozens)	1			20	20	20	60	