



**FOOTBALL
WEST**

Football West

Invitation to Tender

Football West – Ball Supplier

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About Football West

Football West is the sole governing body for football (soccer) 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 Federation 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 Football West will be used to determine the successful supplier is provided in Appendices A & B.

OFFICIAL BALL SUPPLIER TO FOOTBALL WEST

Contract Term:

January 2021 to the 31st December 2022

Commercial Properties:

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

- National Premier League (Men's and Women's, WA only)
- State League Premier Division
- State League Division One
- Amateur Premier Division
- Women's State League
- Cup Finals and Semi Finals
- National Training Centre
- Education and Community Participation programmes

For competitions outside of the above Football West will promote the supplier as the “recommended match ball supplier”. The successful applicant may use the agreement with Football West to enter the Western Australian football marketplace.

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 course of the agreement

Football West Tender Process

Any questions in relation to the ball supply agreement should be directed by email to [Jacquie Chambers](#), Football West Partnerships Manager.

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 **5.00pm (AWDT) on Friday 15th January 2021**.

Applications can be sent via email to jacquie.chambers@footballwest.com.au or by post to:

Jacquie Chambers
Football West
PO Box 214
MAYLANDS, WA 6931

All applicants will be notified of the outcome of the ball agreement no later than **COB Friday 22nd January 2021**.

APPENDIX A

SELECTION CRITERIA AND WEIGHTING

Please address the following criteria in your tender submission

Price	20%
<ul style="list-style-type: none"> - The lowest tendered price will not necessarily be awarded the contract 	
Quality and range of balls for specified purpose	25%
<ul style="list-style-type: none"> - 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 	
Suitability of Design	15%
<ul style="list-style-type: none"> - Capacity to have Football West and/or Sponsor Logo's printed on the ball, appropriate colours reflecting the Football West brand - Capacity to produce bespoke design on the ball, with multiple colours 	
Ordering Procedures	5%
<ul style="list-style-type: none"> - Multiple ordering arrangements via facsimile, telephone, email and or access to online store or ordering facility 	
Delivery Times	12%
<ul style="list-style-type: none"> - Turnaround time from warehoused item to delivery at Football West or clubs, special make up times, stock item times, typical order timeframes, restocking time 	
Efficiency of Service & Contract Management	8%
<ul style="list-style-type: none"> - 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 	
Discounting Processes & Sponsorships	15%
<ul style="list-style-type: none"> - 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 	

APPENDIX B

FOOTBALL WEST BALL REQUIREMENTS

* note that 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.

* note that ball numbers are on a per season basis, unless specified differently

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

* note includes first team, 20s and 18s division for Men and first team and 23s division for Women

60 x premium quality size 5 competition match balls (3 per club), Football West (FW) logo printed, (clubs may wish to purchase additional match quality balls in addition to the minimum requirement)

**Must be FIFA Approved as minimum*

NATIONAL PREMIER LEAGUES (JUNIOR)

176x competition size 4 and 5 match balls (4 per club – 2 per team 13-16s), FW logo printed, option for sponsor logo printed (clubs may wish to purchase additional match quality balls in addition to the minimum requirement)

**Must be FIFA Inspected as minimum*

***Please note of the 176 balls, 44 of them will need to be size 4*

STATE LEAGUE DIVISION ONE

* note includes first team, 18's and reserves divisions

36 x premium quality size 5 competition match balls (3 per club), Football West (FW) logo printed, option for sponsor logo printed (clubs may wish to purchase additional match quality balls in addition to the minimum requirement)

**Must be FIFA Approved as minimum*

STATE LEAGUE DIVISION TWO

* note includes first team, 18's and reserves divisions

36 x premium quality size 5 competition match balls (3 per club), FW logo printed, option for sponsor logo printed (clubs may wish to purchase additional match quality balls in addition to the minimum requirement)

** Must be FIFA approved as minimum*

AMATEUR PREMIER DIVISION

* note includes first team and reserves divisions

36x competition size 5 match balls (3 per club), FW logo printed, option for sponsor logo printed (clubs may wish to purchase additional match quality balls in addition to the minimum requirement)

**Must be FIFA Approved as minimum*

WOMEN'S STATE LEAGUE

* note includes first team and reserves division

30x competition size 5 match balls (3 per club), FW logo printed, option for sponsor logo printed (clubs may wish to purchase additional match quality balls in addition to the minimum requirement)

**Must be FIFA Inspected as minimum*

FOOTBALL WEST CUP FINALS

* Includes State, Amateur, Women's, Metropolitan and Masters' final

50 x premium quality size 5 competition match balls, FW logo printed, option for sponsor logo printed

** Must be FIFA approved as minimum*

FUTSAL

100 x futsal balls, training quality

FW ACADEMY PROGRAMMES

80 x size 3 training quality balls

80 x size 4 training quality balls

FW CLINICS

50 x size 3 training quality balls

100 x size 4 training quality balls

50 x size 5 training quality balls

SCHOOL PROGRAMMES

45 x size 3 training quality balls

45 x size 4 training quality balls

BEACH FOOTBALL

30 x match quality size 5 beach footballs