



# CALL FOR TENDERS

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**Batch 1: French Championships 2024 - 2030**

**Batch 2: Badminton experience 2023 - 2030**

**Batch 3: Equipment supplier 2025 - 2030**

The Fédération Française de Badminton is a non-profit association governed by the law of July 1<sup>st</sup>, 1901, whose head office is located at 9-11 avenue Michelet, 93583 Saint-Ouen Cedex, represented by Mr. PENEL Yohan, acting in his capacity as President.

The French Badminton Federation is the governing body for Badminton in France. The federation's main objective is to:

- Steer
- Encourage
- Organize
- Regulate
- Develop Badminton in France

## Key figures

205,000 members  
18 regional leagues  
89 departmental committees  
2000 affiliated clubs  
1002 French Badminton Schools (EFB)  
100 average players per club  
6 international referees  
35 national referees  
22 international referees  
47 national referees  
666 state-certified trainers

1 mixed pair in the world top 8  
1 Paralympic champion (Tokyo) and three-time Paralympic World champion

1 annual international open  
5 French championships

1 "1PACTEGagnant" foundation, which implements, accompanies or supports projects with a virtuous impact, mainly in 4 areas:

- Inclusion
- Education
- Eco-responsibility
- Health



## GENERAL INTRODUCTION

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The FFBaD is launching a consultation to select its partner(s):

- For the French championships (**Batch 1**)
  - o TOP 12 finals
  - o French Elite Championships
  - o French Veteran Championships
  - o French Youth Championships
  - o French Para Badminton Championships
  
- Badminton equipment to promote practice in schools (**Batch 2**)
  - o Badminton experience planned on a target of 40 dates to be defined.
  
- Complete federal equipment (**Batch 3**)
  - o French teams (all)
  - o National trainers
  - o Employees
  - o The executive board
  - o Federation partners  
  - o In addition to the 3 batches, the FFBaD will be attentive to all proposals for the “title” partner of its French Internationals for the 2027 to 2030 campaign, with a view to its candidacy and subject to its award by the Badminton World Federation (BWF).

(Financial offer and full supply of equipment, fields, posts, nets, referee chairs, shuttlecocks, players' boxes, shuttlecock dispensers, volunteer t-shirts, etc.)

Full specifications on request.

Each lot can be split into several lots to better cover the defined needs.



## Terms of tender

### RESPONSE TO INVITATION TO TENDER AND SELECTION OF CANDIDATES

Each candidate's file must contain a letter of application including the choice of lot(s) proposed, the proposed collaboration with the French Badminton Federation and information on technical and financial capabilities, as well as production/delivery capacity.

It must also include the following information:

- Company name
- Company description
- Company network and location
- Legal form and registered office
- Mail and telephone contact
- Registration number and SIREN number
- Marketing methods used
- Order processing
- Commitments that can be made in terms of quality, responsiveness, follow-up and manufacturing/delivery lead times
- Methodology for implementing the partnership
- Sports references
- Corporate social and environmental responsibility

In order to raise awareness among all applicants, the FFBaD has created three lots and a bid option for the title partner of its French Internationals. It is possible to respond with the aim of obtaining one or more lots, or with the aim of obtaining the totality. If the bidder obtains all the lots, he or she will obtain the rights of **"major partner of the federation"**.

If the prizes are shared, each candidate will be awarded the title of **"official partner of the federation"**.

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The FFBaD will then choose the offer that best meets its needs based on the following criteria:

- The level of equipment allocations
- Financial support associated with endowments
- Quality of products and services
- Reactivity in the event of exceptional needs
- Candidate company's commitment to CSR, the environment, labels, innovation, etc.
- The quality of complementary offers that can be provided and/or proposed. (Specific rates, etc.)

Each candidate must submit a catalog of its public prices, including all the products listed in the invitation to tender.

FFBaD is also free to assess candidates' bids according to any other criteria it deems relevant.

Publication of the consultation on **Wednesday January 3, 2024**.



## Terms of tender

Applications should be sent by registered post with acknowledgement of receipt to the attention of Mr. Eric Salanoubat, General Manager of the FFBaD, to the following address:

### **French Badminton Federation**

#### **"2023" call for tenders**

9/11 Avenue Michelet  
93583 Saint-Ouen Cedex

Or by e-mail to the following address: [karine.leveque@ffbad.org](mailto:karine.leveque@ffbad.org)

The deadline for submitting applications is **Sunday, February 25, 2024 at 11:59 pm Paris time**, as evidenced by the postmark.

Candidates' bids and associated documents must be written entirely in French. However, FFBaD reserves the right to request certain documents in their original language.

Prices must be given in euros, exclusive of tax and inclusive of all taxes.

From **Monday February 26, 2024**: analysis of bids and possible hearing(s) of one or more candidates.

The announcement of the successful candidate(s) will take place on **Monday March 25, 2024**.

The selection of bids, the conduct of hearings and the final choice of the successful candidate(s) will be made by a jury (whose composition will be communicated in advance).

The FFBaD may at any time request further details in writing, to which candidates shall reply within a specified period.

Tenders are valid for 60 days from the deadline for receipt. The contract will start on the day of its award, in accordance with the dates of each lot.

Each candidate's offer must be initialed by a duly authorized representative(s) of the candidate.

To this end, each candidate undertakes to guarantee FFBaD that the said representative(s) has (have) full authority to bind the candidate.

Any offer submitted by a candidate in the context of this invitation to tender is deemed irrevocable for a period of 60 days from the date of submission of offers by candidates.

All bids submitted by a candidate are definitively and irrevocably binding if, on the day the results are announced, they are accepted by the FFBaD.

Each candidate guarantees the FFBaD that the information contained in its offer is neither erroneous nor misleading, and that in the event of any significant change in the candidate's situation after the submission of its offer, it will immediately inform the FFBaD in writing, failing which its offer will be eliminated.

The FFBaD reserves the right to select several bids per lot and, consequently, to award the following contracts several framework agreements for a single lot. This is on the assumption that it would

provide FFBaD with better coverage of its defined needs, in terms of both quality and quantity.

The FFBaD reserves the right not to accept a bid for any reason. In this case, it will inform the candidates of such a decision, which will not give rise to any compensation.

The FFBaD will inform the selected candidates by e-mail.

Following the award of the contract, both parties will draw up a contractual application document, entirely in French. It will set out the various practical arrangements and the performance of obligations.

## **PRIVACY**

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The applicant undertakes to keep strictly confidential and, consequently, not to divulge to third parties, directly and/or indirectly, in any form whatsoever, any information and documents brought to its knowledge within the framework of this invitation to tender.

The applicant shall be solely liable to the FFBaD for compliance with the foregoing provisions by its partners, managers, employees and/or representatives, and any service providers and subcontractors. Consequently, any breach of the aforementioned provisions by any of them will render them personally liable to the FFBaD.

FFBaD also reserves the right to reject, at any time, any bid submitted by a candidate who fails to comply strictly with this confidentiality obligation.

FFBaD undertakes to keep the content of bids submitted by candidates strictly confidential. Notwithstanding the foregoing, in order to respect the equality of the candidates and the transparency of the procedure, the FFBaD may publish any press release or organize any communication the purpose of which is to present:

- Outline of the FFBaD call for tenders,
- Some information about the candidates,
- Award decision(s) and more generally,
- Any information it deems necessary or opportune to ensure that the tender procedure is carried out in the best possible conditions.

The obligations of confidentiality incumbent on the candidates and the FFBaD by virtue of the invitation to tender shall apply to the latter throughout the tender procedure and for 6 months following the announcement of the results of the invitation to tender by the FFBaD.

## **INSURANCE**

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Each successful candidate undertakes to take out an insurance policy with a reputable company to cover their civil and professional liability. They must provide proof of this insurance within 15 days of being notified of their selection.

Each successful candidate also undertakes to take out all necessary and compulsory insurance cover for the execution of the partnership covered by this invitation to tender.

The FFBaD reserves the right to terminate any agreement and/or convention to the detriment of the successful candidate in the event of failure to provide proof of insurance.



## FFBaD counterparties

### **ANNUAL CONTRIBUTIONS PROPOSED BY FFBaD "official partner" (for one lot)**

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#### Promotional rights

- Official partner title and logo
- 1 e-mailing operation per year
- 1 social networking operation (LinkedIn)
- 1 publication in the federal e-magazine

#### Visibility rights

- Logo and link to your site from the FFBaD partner page
- Logo on sleeve of French team jersey
- Logo on all posters for national events
- Logo on pitch panels at French championships

#### Public Relations

- 4 VIP seats at each of the national finals
- 4 places in each national event

### **ANNUAL CONTRIBUTES PROPOSED BY FFBaD "Major Partner" (Total lots)**

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#### Promotional rights

- Major partner title and logo
- 3 e-mailing operations per year
- 3 operations via social networks
- 3 articles in the federal e-mag

#### Visibility rights

- Logo and link to your site from the FFBaD partner page
- Logo on front of French team jersey
- Logo on all posters for national events
- Logo on pitch panels at French championships
- Logo presence on all actions and events organized by the FFBaD
- Logo on official FFBaD vehicles

#### Public Relations

- 12 VIP seats at each of the national finals
- 20 places on each national event
- 10 VIP seats per day at French internationals
- 20 places on the French internationals

The FFBaD will be attentive and dynamic in the study of various proposals that may be suggested in the activation of the said partnership.



# Batch 1

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## Subject: French Championship 2024 - 2030

### INTRODUCTION

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The FFBaD is launching a tender to select its partner(s) for the French championships, for the years 2024 to 2030 inclusive. The partnership will take effect on 01/09/2024 and end on 31/08/2030. As a reminder, competitions covered by the CNOSF (Olympic Games, European Games) are not concerned.

### PRODUCTS REQUESTED

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#### Type of product

The products requested are detailed in Appendix 1.1:

They break down into 3 possible lots

- Grounds
- Post/net kits and referee chairs
- Shuttlecocks / boxes / Volunteers t-shirts  
For shuttlecocks, a minimum of 2 speeds is required, which justifies the quantities requested.  
Unused shuttlecocks will be returned at the partner's expense after each competition.
- All lots are accompanied by partner(s) communication materials for the competition sites.

A candidate may bid for one or more of the above lots.

#### Product quality

Naturally, the highest quality for all products is desirable.

Details of each lot are given in appendix 1.1.

### QUANTITIES

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The quantities required each year are described in appendix 1.1.



# Appendix 1.1

## Subject: French Championship 2024 - 2030

### Technical equipment

Events	Shuttlecocks tubes	Courts	Nets	Posts	Referee chairs	Side boxes
Pôles France, Espoirs, Para and INSEP	5000 (Elites)	-	-	-	-	-
French Elite Championship	150 (Elites)	4	4	8	4	16
TOP 12	100 (Elites)	4	4	8	4	16
French Youth Championship	300 (Elites)	9	9	18	9	48
Youth qualifications	125 (standard)	12	12	24	0	24
French Veteran Championship	450 (Elites)	9	9	18	9	48
French Para Badminton Championship	100 (Elites)	5	5	10	5	24
Elite youth circuit	300 (standard)	-	-	-	-	-
Elite youth circuit	750 (Elites)	-	-	-	-	-

### Communication media

Events	Courts signs	Shuttlecocks bins	Banners tarpaulin /	Rolls up	Oriflammes
French Elite Championship	20	5	5	5	4
TOP 12	8	2	2	2	4
French Junior Championship	36	9	9	9	4
French Veteran Championship	36	9	9	9	4
French Para Badminton Championship	20	5	5	5	4

### Volunteers

Events	T-shirts
French Elite Championship	1000
TOP 12	
French Junior Championship	
French Veteran Championship	
French Para Badminton Championship	
Youth qualifications	



## Batch 2

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# Badminton experience 2023-2030

## INTRODUCTION

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The FFBaD is launching a tender to select its partner for the years 2024 to 2030 inclusive. The partnership will take effect on signature of the contract and will run until 31/12/2030.

It will cover 7 seasons, from 2023/2024 to 2029/2030

## NEEDS

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The French Badminton Federation is looking for a partner to design, run and develop activities for different audiences and in different locations as part of its sports and social policy. (education, health, inclusion...)

The deployment of the actions is based on a target of 40 dates / year and on three identified sectors:

- Education: elementary school nationwide
- Healthcare: EPHAD, ESAT, Hospitals ..... nationwide
- **Employment**: Return to employment (operation "Stade vers l'emploi") nationwide

The theme of the actions is subject to change and will be discussed with the successful candidate.

## PRODUCTS REQUESTED

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### Type of product

The following products are required for the educational aspect of federal teams:  
Between 40 and 50 Kits consisting of:

- 2 posts and 1 net
- 1 floor marking
- 12 rackets
- 2 boxes of shuttlecocks

and 100 T-shirts for national operation supervisors.

### Product quality

Naturally, the highest quality for all products is desirable, in line with safety regulations.



# Batch 3

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## Complete equipment supplier 2025-2030

### INTRODUCTION

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The FFBaD is launching a tender to select its equipment supplier for the years 2025 to 2030 inclusive. The partnership will start on 01/01/2025 and end on 31/12/2030. As a reminder, competitions covered by the CNOSF (Olympic Games, European Games) are not concerned.

The details of this invitation to tender (competitions concerned, type of outfits, etc.) are set out below. It covers **all FFBaD requirements**.

### GAME OUTFITS - CONCERNED COMPETITIONS

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Unlike previous years, this invitation to tender will only cover **team competitions**. In individual competitions, senior and U19 players will wear the outfits of their personal partners.

Competitions concerned: All international team competitions, for all French teams (Senior, Youth U15, U17, U19, and Para badminton).



## PRODUCTS REQUESTED

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### **Type of product**

The products requested are detailed in appendices 1, 2, 3 and 4.

Partners are asked to offer products suitable for both men and women.

### **Product quality**

Naturally, the highest quality for all products is desirable. The best products should be offered to the French Senior and U19 teams. For other populations, the partner may offer products of inferior quality, provided they are suitable for top-level badminton.

### **Design**

The FFBaD would like to see a unique French design developed in conjunction with the partner. Particular attention will be paid to the originality of the jerseys and their "one-of-a-kind" design.

For your information, here are the pantone references for FFBaD blue and red:

- Blue: 2748C
- Red: 485C

### **Flocking**

The flocking of the outfits is part of this call for tenders. As a reminder, the flocking requirements are as follows (and must comply with BWF (international federation) specifications):

- France flag or FFBaD logo on heart side (or opposite).
- "France" + player's name on the back.
- Partners (front and sleeves)

## QUANTITIES

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The quantities required each year are described in appendices 3.1, 3.2, 3.3 and 3.4.

An initial sample of the required sizes will be sent as soon as possible.



## SELECTION CRITERIA

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To make its choice, FFBaD will use the following criteria.

1. Commercial proposal. **The FFBaD expects all the requirements** described above **to be met free of charge**, and will pay close attention to the partner's commercial proposal, including flocking costs.
2. Storage and delivery arrangements: as FFBaD does not have the necessary premises to store these products, the partner is expected to propose one or more solutions in this respect. We will undertake to communicate our requirements within a reasonable timeframe, enabling the partner to prepare for delivery with peace of mind.
3. Possibility of restocking; as quantities are always theoretical, the partner is asked to be able to restock 20% of the quantities requested within a reasonable timeframe.
4. Design and visual identity of the jersey: as explained above, the FFBaD is hoping for a unique jersey that will set it apart from other countries.
5. Strategy for selling the French team jersey to licensees and fans + potential gain for the FFBaD.

To this end, the FFBaD is asking for a specific price offer for its licensees, clubs, committees and leagues, in order to activate the partnership dynamically in the region.

- Typical offer permanent % discount
  - Remittance at the end of the year to the FFBaD on the partner's sales excluding VAT.
6. Partnership activations and communications.

## ACCESSORY KIT - REPRESENTATION OUTFITS

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The FFBaD also requires uniforms to represent our athletes, French team staff, employees, elected representatives and partners. These outfits are worn at every competition by the coaching staff and by the players outside the competition (press conferences, podiums, interviews, press relations, etc.).

The requirements for these outfits are fairly basic and can be broken down into annual kits:

- Details and quantities in appendices 3.1, 3.2, 3.3 and 3.4.



# Appendix 3.1

## (French teams)

	Annual quantity	Women	Men	Total
Technical T-shirts	3	80	80	480
Cotton T-shirt	3	80	80	480
Polo	3	80	80	480
Cap	1	80	80	160
Sweatshirt	1	80	80	160
Shorts / skirts	3	80	80	480
V-neck sweater	1	80	80	160
Jogging bottoms	1	80	80	160
Jogging top	1	80	80	160
Windbreaker	1	80	80	160
Hoodies	1	80	80	160
Winter jacket	1	80	80	160
Backpack	1	80	80	160
Travel bag	1	15	15	30
Socks	20	80	80	3200
Gourd	1	80	80	160



# Appendix 3.2

## (FFBaD partners and elected representatives)

	Partner allocation		Elected representatives			
	Annual quantity	Total	Annual quantity	Women	Men	Total 1
Technical T-shirts	1	1	1	15	20	35
Cotton T-shirt	30	30	2	15	20	70
Polo	30	30	2	15	20	70
Cap	30	30	1	15	20	35
Sweatshirt	30	30	1	15	20	35
Shorts / skirts	0	0	0	15	20	0
V-neck sweater	30	30	1	15	20	35
Jogging pants	30	30	0	15	20	0
Jogging top	30	30	0	15	20	0
Windbreaker	30	30	1	15	20	35
Hoodies	30	30	1	15	20	35
Winter jacket	30	30	1	15	20	35
Backpack	30	30	1	15	20	35
Travel bag	30	30	0	15	20	0
Socks	0	0	0	15	20	0
Gourd	30	30				
Partner gift kits (qualitative to offer)	30	30				



# Appendix 3.3

(FFBaD employees)

	FFBAD employees			
	Annual quantity	Women	Men	Total 1
Technical T-shirts	1	30	30	60
Cotton T-shirt	2	30	30	120
Polo	2	30	30	120
Cap	1	30	30	60
Sweatshirt	1	30	30	60
Shorts / skirts	0			
V-neck sweater	1	30	30	60
Jogging pants	0			
Jogging top	0			
Windbreaker	1	30	30	60
Hoodies	1	30	30	60
Winter jacket	0			
Backpack	1	30	30	60
Travel bag	0			
Socks	0			



# Appendix 3.4

## (Trainers)

	Trainers			
	Annual quantity	Women	Men	Total 1
Technical T-shirts	3	20	20	120
Cotton T-shirt	3	20	20	120
Polo	3	20	20	120
Cap	1	20	20	40
Sweatshirt	1	20	20	40
Shorts / skirts	1	20	20	40
V-neck sweater	1	20	20	40
Jogging pants	2	20	20	80
Jogging top	2	20	20	80
Windbreaker	1	20	20	40
Hoodies	1	20	20	40
Winter jacket	1	20	20	40
Backpack	1	20	20	40
Travel bag	1	20	20	40
Socks	20	20	20	800