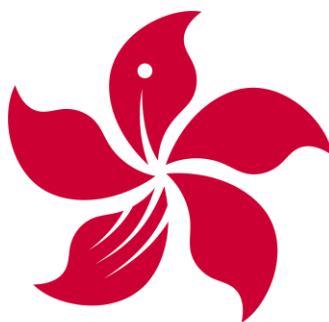


**TENDER FOR THE**  
**OFFICIAL KIT AND CLOTHING**  
**SUPPLIER**

TO

**CRICKET HONG KONG LIMITED**  
1 May 2019 – 30 April 2022  
(3 Year Agreement)



**CRICKET**  
**HONG KONG**  
**香港板球**

## Section 1: INTRODUCTION AND CONTACT DETAILS

- 1.1 Your organisation (the “Tenderer”), along with others, is invited to submit a tender for the supply of services to Cricket Hong Kong Limited (CHK), to become the official kit and clothing supplier.
- 1.2 The deadline for submission of Tender is 5.00pm on 18 March 2019.
- 1.3 The information and instructions provided in this Invitation to tender are designed to ensure that all tenders are given equal and fair consideration. If you have any doubts as to what is required, or you have difficulty in providing the information, please contact the person named below.
- 1.4 If you have any queries relating to the tender documentation, or would like to request further information, please contact the person named below. You may be asked to submit your query in writing.
- 1.5 Contacts for this tender:

Name	Email	Telephone
<b>Pauline Cheung</b>	pauline.cheung@hkcricket.org	+852 2504 8101
<b>Isabella Wan</b>	isabella.wan@hkcricket.org	+852 2504 8190

## **Section 2: TENDER**

### **2.1 INTRODUCTION**

CHK is the sole governing body for cricket in Hong Kong and is responsible for the development, performance and growth of cricket in Hong Kong. It was established in 1968 and was admitted as an Associate Member of the International Cricket Council (ICC) in 1969 and is a member of both the Asia Cricket Council and the Hong Kong Sports Federation and Olympic Committee. CHK manages all aspects of the game and aims to set a positive example to other cricket governing bodies in the Asian region with our high performance standards and level of commitment towards the sport.

The Hong Kong Men's and Women's representative teams are both ranked in the top 20 teams in the world in "white-ball cricket", which is the format played exclusively by the women and predominantly by the men.

We would like to enter into a partnership with a brand that can provide a quality product and high calibre service commensurate with the performance and standards of the Hong Kong representative teams who will be wearing the product. We also wish to work with an organisation which will elevate the Cricket Hong Kong brand and the profile of Hong Kong players. We anticipate the chosen brand will fully recognise the value of a partnership with Cricket Hong Kong, the awareness of their brand will derive through media coverage and the benefits of their brand being sported by increasingly recognisable role models.

In the past, Cricket Hong Kong's Performance Clothing has been supplied by well-known brands such as Samurai and Woodworm. Since 2013 the sport and our business has made significant progress both in terms of on-pitch success and off-pitch development. The international teams have performed consistently including success in various ICC events and nearly caused one of the greatest upsets in international cricket when losing narrowly to India in the Asia Cup in 2018. Our athletes are becoming more recognisable role models and the men's representative team was awarded the best sports team in Hong Kong in 2018. Meanwhile, we have a growing major events programme including world level events between 2019 and 2022 (both inside and outside of Hong Kong) and our ability to engage our expanding cricket community is much improved.

More information is covered in our website: [www.hkcricket.org](http://www.hkcricket.org)

### **2.2 TENDER DETAILS**

CHK is seeking Tenders from cricket and sporting kit manufacturers and suppliers to become the Official Kit and Clothing supplier to CHK for a period of 36 months, commencing on 1 May 2019.

This invitation covers the supply of cricket clothing and associated training

clothing and accessories for the senior and other representative teams and will cover all tournaments, tours and matches undertaken by these teams (including the Senior Men's and Women's representative teams, the Under 19 and Under 16 Boys teams and Hong Kong Dragons Development team).

The primary requirement is to supply sportswear that can be worn by players, officials and staff in a variety of environments including on-field, off-field including official and social occasions.

The proposed requirements are attached and tenderers are invited to recommend alternatives, variations and additions based on your own unique experiences. The quantities outlined are based on the anticipated number of tournaments, tours and representative matches to be undertaken over the 3-year period. Consequently, there may be a variation to the quantities actually ordered.

Suppliers should be aware for ICC and ACC tournaments, restrictions may apply regarding logos that may affect submitted designs.

For further details, please read [ICC Regulations - Clothing and Equipment](#)

The Tenderers ability to provide other cricket clothing (for example the Hong Kong Sixes and related events), cricket equipment and other related consumables may be an advantage.

The first consignment of the kit is required by no later than 1 August 2019.

### **2.2.1 Service Required**

Through this tender process, Cricket Hong Kong needs to be instilled with the confidence to enter into a partnership with the chosen supplier.

Five core areas will be considered:

- i. The experience and reputation of your organisation, including similar partnerships, and appropriate accreditation by the ICC.
- ii. Your ability to provide the requisite product (as detailed) and high customer service levels including efficient turnaround times.
- iii. Your ambition to work proactively to activate the partnership and raise the profile of both brands.
- iv. Your capability to work with Cricket Hong Kong to activate retail potential and use digital channels.
- v. Your commercial offer.

### **2.2.2 The Law**

The contract will be governed and interpreted in all respects by Hong Kong Law.

### **2.2.3 The Product**

CHK is seeking an exciting and innovative product, particularly for the playing kit, which will meet the following requirements:

#### **2.2.3.1**

##### **Design and Quality**

The playing clothing will be for One-Day and T20 cricket and therefore coloured. In the event that Hong Kong participates in any multi-day cricket (i.e. white playing clothing) it will approach the contracted supplier with these requirements and agree a price based on those requirements. Tenderers are not required to include white playing clothing in the tender but may submit their recommendations regarding such clothing with their tender.

Clothing for outdoor activities should be reasonably loose fitting to allow air to circulate freely, permeable to assist in the evaporation of perspiration, and of a material that provides an effective UV barrier.

The tenderer is required to provide visuals of suggested designs for all items with particular emphasis on the playing kit which represents the Cricket Hong Kong brand. The final design of clothing shall be finalized by CHK in mutual consultation with the successful tenderer and be strict accordance with ICC clothing guidelines.

The final decision regarding the design and style will be vested CHK and the design may not be changed during the three-year agreement unless agreed by both parties.

The quality of fabric, fit, tailoring and colour must be consistent across all orders. Sublimation is preferred for playing clothing and suggestions regarding reversibility of clothing will be considered.

The fabric used for the manufacture of the different categories of clothing should be equivalent to international standards. Training and playing clothing should be made using the best moisture management material on par with attire worn by international cricketers.

The tenderers will be expected to make material samples (preferably clothing examples) available for examination.

#### **2.2.3.2**

##### **Fit**

The appearance of the garment on the individual, and the comfort of fit, will be an important consideration. Proposed ranges are to consist of a selection of garments suitable for men and women of varying sizes and body shapes.

The successful tenderer will be required to liaise with CHK High Performance Department to ensure the proper measurements of each high-performance player particularly is obtained in advance and the clothes are smart and fitting and also supplied in time.

#### **2.2.3.3**

##### **Logos**

Logos will need to be able to be incorporated on each type of garment.

Tenderers should provide details of the method intended to be used to incorporate the logo for each type of garment, for example embroidered, patch, transfer or similar method, and the options for placement of branded logos on all garments.

**2.2.3.4 Garment care**

The garments should be durable but capable of easy care (e.g.: drip dry, non-iron permanent press, easy cleaned, colourfast and stain resistant).

**2.2.3.5 Online Ordering System and Storage**

An effective online ordering and clothing management system will be required. Playing uniform will be ordered per annual usage or for specific tournaments (with orders to be placed at a minimum period of 4 weeks in advance upon final approval of specific design where required by the ICC or similar governing bodies).

When quoting price, a clear breakdown of unit cost, size differentials, any freight charges and estimated total cost is required.

All clothing should be packed individually for delivery to players and the required balance stored appropriately and managed by an accurate uniform management solution.

**2.2.3.6 Tender Format and Content**

The tender document should appropriately cover the areas outlined below:

**2.2.3.7 Brief introduction to your company**

To include your company history, core business activities, client list and contact details for the individual(s) dealing with the tender process. Please also confirm ICC accreditation or measures to obtain such.

**2.2.3.8 The individual(s) who will work with Cricket Hong Kong**

The names and position within the organisation of those who will activate and manage the partnership with CHK.

**2.2.3.9 Product Information**

Related to your proposed product range satisfying the requirements detailed in the Appendix. This should include:

- Any specific technical properties
- Origin of garments
- Size range
- Colour variations (where relevant)
- Lead times on first order (and subsequent annual orders)
- Embellishment costs, lead times and chosen provider
- Top-up lead times
- Price available to Cricket Hong Kong Store

#### **2.2.3.10 Activation**

Details of how you would activate the partnership to grow the awareness of the Cricket Hong Kong brand, its major events and the Cricket Hong Kong store:

- Your key marketing channels
- Your reach through those marketing channels
- Ideas to generate growth in sales of these products through the Cricket Hong Kong online-store

### **2.3 COMMERCIAL PARTNERSHIP**

CHK encourages tenderers to apply a significant commercial partnership proposal their submission.

#### **2.3.1 Value of a Partnership with Cricket Hong Kong**

- Endorsement from the National Governing Body for Cricket in Hong Kong
- Association with successful national teams and positive role models
- Brand awareness at Cricket Hong Kong major event programme
- Direct sales opportunities through Cricket Hong Kong and opportunity to generate additional income at events and online
- Unparalleled access to Cricket Hong Kong's community through its extensive communication channels
- Opportunity to create engaging activation campaigns to shape the perception of your brand

Depending on the nature of the partnership proposal, Cricket Hong Kong can grant rights to the successful tenderer that may include:

- Brand Association
- Exclusive link to / from the Cricket Hong Kong website and acknowledgement in appropriate press releases.
- Pitch-side branding at international fixtures
- VIP passes to international events
- Branded on-field signage
- Match hospitality
- Advertisement in match/tournament programmes.
- The right to have a merchandise area for sales at the international events
- The right to have a professional videographer at events for filming promotional footage.
- The right to use the Cricket Hong Kong logo on promotional material
- Shop portal link to Cricket Hong Kong website
- Promotional and appearance opportunities with HK players.

#### **2.3.2 The Commercial Offer**

Please detail your commercial proposition to Cricket Hong Kong. Please factor in the Cricket Hong Kong clothing requirements, the growth of the Cricket Hong Kong brand, the commercial opportunity provided by the

secondary sale of product through the Cricket Hong Kong Store and the value of the brand, retail and marketing benefits that the Official Supplier would access.

## **2.4 DECLARATION OF INTEREST**

Please advise on any relationships with any of the employees, contractors or member organisations of Cricket Hong Kong, including details of work carried out by your company on their behalf.

## **2.5 ASSESSMENT CRITERIA**

The main criteria on which the tenders will be assessed are as follows:

- |  |     |
|--|-----|
| • Pedigree of the organisation and the brand | 10% |
| • Quality and breadth of product             | 20% |
| • Service levels                             | 20% |
| • Commercial offer                           | 40% |
| • Activation ambition and ideas              | 10% |



### Section 3: PROCUREMENT TIMETABLE

The intended timetable for this tender is:

<b>Tender Stage</b>	<b>Process Dates</b>
Issue of Invitation to Tender	25 February 2019
Deadline for submission of tenders	18 March 2019
Notify successful tenderer	15 April 2019

In the event that we have to change any one date, we will notify all effected parties at the earliest opportunity.

## Section 4: INSTRUCTIONS FOR SUBMISSION OF TENDER

- 4.1 You are required to provide a detailed tender documentation as your tender submission and include the Supplier Questionnaire, Appendix A (either separately or as part of the overall tender submission).
- 4.3 As a National Governing Body, Cricket Hong Kong is obliged to operate all tenders on a “two-envelope basis”.

Tenderers shall be required to submit price information and technical and other information in separate sealed plain envelopes.

- 4.2 You must please submit hard copies of your tender, addressed to:

Cricket Hong Kong  
Room 1019, Olympic House  
1 Stadium Path  
So Kon Po  
Causeway Bay  
Hong Kong  
Attn: Procurement Officer

Submission of tender cannot be later than **5pm, 18 March 2019.**

## **SECTION 5: WARNING CLAUSES IN TENDER INVITATION DOCUMENTS**

1. The tenderer shall not and shall ensure that his agents and employees shall not give or offer any advantages as defined under the Prevention of Bribery Ordinance to any agent or employee of Cricket Hong Kong. The tenderer is also prohibited from colluding with other bidders in this tendering exercise in whatever forms (e.g. price rigging). Any breach of or non-compliance with these clauses by the tenderer shall, without affecting the tenderer's liability for such breach or non-compliance, invalidate his tender.
2. If the supplier/contractor or any employee or agent of the supplier/contractor shall be found to have committed an offence under the Prevention of Bribery Ordinance in relation to the tender or the contract, Cricket Hong Kong may terminate the contract without entitling the supplier/contractor to any compensation therefore, and the supplier/contractor shall be liable for all losses and expenses necessarily incurred by Cricket Hong Kong as the result of such termination of the contract.

**Appendix A: *(to be completed by the Tenderer)***

**TENDER DOCUMENT- Supplier Questionnaire**

**COMPANY NAME AND ADDRESS (include parent company):**

**TRADING AS:**

**CONTACT NAME AND DETAILS**

**Name:**

**Tel No:**

**Email:**

**Do you Outsource Production? If yes, name Outsourced Company and location of factory.**

**Cricket Hong Kong wishes to grow and develop it's brand domestically and internationally. Please provide details on how you could aid in the development and communication of our brand.**

**Other Information to Support Tender.**