



Deutsche Squash Marketing  
und Promotion GmbH

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# Invitation for Tender - documents

Invitation for tenders for the category

General contract für Squash balls as

**„Official Ball of the Deutscher Squash Verband e.V.“,**

and of the regional Squash Federations affiliated to DSQV

and of the Deutsche Squash Liga e.V.

for the years 2010-2014

with discretionary award of contract

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## **1. Preface**

The German Squash Federation (Deutscher Squash Verband e.V.) has awarded all commercial rights and promotional licences by contract to the Deutsche Squash Marketing und Promotion GmbH. The DSMP GmbH was given the task to execute the tender procedure and negotiations for a new general ball provider contract for the DSQV and their regional Squash Federations.

The requested offer will include the term of 1 July 2010 to 30 June 2014.

## **2. Awarding authority**

Awarding authority is the Deutsche Squash Marketing und Promotion GmbH, represented by their Managing Director and CEO Volker Bernardi. The German Squash Federation (DSQV) and various regional Squash Federations hold shares from the DSMP GmbH.

The DSMP GmbH also has the function of the awarding contract authority for this contract.

## **3. Code of practice**

### **3.1 Chain of the procedures**

The award of the contractual services will be conducted as a negotiated procedure with prior announcement.

Tenders must reach the DSMP office **no later than 28 February 2010, 12:00 hrs GMT.**

The offers will be evaluated by completeness and accordance with the regulations of these tender documents and will be excluded from the further procedure in the case of incompleteness and/or contradiction to the regulations of this tender document.

The bidding companies shall present their undertaking in general and service offering in the framework of a short presentation not exceeding two pages A4 format and give details on the company.

The presentation shall be executed by the company officer being responsible for the execution of the contract and must name the staff occupied with the execution of the contract.

The description of the conditions for the offer shall not exceed 15 pages A4 format.

The bidding companies shall describe their proposals for the duration of the contract, the model and quality of the squash balls offered and the terms and conditions for the promotional and commercial rights. This description must include the number of squash balls provided to the Federation and the financial conditions of the contractual partnership.

### **3.2 Further information and contacts**

Further information on the tender and printed copies of the tender documents may be requested by contacting:

Deutsche Squash Marketing und Promotion GmbH  
Volker Bernardi, CEO  
Kopernikusstraße 5, 66333 Völklingen  
e-mail: volker.bernardi@deutschersquashpool.de

We do not answer requests by phone.

The assign office will provide information being useful upon request. Such information will be provided to all bidding companies anonymously.

### **3.3 Deadlines**

Deadline for sending in offers will be **28 February 2010, 12:00 hrs GMT.**

Offers reaching the office later will not be considered.

## **4. Terms and conditions**

### **4.1 Formal terms**

The offer must be written in German language. The offer must completely include all documents, descriptions and declarations requested in this tender form.

The offer must be sent in two originals together with 12 additional copies (total 14 copies).

The declarations requested by the DSMP must be given.

The offer and appendices must be signed legally binding showing the date of signature. Offers not being signed will be excluded from the further proceedings.

### **4.2 Content**

The basis of the content of the offer results from the complete tender document.

## **5. Confidentiality**

The content of the bidding document and all information exchanged during the tender procedure must be treated as strictly confidential.

## **6. Costs**

Costs of any kind connected to the offer, its preparation or execution will not be reimbursed.

## **7. Description of the tender**

The DSMP GmbH is looking for a contractual partner providing the official Squash ball for the Deutscher Squash Verband e.V. and the regional Squash Federations affiliated to the DSQV as „Official Squash Ball of the DSQV, DSL and the Federations“.

The duration of the contract shall be 01 July 2010 to 30 June 2014.

The bidding companies shall describe the financial conditions of such a licence agreement including the total value of the contract offered, cash payments and value in kind provisions.

The value must be described net without V.A.T and for v.i.k. based on the wholesale price.

The details must include the cash payment for the licence and the figure of Squash balls being provided to the Federation for free. The details must describe the contents of the Sponsorship agreement, the specifications of the ball and the number of balls provided.

The ball must be certified by WSF (World Squash Federation approval).

The DSQV will request 125 dozen balls and the Federations additional 200 dozen of balls as V.I.K. per annum.

Further V.I.K. deliveries may be offered.

The bidding companies must declare:

- the ball specified can be produced for the general market in sufficient numbers at any time,
- that the ball has satisfying quality at the time of the beginning of the contract,
- that the ball will be produced during the complete duration period of the contract,
- that the ball is WSF approved for the complete period of the contract.

Völklingen, 14 February 2010

Signed by  
Volker Bernardi  
CEO DSMP GmbH