



## Expression of Interest

Triathlon Australia (TA) Apparel Supplier

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### Brief

This document aims to provide organisation's interested in becoming the Official Uniform and Apparel Supplier to Triathlon Australia (TA) with the information required to submit a partnership proposal. Successful applicants will then be invited to meet with Triathlon Australia to discuss the opportunity further.

TA and the eight State and Territory Triathlon Associations (STTAs) seek to ensure that our elite athletes, age group athletes, coaches, technical officials, staff and Board members have access to the best available technical racing and recovery garments and practical casual and/or representative clothing.

### Process for Assessment

1. All interested parties are asked to provide an EOI based on this which should be lodged in the first instance in PDF format via email to Elissa Dunbavan at [Elissa.Dunbavan@triathlon.org.au](mailto:Elissa.Dunbavan@triathlon.org.au) by 9am Monday 2 July 2018.
2. Expressions of interest will then be assessed and shortlisted against our requirements.
3. If you are selected to move to the second stage, you will be asked to present to TA. A scope for phase two (2) will be provided to you on notification of your selection and you should plan for this to be a more rigorous process.
4. TA reserves the right to decline or consider any expression of interest, which is received after this deadline.

### Timetable

The critical timeframes on this are listed below

Supplier proposals reviewed and shortlisted	August 2018
Presentation / demonstration of proposed apparel by shortlisted suppliers	October 2018
Board decision on successful supplier(s)	November 2018
Suppliers informed of outcome	December
Partnership Agreement preparation and negotiation	December
Partnership Agreement execution	January 2019

### About Triathlon Australia

TA is the peak body for the governance and delivery of the sport of triathlon in Australia. TA has 8 affiliated STTA's who work collaboratively on a "whole of sport" approach to the development of the sport.



Key stakeholder groups include elite athletes, development athletes, age group athletes, annual members, event participants, coaches, officials, administrators, volunteers, race organisers and TA staff.

TA sanctions and oversees the delivery of local, regional, state, national and international events conducted in Australia - from grass roots enticer and kids races, through to ITU World Championship races.

### Apparel Requirements

TA will partner with a suitably qualified supplier or joint suppliers who can deliver a quality product and distribution service. Below is a high level summary of TA and STTA's apparel and uniform requirements. A detailed breakdown of garment types and order quantities will be provided to all Stage Two applicants.

Designation	Garment Type	Quantity (approx.)	Design Cycle	Order Cycle	Delivery Range	Merchandise
TA National Team	<ul style="list-style-type: none"> <li>• Comp</li> <li>• Training</li> <li>• Formal uniform</li> </ul>		4 years	Annually	First delivery early March	Yes
TA Age Group Team	<ul style="list-style-type: none"> <li>• Comp</li> <li>• Training</li> <li>• Casual</li> </ul>		4 years	Annually		Yes
TA Corporate Uniform	<ul style="list-style-type: none"> <li>• Business</li> <li>• Workforce</li> <li>• Uniform</li> </ul>		4 years	Annually		No
TA Technical	<ul style="list-style-type: none"> <li>• Workforce</li> </ul>		4 years	Biannually		Yes
STTA's Development Team	<ul style="list-style-type: none"> <li>• Comp</li> <li>• Training</li> </ul>		4 years	Annually		Yes
STTA's Corporate	<ul style="list-style-type: none"> <li>• Business</li> <li>• Workforce</li> <li>• Uniform</li> </ul>		4 years	Annually		No

It is the intention for this tender to be “whole of sport” and include all STTA's. TA however, cannot guarantee this but will use its best endeavours to align all nationally.



## Expression of Interest Required Details

Triathlon Australia (TA) Apparel Supplier

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Please fill in the below form (electronically) and return as a PDF to [elissa.dunbavan@triathlon.org.au](mailto:elissa.dunbavan@triathlon.org.au) by 9am Monday 2 July 2018.

### Contact Details

Provide the primary contact details below;

Contact Name	
Contact E-mail	
Contact Title	
Contact Phone	
Company	

### Ordering, Supply and Delivery

Please answer the following questions regarding your ordering, supply and delivery capability;

How long is your order to delivery process (actually working days)	45 – 60 Days	
	Yes	No
Do you have minimum ordering quantities across all items		
Do you offer a pick and pack service (domestically and internationally)		
Do you have a stock holding inventory management system		
Do you have capability to service clubs who have high customization but low minimum order quantities		

### Design

Please answer the following questions regarding your design capability.

Note: Triathlon Australia currently work with a Brand Utilization Company.

	Yes	No
Do you have internal design capability based in Australia		
We can produce annual ranges of 60 plus garments		
We will work with individual athletes to meet certain product needs		
We have experience in team wear design across multiple codes		
We can customize ranges and offer off the shelf options		
We can offer a variety of products includes race, wear, casual/training apparel, corporate, compression and other products including accessories		



## Technology, Research and Development

Please answer the following questions regarding your technology, research and development capabilities;

	Yes	No
We can provide products to mitigate extremes of low/high temperatures		
We can accommodate difference in wet suit and non wet suit events		
Enable the secure carriage of personal data collection devices		
Provide access to the most effective manufacturing techniques		
We can customize ranges and offer off the shelf options		
Do you utilise the latest up to date technical apparel		

## Merchandising

Please provide details of your merchandising capabilities;

	Yes	No
We would like to commercialize a range of TA team and event garments		
We have the capability to run an online store for TA's needs		
We would commit to at-event sales for event properties		
We hold the risk for you on excess stock		
We have the capability to run an online store for Triathlon Club's		

## Items

Please indicate what garments you would be interested in supplying TA by ticking the 'yes' box and Average Minimum Order. This is just an indicative guide and will be dealt with in more details in Phase 2;

	Yes	Average Minimum Order
<b>Performance Team</b> Example: racing suits (ITU compliant)		
<b>Team Kit - Training/Casual</b> Examples: Cycling (Jersey, Knicks, accessories) Run (shorts, tops, tights, accessories), shorts, tee's, towels, swim caps		
<b>Travel Wear</b> Examples: Large travel bags, backpacks, bike bags		
<b>Formal &amp; Corporate</b> Examples: Polo's, shirts, chino pants/shorts, blazer		
<b>Wet/Cold Weather</b> Examples: Jackets – (Light rain, thermal, gortex, puffer) hoodie, track pants, beanies		
<b>Recovery:</b> Example: Compression garments		



**Terms of agreement**

Please indicate your preferred terms;

	Yes	No
We would prefer an exclusive arrangement		
We are open to a multi supplier arrangement by garments		
We would commit to a four-year agreement		
We would provide you value in kind (VIK) in exchange for negotiated marketing and promotional rights and/or commercial agreement		
We would provide you cash in exchange for negotiated marketing and promotional rights and/or commercial agreement. Or combined VIK/Cash		
Can you present value adding initiatives to TA that will drive member value		
We would provide a per garment rebate		
We would consider additional investment for wetsuits		

**Other**

	Yes	No
I am available to travel to the Gold Coast to present to the selection panel between 2-4 October 2018		
Do you supply any other sports with competition and team apparel		
We would be able to deliver the first team wear, including race suits, by early March 2019		