



## Request for Proposal Supplier Level Partners

### Introduction

USA Climbing (USAC) is the national governing body of the sport of competition climbing in the United States. As a 501©3 non-profit organization, we promote three competition disciplines, bouldering, sport, and speed climbing, through our series of events: Adaptive, Bouldering, Collegiate, Speed, and Sport. USAC receives sanctioning and is recognized by the International Federation for Sport Climbing (IFSC), The International Olympic Committee (IOC), and the United States Olympic Paralympic Committee (USOPC).

USAC is looking for Hold/Macro/ Volume Supplier Partners (“Suppliers”) to have a one-year engagement. We are calling for proposals from Suppliers that are interested by engaging in the process outlined below.

### Proposal Evaluation

The following factors will be included in the proposal evaluation:

- Commitment to USA Climbing’s mission
- A completed application <inset link to application>
- Information about production, quantity, and quality of shapes for USA Climbing competitions
- History of sponsorship and/or positive experiences with USA Climbing and USA Climbing’s host facility partners and routesetters

### **Timelines**

<b>Date and time</b>	<b>Event</b>
8.15.19	Proposals for Suppliers due.
8.26.19	Selection of Suppliers completed.
8.26.19	Selected Suppliers notified by email.
08.26.19 to 8.31.19	Finalization of agreement.  Other deadlines for deliverables established.



## Proposal Components

Every proposal must contain, at minimum, the following:

- A completed application (insert link to application)
- Any necessary supporting documents outlined in the application.

## Submission Instructions

All proposals must be submitted electronically to Leici Hendrix, Sponsorship Director, at [leici@usacimbing.org](mailto:leici@usacimbing.org) by **August 15, 2019**.

## FAQs

- What are the sponsorship levels associated with this opportunity?
  - There is one level of sponsorship available; Supplier level. Supplier level requires an annual commitment of \$2,500 cash and a minimum of \$4,000 VIK.
- What is the term of this commitment?
  - The contract term will begin on September 1, 2019 and end on August 31, 2020.
- How many spots are available at each sponsorship level?
  - Supplier level will be open to a maximum of 12 companies each.
- How can companies ask questions regarding this RFP prior to submission?
  - Due to the short-turnaround of this RFP and the inability to post answers in a public forum for all prospective companies, we will be unable to answer detailed questions prior to submission. We have endeavored to make the application process simple, with minimum requirements for information provided in an application, and we encourage companies that are interested but may have further questions about contract details later, to first promptly submit proposals for consideration. We will follow-up with all companies to clarify proposals and the selection process, if necessary.
- How will companies be contacted?
  - All companies will be notified that their submission was received via email.
- In what format does a proposal need to be submitted?
  - All proposals must include, at minimum, the components noted above. Proposals should be submitted by the submission time and date to the email listed in the submission guidelines. Documents in PDF format are preferred.



- Will past sponsors be offered the right of first selection to engage as a Supplier?
  - Yes. Consistent with existing sponsorship agreements, current sponsors will first be considered in the selection process.
  
- Who will be on the committee to select the Suppliers?
  - The committee will be made up of all active Level 5 USAC Certified Routesetters, including all USAC's Routesetting Committee Members, and USAC Staff. Routesetters on the selection committee will rank their preferences for companies, and as established in prior contract engagements, any individual on the selection committee that has any business engagement with a hold company or has had a relationship in the prior two years (owner/employee/representative/shaper/sponsored setter/athlete), must disclose his/her relationship and shall not rank those companies.
  
- Who will determine/select the Vendor In Kind product from the Suppliers for holds/macros/volumes provided directly to USAC National Cup Series host facilities?
  - The host facility representatives (Routesetter/Buyer and/or Owner or Managers) for each National Cup Series, in consultation with the USA Climbing Chief Routesetters of those competitions, will choose which products they receive for their National Cup Series event. Suppliers may provide suggestions and are encouraged to share information about any new climbing hold/macro/volume shapes or those recommended as best for the facility/competition.
  
- Who will determine/select the Vendor In Kind from Suppliers for holds/macros/volumes provided *directly* to USA Climbing?
  - Suppliers will choose which products USAC receives in consultation with USA Climbing Operations staff and the Chief Routesetters of Bouldering Youth and Open National Championships. The primary goal with respect to products provided to USAC is for the USAC inventory to include holds/macros/volumes that will be interesting and effective for routesetters in creation of the field of play. Brand new designs, pending their appropriateness for the level of the competitions, are most often desired. In order to maintain consistency with existing colors, and build upon current inventory in a complementary fashion, USAC may dictate the color(s) required to companies and also will provide general information about hold/macro/volume types needed.
  
- What are the deliverables associated with the Supplier Sponsorship?
  - The deliverables associated with Suppliers can be found in the documents on the website, alongside this RFP.
  
- Will USAC be able to modify the contracts and provide my company with unique opportunities?
  - No, USAC will not be able to offer any unique engagements to Suppliers. USAC wants to have a fair and open process for everyone. The contracts will be the same for all companies.



- Will there be additional ways to work with USAC outside of this contract?
  - Yes, there will be additional marketing opportunities that Suppliers will be able to buy into, above and beyond the contractual agreement. A full list of those opportunities and costs will be made available in the coming weeks.
- IFSC Note/Requirement: For any IFSC events (for example, IFSC World Cups) USA Climbing Supporter brands that are also included in the IFSC Official Sport Equipment Catalog, may be utilized. USA Climbing Supporter brands that are not in the IFSC Official Sport Equipment Catalog may be used in USA Climbing National events as outlined in the Supporter contract, but may not be used any IFSC sanctioned events, based on IFSC conditions.