



Frequently Asked Questions

- What are the sponsorship levels associated with this opportunity?
 - There is one level of sponsorship available; Supplier level. Supplier level requires a commitment of \$2,500 cash and a minimum of \$4,000 VIK.
- What is the term of this commitment?
 - The sixteen-month contract term will begin on September 1, 2020 and end on December 31, 2021.
- How can companies ask questions regarding this RFP prior to submission?
 - Any questions regarding the RFP process should be submitted to Zachary Brinchi and Mike Bockino at zach@usaclimbing.org and mike@usaclimbing.org prior to completing and submitting their application.
- 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?
 - All interested, current (19-20) Hold Suppliers will be grandfathered in as Suppliers for the 2020-2021 season.
- 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 Routesetting Committee Members, National Team Head Coach, 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.



- How many Suppliers will USA Climbing select?
 - Given expanding event and Training Center needs and longer term, the USAC Routesetting Committee and USAC may select up to a maximum of fifteen (15) qualified Suppliers for 2020-2021.

- Who will determine/select the Value-in-Kind (VIK) product from the Suppliers for holds/macros/volumes provided directly to USAC National Cup Series host facilities?
 - The host facilities 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 Value-in-Kind from Suppliers for holds/macros/volumes provided directly to USA Climbing?
 - USA Climbing will work with Supplier to determine best selection of holds/macros/volumes. 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.



- Will our products be used at IFSC events?
 - For any IFSC events (for example, IFSC World Cups) in the United States, only USA Climbing Suppliers that are also included in the IFSC Official Sport Equipment Catalog may be utilized.