



REQUEST FOR PROPOSAL

GPS Tracking Services at IODA Championships

Statement of Purpose:

The International Optimist Dinghy Association (IODA) has been providing tracking services at many of our Continental and World Championships since 2013. It is an important service to our members, families, sailors, and coaches.

IODA is looking toward the next 5 years and is seeking a tracking partnership for our World and Continental Championships so that we can continue to provide this important and vital service to our stakeholders.

Background Information:

The International Optimist Dinghy Association (IODA) is the largest youth sailing class in the world for sailors between the ages of 7 and 15yrs of age and with active Members in 100+ counties globally.

Each year the Optimist Class organizes a World Championship as well as six Continental Championships whereby top sailors get the opportunity to test their skills against one another. 64 nations competed in the 2019 Optimist World Championship and 57 counties competed at the 2021 World Championship.

The global reach of the Optimist Class is estimated to be about 2.2 M people per year through its class website and event microsites, social media channels, and event Mobile APP.

IODA has a rich sailing history. For over 50 years, the class has produced numerous World and Olympic Champions, many of whom have gone on to participate in the Ocean Race and America's Cup. At the 2020 Olympics in Tokyo, JPN, 75% of the medalist skippers competed in the Optimist World and Continental Championships prior to moving on to other youth classes and ultimately the Olympics Games classes.

Scope of Work:

The following are the specific items that need to be performed and delivered over a period of 3 to 5 years.

1. Supply tracking services for two events per year with over 300 sailors plus up to 4 Continental Championships with 200 participants per year.
2. Supply waterproof tracking units for each sailor and the race committee marks and start and finish boats, plus spares.
3. Provide an operator on venue to manage the system
4. Ship the equipment to and from the competition venue.

5. The tracking system must be capable of being integrated into the event microsite and mobile App and viewed on desktop, tablet, and smart phones.
6. Tracking analytics to be provided to IODA at the end of each championship.
7. Work with IODA to find partners that use tracking as a tool for increasing their reach.

Performance Standards:

1. Tracking to be available on a global scale at events on 6 continents
2. Tracking to be viewed as close to real time as much as possible, particularly on venue.
3. Units are to be waterproof and can withstand continuous water exposure while on the field of play
4. Target reliability of 100% with 2.5% +/-
5. Ease of use and minimal logistical handling of tacking units daily, that includes battery life and charging
6. Possible upgrade to 3D tracking if required.

Terms & Conditions:

The contract is to have a start date of January 01, 2022, for a minimum of 3 years ending on December 31st, 2024.

The contract to be extended to December 2026 upon mutual agreement of both parties.

Payments & Penalties:

IODA is to be invoiced for the tracking services at the end of each championship period based on the services that include: # of units rented, # of days racing, operator fees & travel, and shipping costs. Payment terms of net 30 days.

If performance standards are less than 100%+/- 2.5%, there is a 25% discount of services.

Process Schedule:

Phase 1 RFP Distribution		
RFP Distribution		10-05-21
RDP Website Posting		10-06-21
Phase 2 RFP Review & Decision		
RFP Response	10-06-21	10-31-21
RFP Submission Deadline		10-31-21
RFP Review	11-01-21	11-19-21
RFP Questions/Feedback	11-20-21	12-03-21
RFP Final Review	12-04-21	12-10-21
RFP Decision		12-12-21
Announcement		12-13-21

Proposal Preparation Requirements:

Please send a response to this proposal outlining the following Items:

- Technology specifications of the of tracking units, online platform, global network, future development
- The integration of the tracking system with the SAILTI Event Management Platform and SAILTI Mobile App architecture.
- Details of the Tracking Service deliverables for the World Championship (300+) and the following Continental Championships: Europeans (300+), North Americans (200+), South Americans (200+), Asian & Oceanians (200+) and Africans (100+).
- Total Cost breakdown of the tracking services to be provided for each IODA Championship.
- Possible other services that could be considered such as the use of tracking for education and training purposes.
- Any Sponsorship or Partnership programs or organizations that IODA could work with to financially support tracking across our IODA events and organization.
- Testimonials and case studies to support service claims and a list of current and past clients.
- Any Marketing material, URL, or social media for IODA to review to support the proposal.
- Contact information: Name, email, and telephone number of key individual(s) for IODA to contact if necessary.

Contact Information:

For further information on the RFP and to submit the proposal, contact:

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