



香港排球總會有限公司  
Volleyball Association of Hong Kong, China Limited

## **Volleyball Association of Hong Kong, China Limited**

### **Invitation to Tender:**

### **Hong Kong Senior Volleyball and Beach Volleyball**

### **Team**

### **Strength & Conditioning Training**

### **(Oct 2022-Sep 2023 One-year Supply Contract)**



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**Chapter 1 - Tender Form**

To: Representatives of the contracting party

We ensure the following information to be true and correct:

We have fully understood all the terms and conditions in the tender document, and have clearly understood the requirements for the supply of services and the real needs of the contracting party. We hereby undertake to complete and execute the work specified in this tender on time, upon receipt of notice from the Volleyball Association of Hong Kong, China Limited (VBAHK) and its authorizers for the full contents and specifications specified in the tender price of HK\$\_\_\_\_\_.

Company Name (English):

Company Name (Chinese):

Company Registered Address:

Company Contact No.:

Company Email Address:

Business Registration (BR) No.:

Date of Expiry of the BR:

Name and Position of Responsible Person  
of Supplier:

\_\_\_\_\_  
Signature of the Responsible Person /

Authorized Person

\_\_\_\_\_  
Company Official Chop

Date:



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Acceptance Letter

The representatives of the contracting party accept the actual price set by the above supplier according to all contents and the quotation list of this tender document. The supply date will commence from \_\_\_\_ to \_\_\_\_ . (One-year supply period) upon mutual agreement.

\_\_\_\_\_  
(Contracting party)

\_\_\_\_\_  
Date:

Volleyball Association of Hong Kong, China Limited

\_\_\_\_\_  
(Witness)

\_\_\_\_\_  
Date:



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## **Chapter 2 - Tender Guidelines**

1. The Volleyball Association of Hong Kong, China Limited (VBAHK) is looking to appoint a supplier of Strength and Conditioning Training to work with members of the Hong Kong Senior Volleyball and Beach Volleyball Teams.
2. The objective of the VBAHK is to improve the overall performance of the Hong Kong Senior Volleyball and Beach Volleyball Teams. The supplier must share this vision and show commitment to achieving that objective.
3. The VBAHK shall not necessarily accept the lowest tender or any of the tenders, and has the right to negotiate the terms of the contract with any tenderers.
4. The price quoted by tenderer is not allowed to be amended or changed once issued.
5. If tenderer is willing to sponsor related items or provide other additional sponsorship, the VBAHK will take this incentive into account when evaluating the tender.
6. The validity period of the quotation from the tenderer (Chapter 4 – Unit Price and Breakdown) should be 120 days.
7. The VBAHK has the right to modify the quotation list according to actual needs.
8. The contract period for the supply of services listed in the tender will be 1 year, starting approximately in October 2022 and ending at September 2023.
9. Once the quotation from tenderer has been successfully elected and awarded, the price of the services cannot be changed within the supply period.
10. If the services listed in the quotation cannot be supplied, the original successful tenderer shall be liable for the difference in the price of such services procured by the VBAHK from other sources.

### **11. Deadline of tender submission: 5 p.m., 9 September 2022 (Friday)**



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- 12. Please submit the duly completed and signed tender in a sealed envelope marked “Confidential – Tender for Hong Kong Team Strength & Conditioning Training” to Room 1007, Olympic House, 1 Stadium Path, So Kon Po, Causeway Bay, Hong Kong. The VBAHK will not accept any submission that is overdue or sent by email or fax.**
13. The tenderer shall not give or offer any advantage as defined in the “Prevention of Bribery Ordinance” to any representatives or employees of the VBAHK, and shall ensure that its representatives or employees do not give or offer such advantages to any representatives or employees of the VBAHK. Tenderers are also prohibited from colluding in any way (e.g. price fixing) with other competitors in this tender selection. If a tenderer violates or fails to comply with these terms and conditions, its tender will be invalidated, without affecting the tenderer’s liability for such breach or non-compliance.
14. If the supplier or any of its employees or representatives is found to have committed an offence under the “Prevention of Bribery Ordinance”, the VBAHK may terminate the contract without compensation to the supplier. The supplier is liable for all damages and expenses necessarily incurred as a result of termination of the contract.
15. For further enquiries, please contact Winnie FONG, the Sports Executive, in written form.  
(Email: [info@vbahk.org.hk](mailto:info@vbahk.org.hk); Fax No.: 2834 6510)



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### **Chapter 3 - Tender Specifications and Requirements**

The supplier must provide a number of different High Performance Management Services, including but not limited to:

1. Volleyball-specific strength and conditioning training (estimated 1-2 times a week for each team consisting of around 25 athletes)
2. Injury risk and prevention assessment
3. Player screening assessment with volleyball-specific fitness test
4. Performance management
5. Workshops on strength and conditioning, sports injury prevention, sports nutrition, sports psychology, and sports recovery.

All services should be planned and delivered by qualified coaches or instructors in abovementioned specific areas.

Where possible and appropriate, the above services should be tailored to the sport of volleyball and Hong Kong Senior Volleyball and Beach Volleyball Team players.

The supplier must provide access to facilities and venues appropriate for the provision of its High Performance Management Services.

The supplier should list any relevant experiences your company has had in supplying services to other sport units or Hong Kong squads; and also list any key benefits or additional services you can provide.

#### **Selection Criterion (listed in no particular order):**

1. Cost of product/service
2. Any additional service or significant items can be provided
3. Quality of product/service
4. Past experience and good track record



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#### **Chapter 4 – Unit Price and Breakdown**

The following is the list of prices and details of the tender. The format is for reference only.  
Tenderers may use their own quotation format if needed.

#	Product/Service	Unit prices (HKD)	Quantity	Amount (HKD)
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
			<b>Total Amount</b>	





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## **Chapter 5 – Sponsorship Details**

### **1. Why sponsor Hong Kong Volleyball Team and Hong Kong Beach Volleyball Team?**

Volleyball and beach volleyball are deeply loved by Hong Kong citizens. Every year, the competitions that involve the participations of Hong Kong Volleyball Team and the Hong Kong Beach Volleyball Team will catch the eyes of everyone in Hong Kong. The players in the teams are mainly working class and students, yet they still constantly and proactively participate in trainings and competitions, which has built a healthy and positive image for the local volleyball sport, and also has won the appreciations and support from the citizens; The Hong Kong beach volleyball team has repeatedly achieved good results in major competitions in recent years, which has made people from all walks of life paying more attention to beach volleyball. The VBAHK hopes to provide corporations with a platform to encourage the local volleyball players to continue to pursue breakthroughs, to allow the people who love them to continue to support volleyball sports, and at the same time to bring market promotion value and opportunities for the supporting corporations. The VBAHK is also aware that scientific support is one of the most critical issues in sports competitions. S&C specialists occupy an important position in many international teams. Therefore, we desire for the support in this aspect in order to improve the performance of Hong Kong Volleyball Team and the Hong Kong Beach Volleyball Team

For the list of year 2022-2024 competitions that the Hong Kong teams will participate, please take reference to **Appendix I**.

### **2. Sponsorship Opportunity**

VBAHK provides various types of sponsorship opportunities. By sponsoring the Hong Kong Volleyball Teams and Hong Kong Beach Volleyball Teams, corporates will have a chance to increase brand awareness, build a healthy and positive corporate brand image, advertise corporates' products and services aligning with the athletes; the corporates could



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also bear social responsibility by demonstrating care to the society as well as boosting the local volleyball development. Sponsors will gain brand exposures from VBAHK's official website and social media fans pages, competition banners and other publicity plans. The sponsorship level and package can be modified according to corporates' needs and goals.

### **3. Sponsorship items and Requirements**

- 3.1. Full or partial sponsor on the services that are listed in this Tender document; or
- 3.2. Providing complimentary sessions to junior teams; or
- 3.3. Providing sponsorship discount to local league teams that referred by VBAHK; or
- 3.4. Arranging S&C workshops with a sponsorship discount to registered volleyball coaches and players; or
- 3.5. Others (Proposed by Tenderer)

### **4. Exposures/ Acknowledgements**

(The following exposure items are available for full sponsorship only.)

(The below items are for reference only, VBAHK reserves the right to modify or add or delete any items.)

- 4.1 Sponsor can advertise and organize promotional activities in the name of “Hong Kong Volleyball Team and the Hong Kong Beach Volleyball Team Official Strength and Conditioning Support”. (Sponsor title is subject to negotiation; any promotional items must be approved by the VBAHK and must display the VBAHK’s logo and full name)
- 4.2 Hong Kong Volleyball Team and Hong Kong Beach Volleyball Team are obligated to attend the promotion activities arranged by the sponsor.
- 4.3 Hong Kong Volleyball Team and Hong Kong Beach Volleyball Team will facilitate in scientific research induced by sponsor as test subject.



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- 4.4 Sponsor will be invited to attend the matches participated by the Hong Kong Volleyball Team and the Hong Kong Beach Volleyball Team (subject to individual competition and permission of the event organizer).
- 4.5 Sponsor is allowed to use the logo of the VBAHK and the portraits of the athletes of the Hong Kong Volleyball Team and the Hong Kong Beach Volleyball Team on their official websites and promotion channels (subject to the approval of VBAHK and the willingness of the athletes).
- 4.6 The sponsor's company logo will be displayed on the website of the VBAHK.
- 4.7 An acknowledgement post on VBAHK's social media pages (Facebook, Instagram).
- 4.8 An acknowledgement post on Hong Kong Volleyball Team social media pages (Facebook, Instagram).



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**Appendix I – Tentative Hong Kong Team Competition Schedule in 2022 - 2024**

#	Date	Category	HK Team	Event	Venue
1.	14-18/11/2022	Beach Volleyball	Senior Men's	2022 Asian Senior Men's Beach Volleyball Championship	Bandar Abbas, Iran
2.	23/9-8/10/2023	Volleyball & Beach Volleyball	Senior	19 <sup>th</sup> Asian Games	Hangzhou, China
3.	17-26/11/2023	Volleyball	Senior	6 <sup>th</sup> Asian Indoor and Martial Art Games	Bangkok and Chonburi, Thailand
4.	2023	Volleyball	Senior Men's	22 <sup>nd</sup> Asian Senior Men's Volleyball Championship	TBC
5.	2023	Volleyball	Senior Women's	22 <sup>nd</sup> Asian Senior Women's Volleyball Championship	TBC
6.	2022-2024	Volleyball	Senior Men's	2023 Asian Eastern Zone Men's Volleyball Championship	TBC
7.	2022-2024	Volleyball	Senior Women's	2023 Asian Eastern Zone Women's Volleyball Championship	TBC
8.	2022-2024	Beach Volleyball	Senior	AVC Beach Volleyball Tour	TBC