



## Request for Proposals (RFP)

### Partnership with Rigid Inflatable Boat Manufacturer

---

#### 1. GENERAL OVERVIEW

US Sailing is renewing its successful Siebel Sailors Program to further increase opportunity and diversity in the sport of sailing. By providing resources and support to youth sailors from all backgrounds, we will continue to develop skilled and life-long sailors who can participate in all aspects of the sport by creating access to equipment, athlete development resources, and expert coaching for underserved populations.

#### 2. OBJECTIVE OF THIS RFP

First and foremost, the objective of this RFP to develop a strategic partnership with a provider/manufacture of vital equipment needed for the Siebel Sailors Program. These partnerships form the lifeline that US Sailing needs to bring sailing to under resourced communities and diverse populations. It is our hope that such a partnership would include the Siebel Program and potentially extend across all of US Sailing and US Sailing Team's business verticals with activation across the same. This partnership may be comprised of a combination of cash sponsorship, value-in-kind, or any combination thereof. Such partnership would be for the express purpose of procuring equipment specified below.

The secondary objective would be to source a proposal from interested providers/manufacturers for the specified equipment listed below at a deeply discounted "best available" pricing structure. This recognizes that the US Sailing Association and the US Sailing Foundation are 501(c)(3) not-for-profit organizations.

Please be aware that any cash or value-in-kind contribution in addition to the proper tax implications associated with such contributions, the Tom and Stacey Siebel Foundation will match dollar for dollar every contribution made.

#### 3. EQUIPMENT SPECIFICS

US Sailing is seeking 20-30 Rigid Inflatable Boats (RIB), engines and related equipment. The RIBs are intended to be used by the Siebel coaches to support the program for three years, starting in 2023, and will then turn over to bolster resources at our partner Centers. The Siebel Program will build out Region by Region with a staggered roll out of four Centers per Region. The goal is to support the Siebel Program's existing five Regions and to add a total of five new Regions in the next three years.

#### 4. In reviewing the needs of the Program, US Sailing has identified the following as the necessary parameters for the appropriate RIB:

- a. 16 – 20 feet.
- b. Options to work with outside engine manufacturer, but if the right person was brought to the table, we prefer 50 – 75 HP engine (could go as high as 90 HP depending on selected RIB specifications).
- c. Center console, not offset.
- d. Open to several options, please specify bench seat, saddle seat, or leaning post.

- e. Passenger capacity 4-6, safe passenger seating options forward of driver, console hand holds.
- f. Open concept, no clutter – enough room for coach, marks, and other equipment.
- g. Dry storage.
- h. Need to see all towing options: tow post, turbo swing, etc.
- i. Lifting points with a bridle.
- j. No integrated VHF needed.
- k. Trailer option to consider.
- l. Tubes – Hypalon or Polypropylene, not PVC.
- m. Ease of maintenance and access to fuel and electrical lines.

## **5. SELECTION CRITERIA**

### **5.1. Primary selection criteria**

- a. Nature of the partnership
- b. Total cost. Pricing will be a key consideration for selection.
- c. Quality of product / Track record of durability.
- d. Functionality for intended use.
- e. Manufacturer support /Warranty desired for multi-year program period.

### **5.2. Secondary selection criteria**

- a. Lightly used Event Boats or other used boats will be considered.
- b. Additional equipment will be considered if it increases functionality of RIB for intended use, but cost will be a factor.
- c. Large repairs provided at cost +15%.
- d. B to B partners brought to the table to provide VIK purposes to the program are an extra perk, examples might include:
  - i. Lifejackets
  - ii. Handheld radios
  - iii. Sunglasses
  - iv. Dry bags or backpacks
  - v. Compasses
  - vi. GPS
  - vii. Coaching Bullhorns
  - viii. Marks
  - ix. Hats
  - x. Sunscreen
  - xi. Extra fuel tanks
  - xii. Trailers (dollies for sail boats)
  - xiii. Multi-boat trailers
  - xiv. Dock boxes

## **6. REQUIRED IN PROPOSALS**

### **6.1. Cost of RIB and all items outlined in section 4.1.**

- a.** Identify pricing discounts based on bulk purchase of 20-30 boats.
- b.** Delivery costs for identified locations. Where a location has not been selected, provide a general estimate +/- 20% of average.
- c.** Details on warranties related to all purchased equipment.
- d.** Annual maintenance/tune up/service contract.

## **7. PROPOSAL SUBMISSIONS**

- 7.1.** Submissions will only be accepted electronically. Submit your proposal through email (with proposal attached) to Mason Sheen, Senior Partnership Associate, at [MasonSheen@ussailing.org](mailto:MasonSheen@ussailing.org).
- 7.2.** We will host open calls for anyone who wants to ask questions and discuss. Indicate your interest in this by requesting a meeting invite from Mason Sheen.
- 7.3.** Proposals must be received no later than May 2, 2022, at 5:00pm EST.