



REQUEST FOR PROPOSAL

World Skate is pleased to invite qualified potential partners to submit proposals in response to this Request for Proposal (RFP) to become the Official Sponsor of the International Federation, with exclusive rights related to the specific product category of Resin providers for artistic rink and/or speed tracks.

1. GUIDELINES FOR BIDDERS

World Skate will accept bids for this scope until 5 p.m. of February 28th, 2025. Proposal shall be sent to the following email address: legal@worldskate.org, copying marketing@worldskate.org

All documents must be submitted in English, drafted and signed by those authorized to do so. They must include the full name of the Company and its contact person.

All offers shall be listed in Euros.

There is a minimum bid of 30,000 euros on a yearly basis. Offers of a smaller amount will not be taken into consideration.

Proposals will be evaluated until March 7th, 2025, after which all bidders will be notified of their status within three business days. Once WSK has chosen the offer according to the criteria listed below, an agreement for the current year (2025) will be signed between the parties within one month.

2. PROJECT PURPOSE AND SCOPE

The purpose of this RFP is to find a partner who will become the official sponsor of World Skate in relation to a specific product category: suppliers of resins for artistic rink and/or speed tracks.

The partner will obtain exclusivity as a sponsor for the aforementioned category. However, the Partner is not granted any other exclusivity as Sponsor with regard to products in other categories nor for World Skate as a whole.

The Official Partner's benefits, for the entire duration of the agreement, will include:

- Company banner with a direct link to the partner's website in a premium position on the official WorldSkate website (www.worldskate.org)
- No.4 dedicated posts on official WorldSkate social media channels throughout the year
- No.2 additional dedicated posts on official World Skate social media channels during any official Sanctioned event held at the partner's flooring
- No.1 article published in the news section of the official WorldSkate website, including details about the partner and any desired products

- Transmission of one clip (max. 30 seconds) as an open-air segment of the official live feed streaming on World Skate TV during any official Sanctioned event held on the partner's flooring
- As the official sponsor, the partner will be granted the right to use the World Skate Logo for communication and commercial purposes

3. CONDITIONS AND CRITERIA

World Skate will evaluate only proposals submitted within the deadlines indicated above, coming only from entities whose product categories (resins for artistic rink and/or speed tracks) have been officially approved and certified by World Skate.

World Skate will assess the proposal according to the following criteria, in the order listed below:

1. **Technical Expertise & Product Quality** - The bidder must demonstrate a proven track record of providing high-quality resin solutions suitable for artistic rinks and/or speed tracks, ensuring durability, safety, and performance.
2. **Industry Experience & Reputation** - The company's experience in the field, including past collaborations with international sports organizations and testimonials from relevant stakeholders, will be considered.
3. **Marketing & Activation Plan** - The proposal should outline how the bidder intends to leverage the sponsorship to promote both World Skate and their own brand, including marketing strategies, planned activations, and engagement with the skating community.
4. **Commitment to Sustainability & Innovation** - Preference will be given to bidders that incorporate environmentally friendly solutions and demonstrate innovation in resin technology to improve performance and sustainability.
5. **Financial Offer** - The proposed sponsorship fee (starting from 30,000 euros), with higher bids receiving greater consideration, provided all other criteria are met.

Lausanne, February 18th, 2025



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