



# Request for Proposal of Equipment for the 2016 Olympic Women's Two-Person Skiff – Updated Version 2

## 1. General Instructions and Information to Offerors

- (a) Point Of Contact – Direct all questions to the ISAF Head of Technical and Offshore Department – Dr. Jason Smithwick. His email is [jason@isaf.co.uk](mailto:jason@isaf.co.uk).
- (b) Timeline – ISAF will select the Women's Two Person Skiff equipment for the 2016 Olympic Games in May or November of 2012 per Regulation 23.1.3.

Preliminary documentation along with Notice of Intent to participate and application fee of 600 GBP per design shall be supplied to ISAF by 20 January 2012. This documentation is primarily the construction plans for the proposed equipment and any class rules or supporting information (for more details see 4.c below). This information will be used by ISAF's Evaluation Management Team to determine if the proposed equipment meets the basic requirements and should be invited to participate. Response from ISAF with an invitation to participate will be sent to the manufacturer/supplier teams as early as possible and in any case no later than 20 February 2012.

- (c) Disclaimer - Information presented in this Request for Proposal (RFP) is subject to change and that incurring expenses or beginning to formulate an approach in preparation for the selection based on information presented in the RFP is solely at the potential offerors risk.

## 2. Evaluation Criteria

- (a) The proposed equipment should highlight the following:
  - athletically challenging to the elite sailors of the world
  - have visual appeal for spectators, media and sailors
  - be equipment that avoids unnecessary or excessive costs
  - it is desired that the sailors combined weight will be within the 110-130 kg range
  - the equipment should not cause a measurement burden on an event organizer.
- (b) The proposed equipment evaluation will include the following:
  - Sailing capabilities
    - Setting and dousing the gennaker
    - Tacking
    - Gybing
    - General steering characteristics (course keeping, helm balance)

- Divisions of tasks load for manoeuvres between skipper and crew; does the arrangement work for the tasks?

Cost, both initial investment and lifecycle.

- Initial Cost
- Cost control and cost realism
- Durability of the hull and of the various parts (longevity)
- Access for maintenance and repair procedures
- Sail costs
- Sail durability to be evaluated by consideration of materials, design and components
- Lower cost “sailor development” alternatives that build grass roots sailing.

Past performance and capability of the Manufacturer/Supplier Team – The manufacturer/suppliers of proposed equipment will be required to show that they have the experience and expertise and the means to distribute the equipment globally. Factors in this category include builders and distributors in place for global distribution without delay.

Consistency of manufacture delivering fair and reliable equipment.

### 3. Method of Evaluation

- (a) The scoring of all factors will be the color coding system of Green (Meets all), Blue (Mostly Meets), Yellow (Sometimes Meets) and Red (Fails to Meet). These scores will be accompanied by an explanation narrative written to describe the rating and any concerns. The narrative will reflect all discussion had by the Evaluation Team during deliberations. Experts on the evaluation team are expected to be impartial and any conflicts of interest fully disclosed.

### 4. Statement of Work/Specification – Event Title; Women’s Two Person Skiff Event

- (a) Boat Characteristics:

2-person **monohull** skiff type hull

**Sloop** rig with an Asymmetrical Spinnaker

FRP construction

Twin trapeze

Unsinkable when holed or swamped with approximately level floatation. The boat, when swamped, shall float with some portion of the freeboard, deck coamings or gunwale, including those across the bow or stern, above water.

Easily righted by the crew without external help.

- (b) Performance – per the following approximate descriptions:

Racing is expected to be held in winds in the range 5 to 25 knots

Higher winds should reward the skill and experience of the sailor

Above 25 knots the crew may be in survival mode, but the boat is robust enough to continue without breakage.

(c) Construction Manuals/Design Calculations and Support

All offerors must present preliminary documents for initial review to be invited to attend sailing trials. (See 1.b).

All materials will be considered proprietary to the offeror.

Every item that is used while racing should be included in the submittal. For example the hull, mast and rigging, appendages and sails.

Level of completeness will influence the evaluation.

As a minimum the following drawings are expected to be submitted for review; Hull Construction Laminations Plan with Bill of Materials; Appendage Construction with Bill of Materials; Plan view of Control Lines; General Arrangement; Sail Plan with Bill of Materials; Rigging Plan with Bill of Materials.

(d) Safety – Isolation of Mast from Power Lines – The proposed equipment is to provide a measure of safety from inadvertent strikes of the mast to the overhead power lines.

(e) Transportability of Equipment – Should be capable of transport by containerized shipping. For lowest cost, options to ship in a standard 20ft unit should be considered and presented, as well as the 40ft unit option.

## 5. Trials Requirements

(a) The evaluation event will be held from 17 to 25 March at Prince Felipe High Performance Sailing Centre, Santander, Spain (<http://www.rcmsantander.com>) as follows:

Two persons to represent the proposed equipment may be present during the trials. They will be expected to provide some familiarization training to the trials team and sailors. They will not be required to sail the equipment. However, they will be responsible for any maintenance required.

Each participant will be asked to provide 2 complete boats at the venue, ready to sail on 17 March and as you would expect them to be raced competitively. They will both be used during the event. Each boat may be required to be equipped with an onboard camera (e.g. GoPro).

ISAF will provide the trials venue with adequate launch facilities and safety boats. ISAF may require tracking equipment be installed in the boats.

More than one trials period may be required. These trials will not necessarily be at the same venue. Some proposed equipment may be dismissed before a second trial.