



INTERNATIONAL SHOOTING SPORT FEDERATION

Invitation To Tender

ISSF Exclusive Result Provider

ISSF Headquarters

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1 Introduction

The International Shooting Federation (ISSF) is the governing body of the Olympic Shooting events in Rifle, Pistol and Shotgun disciplines, and of several non-Olympic Shooting sport events, currently affiliated with 163 National Shooting Federations from Africa, Americas, Asia, Europe and Oceania.

In its role as the global governing body responsible for shooting sport, the ISSF organises international competitions worldwide: The ISSF supervises shooting sport events in the Olympic Games, World Championships, World Cups, Junior World Cups, Continental Championships and Continental Games. Therefore, ISSF cooperates with the organising committees of these events in carrying out the organisation of the shooting events and supervises and controls all technical arrangements.

The purpose of this Invitation to Tender (“ITT”) is to find the exclusive “ISSF Result Provider” with the required technical capabilities to produce competition results and the complete setup necessary for designated ISSF competitions. It is the goal of this ITT to attain fair value for an annual fee while cooperate with a service-oriented, socially responsible firm that matches the principles and priorities of the ISSF while offering competitive pricing for the supply requirements.

All parties following this ITT by submitting a proposal are referred to as “Tenderer”. Once a Tenderer is selected, a formal written agreement (“Service & Sponsor Agreement”) will be concluded between the selected Tenderer and the ISSF. ISSF invites proposals for ISSF Result Provider services for a period from 1 January 2025 to 31 December 2028.

ISSF intends to make its decision on selection of a Tenderer by no later than 31 May 2024 (subject to changes depending on the number of Tenderers to be evaluated).

2 Rights subject to this ITT

A Tenderer participating in this ITT shall be bidding for the rights to act as the Exclusive Result Provider related to the ISSF competitions mentioned below and preliminarily defined as follows:



- The right to be appointed the Exclusive Result Provider related to the electronic scoring system for designated events of the designated ISSF competitions defined below for a period from beginning of 2025 to the end of 2028.
- The right to use the name and logo of ISSF in connection with the status of the exclusive ISSF Result Provider to be defined in detail in the Service & Sponsor Agreement.
- The right to charge a fee for its services and equipment from the organising member federations of the designated ISSF competitions defined below as proposed within its tender and, if the tender is accepted, subsequently defined in the Service & Sponsor Agreement.

3 ISSF Competitions

The abovementioned rights shall (subject to the below) be granted in relation to the following ISSF level 1 and level 2 competitions according to Article 3.2.1 of the ISSF General Regulations (hereinafter referred to as “the Competitions”):

Level 1

- World Championships
- World Championships Rifle/Pistol
- World Championships Shotgun
- Final Tournament of the Year
- World Cups with Olympic Quota Places allocation

Level 2

- World Cups
- World Championships Running Target
- World Championships Juniors
- Youth Olympic Games Qualifying competitions



4 Obligations of the Selected Tenderer

Tenderers participating in this ITT, if selected, agree to the following obligations in performance of their services at the Competitions:

- To install, dismantle and run all electronic targets with ISSF-Phase-II-certification at the Competitions in accordance with all necessary requirements of electronic targets with ISSF-Phase-II-certification.
- To provide all the necessary technicians to operate the electronic scoring systems at the Competitions free of charge for the ISSF.
- To offer to Organizer of the ISSF Competition rental of the electronic targets free of charge in case needed for specific ISSF Competition.
- To provide Ad-hoc support for test events to evaluate new rules.
- To hire and train new personnel to provide the best possible service towards ISSF.
- To provide bullet traps and loading tables.
- To provide computers, printers, cables and software for the complete calculation and display of the results and rankings of all Competitions.
- To support the development to enable paperless competitions.
- To provide statistics based on technical data gathered through target systems.
- To provide a large spectator scoreboard (2m x 1.6m LCD video projection) for the results, rankings and video displays (including live visualization of results and live visualisation of individual lanes) at the Competitions, including its installation and commissioning.
- To take over the responsibility for the transportation, maintenance and operation of the electronic targets, including a 24-month manufacturer's warranty.
- To produce all Competition results according to the latest and state-of-the-art standards of the Olympic Results & Information Services ("ORIS") for all Competitions.
- To produce all live results for the exclusive by the ISSF eg on the ISSF website.
- Provide a public result service (including athlete/coach result and statistic data online service as well as visitor result online service (data delivery)).
- To produce all software for TV graphics necessary for ISSF TV as indicated by the ISSF.
- To provide all necessary hardware for the TV graphics used in ISSF TV as indicated by the ISSF.
- To provide ISSF with an annual amount of sponsorship.



- To provide and instal the electronic scoring system at all Competitions which is compatible to other third-party scoring system providers and not just compatible with the Tenderer.

Please note that further services may be required by the ISSF.

Please also note that pursuant to Article 3.6.2.4 of the ISSF General Regulations ranges (including the electronic target systems) to be used for World Championships and Olympic Games should be completed one (1) year in advance. If the range is not completed, the detailed plans, construction schedule and financial plan must be submitted to the Secretary General one (1) year in advance, and the range must be completed three (3) months in advance.

5 Submission of Proposals

5.1 Requirements for Proposal

5.1.1 The Tenderer shall submit and present its proposal (English language) to ISSF Headquarters, Widenmayerstraße 16, 80538 Munich, Germany, in order to seek to become the Exclusive Result Provider for the Competitions, which shall include the following information and documentation:

- This ITT document signed by authorised representative(s).
- Any pertinent information about the Tenderer's company including:
 - Full legal name and type of business organization of the Tenderer.
 - Registration, business or corporation number.
 - Name, address, telephone and e-mail address of the Tenderer's contact person.
 - Overview of the personnel involved in the technical research and development.
 - Evidence of Financial Stability (Please check the relevant box)

	2020	2021	2022
Debt-to-equity ratio			



This information will assist in determining the Tenderer's financial condition. ISSF is seeking this information to ensure that the proposer's have the financial stability and wherewithal to assure good faith performance.

- Summary of average full time employees over the past three years (2020-2023).
- Evidence of Insurance: Commercial General Liability with limits no less than EUR 5,000,000; Workers Compensation and Employers Liability with limits no less than EUR 500,000.
- ISSF product certification of the electronic scoring systems.
- Three references, if any, from clients who have recently received similar services and goods from the Tenderer within the last three years as those requested in this ITT.
- Reference list of national and international shooting sport competitions where the Tenderer carried out the results and ranking service.
- Any other evidence of the ability of the Tenderer to provide the services described in Section 4.
- Description of the Tenderer's commitment to employment diversity and the result of these efforts.
- Description of the Tenderer's commitment to sustainability.
- The total amount of sponsorship that the Tenderer will provide.
- Any other services the Tenderer wishes to offer in addition to the services detailed in Section 4 above in return for obtaining the rights defined in Section 2 above.
- Details about the sponsorship of the Tenderer granted to the ISSF:
 - Annual Amount of development expenses not to be invoiced to implement rule changes in the software ad hoc.
 - Number of Technician man-days sponsored annually.
 - Number of annual sponsored software development hours.
 - Annual direct sponsorship amount.
- Any other details considered as relevant for the assessment of the proposal.

The ISSF may contact Tenderers for further information or clarification purposes.

5.1.2. If the Tenderer does not provide any of the services requested at the present stage the Tenderer shall state so. If the Tenderer intends to develop a solution for such mentioned service



until entering the Service & Sponsor Agreement with the ISSF it shall state the estimated development cost and timeline thereof.

5.2 Time Table

ITT issue date:	27 March 2024
Deadline for inquiries:	10 April 2024
Submission of proposal deadline:	17 April 2024

Proposals submitted after the Submission Deadline may be disqualified.

5.3 Inquiries

All inquiries related to this ITT and the proposal itself shall be directed in writing to the office of the Secretary General, Mr Alessandro Nicotra di San Giacomo: office@issf-sports.org

It is the responsibility of the Tenderer to clarify with the ISSF contact on any matter the Tenderer considers to be unclear. Answers to all inquiries submitted may be posted to all Tenderers. ISSF will not be responsible for any misunderstanding regarding this ITT or its process. Inquiries submission is the Tenderer's only opportunity to present any conditions or options that the Tenderer may have to ISSF and receive answers to same.

5.4 Tenderer's commitment to the proposal

All proposals shall be binding for the respective Tenderer until the ISSF Executive Committee has approved the winner of the ITT.

6 Evaluation and Selection

6.1 Evaluation Criteria

The ISSF will compare and evaluate all proposals which is most advantageous to the ISSF.



Proposals may be opened by the ISSF at any time after the submission deadline. All proposals satisfying the requirements of this ITT will be evaluated to establish which of the Tenderers best fulfils the needs of ISSF and this partnership.

The ISSF will evaluate the proposals in the following stages:

6.1.1 Stage I

In stage I, proposals will be reviewed to determine the compliance with the requirements described in Section 5.1.1. Proposals which do not comply with these requirements may be disqualified in this stage.

Qualified proposals will move on to Stage II.

6.1.2 Stage II

In stage II, the ISSF will pay particular attention to the following criteria when assessing a qualified proposal:

- The Tenderer's proposed pricing structure for the provision of the required services;
- The financial standing of the Tenderer and its prospective ability to fulfil the contractual obligations;
- The technical capabilities of the Tenderer;
- The relevant experience of the Tenderer;
- Client references;
- Commitment to Sustainability;
- The credibility of the Tenderer, in particular in view of the quality of the documentation received by ISSF;
- The viability of any additional services or benefits proposed by the Tenderer.

6.2 Additional Information and adjustments of the proposal

The Evaluation Committee or the ISSF may, at their discretion, request clarifications or additional information from a Tenderer or improvement of the proposal. Such requests may be made to all or



only some of the Tenderers. The Evaluation Committee or ISSF may consider such clarifications or additional information in evaluating a proposal.

6.3 Interviews

The ISSF may, at its discretion, invite some or all of the Tenderers to appear before the ISSF to provide clarifications of their proposals. In such event, the ISSF will be entitled to consider the answers received in evaluating the proposals.

6.4. Notification of the Selected Tenderer

ISSF shall notify the selected Tenderer in writing.

7 General Conditions

7.1 No ISSF Obligation

This ITT does not commit the ISSF in any way to select a Tenderer, or to proceed to negotiations for an agreement, or to award any agreement. The ISSF reserves the complete right at any time, to amend the process and any deadlines, to reject all proposals, and to terminate this ITT process.

7.2 Tenderer's Expenses

Tenderers are solely responsible for their own expenses in preparing and submitting proposals, and for any meetings, negotiations or discussions with the ISSF or its representatives, relating to or arising from this ITT. The ISSF and its representative will not be liable to any Tenderer for any claims, whether for costs, expenses, losses or damages, or loss of anticipated profits, or for any other matter whatsoever, incurred by the Tenderer in preparing and submitting a proposal, or participating in negotiations for an agreement, or other activity related to or arising out of this ITT.



7.3 No Agreement

By submitting a proposal and participating in the process as outlined in this ITT, Tenderers expressly agree that no agreement of any kind is formed under, or arises from this ITT prior to the signing of a Service & Sponsor Agreement. However, by submitting proposals under this ITT, the Tenderer does agree to the terms of this ITT.

7.4 Conflict of Interest

A Tenderer shall disclose in its proposal any actual or potential conflicts of interest and existing business relationships it may have with the ISSF, its elected or appointed officials, representatives, member federation officials and representatives or employees. The ISSF may rely on such disclosure.

7.5 Notification about Changes

If, following submission of its proposal, there is any change in a Tenderer's circumstances which may adversely affect the provided information, the Tenderer shall promptly notify the ISSF in writing setting out the relevant details in full. In that regard, Tenderers shall immediately inform the ISSF of any change in its ownership or senior management at any time and the ISSF reserves the right to reject any proposal, at its sole discretion, as a result thereof.

7.6 Solicitation of ISSF Staff and Officials

Tenderers and their agents will not contact any member of the ISSF, including staff and elected officials or representatives with respect to this ITT, other than the office of the ISSF Secretary General designated above, at any time prior to the award of an agreement or the cancellation of this ITT.

7.7 Property and Confidentiality

7.7.2 All proposals, supporting documentation and generally Tenderer's submissions prior to its appointment become the property of the ISSF and will not be returned to the Tenderer. All



submissions will be held in confidence by the ISSF unless otherwise required by law or stipulated in this ITT.

7.7.3 The Tenderer shall keep confidential the terms of this ITT and, in particular, shall not discuss the terms with other Tenderers. Each Tenderer acknowledges and agrees that it shall not make any form of public announcement or statement relating directly or indirectly to this ITT and that the ISSF shall have the sole right to make any announcement in relation to this ITT and to the selection of any Tenderer (if at all).

7.8 Governing law and arbitration clause

7.8.1 These terms are to be governed by and interpreted in accordance with the substantive laws of Germany, without regard to its conflict of law rules.

7.8.2 Any dispute arising from or related to the ITT and the tender process which in spite of mutual efforts, the Tenderer and the ISSF are unable to conciliate, will be submitted exclusively to the Court of Arbitration for Sport in Lausanne, Switzerland, and resolved definitively by a panel of three arbitrators in accordance with the Code of Sports-related Arbitration. The language of the arbitration will be English.

IN WITNESS WHEREOF, by signing this below, the Tenderer acknowledges that it has reviewed this ITT in full and agrees to be bound by its terms and conditions.

Date/Place _____

For the Tenderer

Name: _____

Capacity: _____

Signature: _____