REQUEST FOR TENDER (RFT)

Basketball South Australia and

SA Country Basketball (The Tenderers)

Licensed Supplier and Merchandise Supply Rights

24 July 2026

INTRODUCTION

Basketball South Australia

Basketball SA (BSA) is a not-for-profit organisation formed in 2006. The function of Basketball SA is to deliver:

- Development and promotion of the game through officiating, coaching, competition, and participation.
- Develop supporting frameworks, regulations, policies and by-laws.
- The provision of facilities for the sport of basketball.
- Representing South Australian basketball with other state, national and international sporting bodies.

This is done through the execution of key services including:

- High Performance Pathways (player and coach)
- Referee Development
- Competition Management (District competition and Metro Social Basketball League)
- Member support and advocacy
- Stadium Management (4 stadiums)
- Program Development
- Female Participation Strategy

SA Country Basketball

SA Country Basketball Council Inc (SACBCI) is responsible for the development and support of all basketball activities in the South Australian country zone.

The function of SA Country Basketball is to be active in the South Australian Country community by:

- Providing affordable and accessible participation
- Promoting basketball as healthy, safe and enjoyable
- Understanding, embracing and valuing the differences within the basketball community
- Providing pathways, competition, challenges and opportunities at all levels of the sport

INVITATION TO TENDER

The Tenderers are now seeking to appoint a single organisation to fulfil the requirements for all aspects of apparel as the Licensed Supplier for Representative State Teams, Referee and Officials Apparel, Basketball SA Staff Uniforms, SA Country Staff Uniforms, and Merchandise Supply for State Tournaments and NBL1 for three years for the period 1 January 2027 to 31 December 2029.

While BSA and SACBI are jointly tendering for these services, separate agreements will be completed for each.

The successful organisation will have the experience, systems, and commitment to quality assurance to ensure all apparel is designed, ordered, manufactured, and delivered to the highest standard.

Local, interstate, national and international businesses with the capacity and expertise to successfully supply are invited to respond to this RFT.

PARAMETERS OF ARRANGEMENT

The Tenderers would look favourably upon tenders that addressed the following:

- A single organisation to drive all requirements.
- Inclusion of a cash component paid upfront annually, a cash rebate based on sales and a Value In Kind component.
- Increasing values annually for each year
- Remedies for any orders that fail to be delivered in line with expectations / agreements.
- Online option available for fulfilment of all orders.
- Dedicated account manager to deal with the Tenderers.

SCOPE

Official Licensed Supplier

State Programs (including National Championships)

- Playing uniforms (singlet, shorts)
- Warmup uniforms (t-shirt, track pants, jacket)
- Training uniforms (singlet, shorts)
- Camp uniforms (singlet, shorts)
- Coach uniforms (polos, t-shirts, shorts, trackpants)
- Supporter merchandise (t-shirts, hoodies, caps, beanies plus other items as agreed)
- Backpack
- Travel Bag

Referee and Officials Apparel

- Basketball SA Referee Uniforms (green shirts and referee shirts)
- NBL1 Referee Uniforms (referee shirts and jackets)
- NBL1 Technical Officials - score table and statisticians - uniforms (polos and jackets)

Basketball SA Staff Uniforms

- BSA Staff polo (Male and Female)
- BSA Jacket (Male and Female)
- Casual Staff polo (Male and Female)
- Casual Staff jacket (Male and Female)
- Casual Staff trackpants

SA Country Staff Uniforms

- SA Country Staff polo (Male and Female)
- SA Country Jacket (Male and Female)
- SA Country Embroidered Business Shirt (Male and Female)

Official Merchandise Supply Rights

National Championships Merchandise

- Representative State Teams supporter merchandise (t-shirts, polos, hoodies, caps, beanies plus other items as agreed).

State Tournaments Merchandise

- State Championships Merchandise (t-shirts, polos, hoodies, caps, beanies plus other items as agreed).
- SA Country Champs Merchandise (t-shirts, polos, hoodies, caps, beanies plus other items as agreed).

NBL1

- Charity and Promotional Round Merchandise (t-shirts, socks, singlets).
- NBL1 Central Champions T-Shirt.
- Other items as agreed.

**Tenders for part-rights may be considered – please contact prior to submitting proposal*

EXPECTATION OF RETAIL AND ONLINE OUTLETS

The Official Merchandise Supply Rights holder will be required to have a retail outlet set up on each day of competition at several Basketball SA and SA Country Basketball events in Adelaide, located at the State Basketball Centre.

- State Championships (Junior)
- SA Country Championships (Junior and Senior)

There will also be a requirement to have an online store available, with retail products available before and after these key events.

Requirements

- Friendly and courteous staff will be supplied by Official Merchandise Supplier.
- Products are offered at a reasonable price to customers.
- Offer online purchasing and shipping prior to and post event, with a reasonable online cut off timeframe.
- Provide sales reports to Basketball SA or SA Country Basketball at the end of each day during tournament.
- Provide sales reports to Basketball SA or SA Country Basketball outlining online sales on a regular basis.

BUDGET

All proposals must include a flat rate plus a rebate on total sales for all purchases.

TENDER INCLUSIONS

The following detail is required as part of this RFT:

- Cover letter providing a summary of the business information:
    - Business name / trading name
    - ABN
    - Background / history of organisation including referees
- Statement on:
    - Capacity and ability to deliver requirements of this tender.
    - Proposed merchandise
    - Personnel
    - Quality assurance measures
    - Lead times:
        - Sublimated items (factory location / ownership model)
        - Cut / Sew items (factory location / ownership model)
        - Screen-print Items (factory location / ownership model)
    - Minimum order quantities.
    - Periods of heightened business requiring longer lead times.
    - Any known delivery issues (Chinese New Year etc) and how risk is mitigated.
    - How orders are to be processed:
        - Online Portal / Website fulfilment (including deadlines for guaranteed delivery).

        - Invoice terms.
    - Delivery costs and method.
    - Packaging model (bagged, etc).
- Price and manufacture times for example items that are proposed to be sold
    - Uniform Singlet (sublimated design and logos)
    - Shorts (sublimated design and logos)
    - Hoodies (screen print design and logos / transfer design and logos)
    - Polo (sublimated design and logos / embroidered logos)
    - Beginner referee shirt - green shirt (transfer logos)
    - Referee Shirt (transfer logos)
    - NBL1 Referee Shirt (Sublimated design and logos)
- Samples of any relevant products or items.

KEY DATES

Tender Document circulated to all parties	24 July 2026
Open Tender Period	27 July 2026 to 14 August 2026
Evaluation Period*	17 August 2026 to 21 August 2026
Notifications to all Tender Providers	Week of 24 August 2026

**The tenderers may require additional time to evaluate submissions pending variety and volume*

NEEDS ANALYSIS (ESTIMATED)

To assist you prepare your tender response, the Tenderers advise:

State Representative Programs

- 14 state representative teams are sent to the National Championships by the Tenderers each year (10 Basketball SA teams and 4 SA Country teams)
- Each National Championships team consists of approximately 20 player participants, with over 300 players participating in the program each year.
- Approximately 50 coaches, assistant coaches and team managers are involved in the National Championships program each year.
- 32 Development teams travel interstate every January with more than 280 players (16 Basketball SA and 16 SA Country) and 80 coaches and team staff.
- Training camps and days for the Emerging Athlete Development Program are run each year, with more than 200 participants over the course of the program.

Referees and Officials

- Basketball SA manage officials of the NBL1 Central, with every game streamed live.
- Basketball SA directly manage the referees of seven community and amateur level competitions, with over 350 registered referees.
- Basketball SA co-ordinate the development and accreditation of new and continuing referees in South Australia, with “green shirts” provided to introductory referees when completing their initial accreditation – more than 200 per year.

Staff Uniforms

- Basketball SA currently have approximately 25 full time staff and over 50 casual staff.

- SA Country Basketball have 5 staff.

State Championships (Basketball SA)

- Host 160 teams from around Adelaide.
- More than 1,500 participants and team staff.
- Currently held over four days.
- Over 4,000 parents and supporters attend.

SA Country Championships (SA Country Basketball)

- Host more than 250 teams from around South Australia.
- More than 3,000 participants and team staff.
- Currently held over three weekends for different age groups.
- Over 2,000 parents and supporters attend.

NBL1 Promotional Events

- 3 x promotional rounds each year consisting of a key apparel product to promote the round
- Grand Final Championship T-Shirt

EVALUATION CRITERIA

The Tenderers will evaluate all proposals based on the following criteria. To ensure consideration for this RFT, your tender should be completed and include all the following criteria.

- *Overall proposed suitability (30%):* Proposed apparel must meet the scope and needs included herein and be presented in a clear and organised manner.
- *Organisational experience (20%):* Bidders will be evaluated on their experience in providing similar merchandise at tournaments and other sporting bodies in a timely manner.
- *Sponsorship (15%):* Bidders will be evaluated on their proposed commission/flat rate provided to the Tenderers
- *Value and cost (10%):* Bidders will be evaluated on the cost of their apparel in accordance with the above requests.
- *Supply chain and delivery capability (10%):* Tenderers will be assessed on their ability to consistently meet production and delivery timeframes, maintain adequate stock levels, and manage peak demand periods associated with competitions, championships, and representative programs.
- *Branding and design capability (7%):* Tenderers will be assessed on their ability to produce professional, contemporary designs that align with the organisation's branding guidelines and provide design support for future apparel requirements.
- *Previous work (5%):* Bidders will be evaluated on examples of their references and client testimonials regarding their delivery times and quality of apparel.
- *Sustainability and ethical sourcing (3%):* Consideration will be given to the supplier's environmental sustainability initiatives, ethical manufacturing practices, use of recycled or sustainable materials where appropriate, and compliance with recognised labour standards.

SUBMISSION

Please send all documentation (including tender bids) and any queries to;

Mark Harris
Finance Manager
Basketball SA
mharris@basketballsa.com.au

and

Danny Millard
Executive Officer
SA Country Basketball
eo@sacbci@com.au

DISCLAIMER

This document outlines the scope of historic purchasing made by the Tenderers and their related entities. These documents represent the programs that the Tenderers are intending on operating over the next multi-year period and is not a guarantee of expenditure.