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REQUEST FOR PROPOSAL (RFP) - For Appointment of Official Kitting Partner

RFP Ref: IRFU/002/2026-27

Date of Issue: 15th March 2026

Proposal Submission Deadline: 27th March 2026

1. Introduction

The **Indian Rugby Football Union (IRFU)** invites sealed proposals from reputed, experienced, and capable firms to serve as the **Official Kitting Partner** responsible for the design, supply, and delivery of playing kits, training apparel, and related merchandise for IRFU's national teams, development squads, and events for the period **2026-27 with potential to extension subject to performance.**

The objective of this RFP is to appoint a partner who can deliver high-quality, performance-oriented rugby kits and related products that meet IRFU's branding, performance, and logistical requirements, while supporting the growth and visibility of rugby in India.

2. Scope of Work

The selected Kitting Partner will be required to provide but not limited to:

2.1 Playing & Training Apparel

- Match jerseys (home/away) for men's & women's teams (7s (Sr, U20, U18), 15s (Sr))
- Training jerseys, shorts, stockings
- Warm-up jackets, track suits

2.2 Support Equipment & Accessories

- Caps and backpacks

2.3 Design & Branding

- Custom design aligned with IRFU brand guidelines
- Player name/numbering where applicable

2.4 Production & Supply

- Manufacture and delivery of kits within agreed timelines
- Quality assurance and adherence to performance textile standards

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2.5 Logistics

- Coordinated delivery to specified venues as per specified timelines. 3

All items should be confirming to the technical specifications provided at Annexure 1 of this RFP.

3. Eligibility Criteria

Bidders must meet the following minimum criteria:

- Registered entity under applicable laws of India
- Experience supplying kit/apparel to national teams or franchises in professional leagues.
- Demonstrated production capacity, quality certification, and supply chain reliability
- Financial stability with minimum turnover as specified in the RFP appendices. In case of a consortium the turnover of the lead partner will be considered.

(Note — detailed eligibility documentation and supporting evidence requirements are listed at Annexure - 2.)

4. Proposal Requirements

Proposals should be submitted in two parts:

4.1 Technical Proposal

- Company profile, team structure
- Experience & past engagements with relevant references
- Proposed product portfolio & design concepts
- Quality standards compliance
- Sample of the products in compliance with the required specifications

4.2 Commercial Proposal

- Detailed pricing (all-inclusive with taxes) for tentative kitting quantity for FY 2026-27 provided at Annexure 3. Please note that quantities provided are indicative and IRFU reserves the right to increase or decrease the quantities as per its discretion.
- Delivery milestones (minimum time required for production & delivery upon placement of order) & cost breakdown

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- Discount on pricing in lieu of providing visibility to the partner on national team jerseys and national competitions.
- Royalty on sales of official kits and other merchandise.

Proposals should be clearly labelled *Technical Proposal* and *Commercial Proposal* and submitted as detailed in Section 9.

5. Evaluation Criteria

Bids will be evaluated based on:

- **Technical Capability:** Product quality, design, durability
- **Experience:** Proven track record with sports federations or similar partners
- **Value for Money:** Competitive pricing and terms
- **Delivery & Support:** Logistics capability and after-sales service

The IRFU reserves the right to request clarifications, or demonstrations during the evaluation process.

6. Contract Duration

The selected Partner will be appointed for an initial term of one term from 2026-27 with subsequent annual extensions of the contract subject to performance & mutual agreement on commercial terms.

7. Rights & Terms

- IRFU reserves the right to accept or reject any or all bids without assigning any reason.
- All intellectual property rights for designs created for IRFU kits shall rest with IRFU.
- The official kitting partner will have the rights to sell national team jerseys and other merchandise subject to approval of designs by IRFU. The partner would be required to provide IRFU with a quarterly sales statement for settlement of royalty amounts.

8. Confidentiality

All information provided by IRFU in connection with this RFP must be treated as confidential and for the sole purpose of submitting a proposal.

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9. Submission Instructions

Submission Deadline:

Proposals must be delivered by **27th March 2026, 1800 HRS** to:

Postal Submission Address:

**Indian Rugby Football Union
305, B/2 – Churchgate Chambers
Vithaldas Thakersay Marg,
New Marine Lines, Mumbai – 400020, India**

Soft Copy Submission:

Email to: **info@rugbyindia.in** (with subject line "RFP – Kitting Partner Proposal – Indian Rugby Football Union")

Late or incomplete proposals will not be considered.

10. Queries & Clarifications

Bidders may submit questions to **info@rugbyindia.in** by **22nd March 2026**. IRFU reserves the right to issue corrigendum's as may be necessary.



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ANNEXURE – I

DETAILED TECHNICAL & PRODUCT SPECIFICATIONS

1. Objective

This Annexure defines the minimum technical, quality, and performance standards for apparel and accessories to be supplied by the Official Kitting Partner to the Indian Rugby Football Union (IRFU).

2. Categories of Products

A. Match Apparel

Item	Specification
Match Jersey (Home & Away)	Rugby-specific cut, stretchable, breathable, moisture-wicking
Match Shorts	Reinforced seams, durable fabric suitable for contact sport
Stockings	Compression support, sweat-wicking

B. Training & Travel Apparel

- Training jerseys
- Training shorts
- Sandos
- Track suits (jacket & pants)
- Travel Polo T-shirts

C. Accessories

- Backpacks
- Caps

(IRFU reserves the right to add or modify items during the contract period.)

3. Fabric & Performance Standards

- Quick-dry and sweat-wicking fabric
- Anti-odour treatment
- Colour fastness (minimum Grade 4)

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- Suitable for all climatic conditions
- Compliance with international sportswear norms

4. Branding & Design Requirements

- IRFU logo placement as per branding guidelines
- Sponsor logos as communicated by IRFU
- Player name & number printing where applicable
- Custom designs (no off-the-shelf templates)

5. Quality Assurance

- Pre-production approval samples mandatory
- IRFU reserves the right to reject sub-standard supplies
- Replacement of defective items at no additional cost

6. Sample Submission

Bidders are required to submit:

- One full playing kit sample (Match Jersey, Shorts and Stockings)
 - One training kit sample (Training Jersey, Shorts, Sandos)
 - Sample of caps, travel polos, track suits etc.
-

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ANNEXURE – II

ELIGIBILITY & COMPLIANCE CHECKLIST

Bidders must submit **self-attested copies** of the following documents:

A. Legal & Statutory Compliance

- Certificate of Incorporation / Registration
- PAN Card
- GST Registration Certificate

B. Experience Criteria

- Minimum **3 years' experience** in manufacturing/supplying sports apparel
- Past or current engagement with:
 - National / International sports federations OR
 - Professional leagues / clubs OR
- At least **two client references** with contact details

Experience of having worked in Rugby or similar contact sports will be given preference.

C. Financial Capability

- Audited financial statements for last **2 financial years**
- Minimum average annual turnover: INR 1 Crore

D. Manufacturing & Supply Capability

- Details of manufacturing facility (owned / outsourced)
- Monthly production capacity
- Quality certifications

E. Declaration

- Declaration of non-blacklisting by any Government / Sports Authority
 - Acceptance of RFP terms & conditions
-

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ANNEXURE – III

APPROXIMATE ANNUAL KITTING REQUIREMENT

Refer link below:

<https://docs.google.com/spreadsheets/d/1IA7pTKSxaNDLpGTJurKgLIImQDeKOiSQ/edit?usp=sharing&ouid=113226802295171716786&rtpof=true&sd=true>

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ANNEXURE – IV

FINANCIAL BID FORMAT

(To be submitted separately in a sealed envelope / separate PDF)

A. Price Schedule

Item Description	Unit Price (₹)	GST (%)	Total Price (₹)
Match Jersey			
Match Shorts			
Training Jersey			
Training Shorts			
Track Suit			
Kit Bag			
Sandos			
Caps			
Stockings			
Casual Polos			
Round Neck T-shirt			
Ankle Length Socks			

(Prices must be inclusive of all costs including design, branding, packaging, and delivery.)

B. Discounts (if any)

- Discounts for providing visibility for kitting partner on national team jerseys.
- Discount applicable for orders above _____ units
- Special pricing for youth / grassroots programs (optional)

C. Commercial Terms

- Validity of prices (minimum 90 days)
 - Payment terms
 - Delivery timelines
-

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ANNEXURE – V

UNDERTAKING & DECLARATION FORMAT

I/We hereby declare that the information furnished in the proposal is true and correct.

I/We understand that IRFU reserves the right to reject our proposal if any information is found to be false or misleading.

Authorized Signatory

(Signature & Seal)

Date:

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ANNEXURE – 6

BID EVALUATION MATRIX & SELECTION CRITERIA

1. Evaluation Process

The selection of the Official Kitting Partner shall be carried out in **two stages**:

1. **Stage I – Technical Evaluation**
2. **Stage II – Financial Evaluation**

Only bidders who qualify in **Stage I** shall be considered for **Stage II**.

2. Stage I – Technical Evaluation (50 Marks)

Minimum Qualifying Score: 30 out of 50 marks

Sl. No.	Evaluation Criteria	Description	Max Marks
1	Company Experience & Credentials	Experience in sports apparel; work with federations, leagues, clubs	5
2	Product Quality & Technical Compliance	Fabric, durability, performance features, climate suitability	15
3	Design Capability & Branding	Customisation, innovation, brand alignment, sample quality	10
4	Manufacturing & Supply Capacity	Production capability, scalability, delivery timelines	10
5	Past Performance & Client References	Feedback from previous clients, execution history	5
6	Value-Added Support	Merchandise support, grassroots pricing, marketing integration	5
Total			50

Notes:

- Failure to meet mandatory technical specifications may result in **disqualification**.

3. Stage II – Financial Evaluation (50 Marks)

Only technically qualified bidders shall be evaluated financially.

Methodology

- The bidder quoting the **lowest total evaluated cost (L1)** shall be awarded **50 marks**.
- Other bidders shall be awarded proportionate marks as per the formula:

Financial Score = (L1 / Lx) × 50

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Where:

- L1 = Lowest financial bid
- Lx = Financial bid of the bidder being evaluated

4. Combined Score & Ranking

Component	Weightage
Technical Score	50%
Financial Score	50%
Total	100%

The bidder with the **highest combined score** shall be ranked **H1** and recommended for appointment, subject to approval by the competent authority of IRFU.

6. Right of IRFU

IRFU reserves the right to:

- Negotiate commercial terms with the H1 bidder
- Reject any or all bids without assigning reasons
- Modify weightages prior to final evaluation with due notification