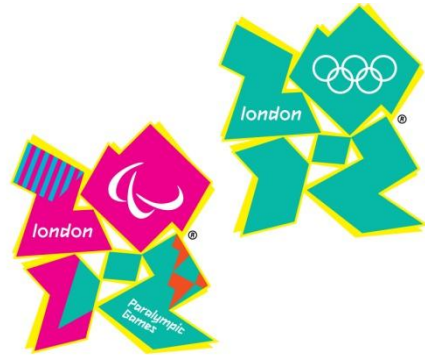


# The London 2012 Business Network

Opportunities from London 2012 BULLETIN #106 – 10 February 2010

## Opportunity



<b>Opportunity Title</b>	<b>London 2012 Rowing and Canoe Boat Racking</b>
Buying Organisation	The London Organising Committee of the Olympic Games and Paralympic Games Ltd
Website	<a href="http://www.london2012.com">www.london2012.com</a>
Opportunity Method	Contract Opportunity
Opportunity Type	London 2012 supply chain (private sector)
Nature of Opportunity	Goods
Estimated contract value (GBP)	Not disclosed
Description	<p><b>About the Opportunity:</b> LOCOG requires a supplier/manufacturer of racking for the rowing boats and canoes at both the Eton Dorney and Lee Valley White Water Centre (LVWWC) venues.</p> <p>The boat racking must comply with FISA (International Rowing Federation) and ICF (International Canoe Federation) regulations.</p> <p>For Test Events in July and August 2011, we require racking at LVWWC for 200 Kayaks of various class (size). At Eton Dorney for Test Events, we require racking for 260 canoes plus some additional racking required for rowing boats (exact number to be confirmed at Tender).</p> <p>At Games Time, racking for an additional 260 canoes at Eton Dorney will be required as well as for c250 rowing boats of various class (size). This may be supplied as separate racking that would be required to be replaced between the rowing competition finishing and sprint canoe commencing. LOCOG would also be interested to hear more innovative proposals for racking that can hold the rowing boats and then be 'transitioned' to accommodate the canoes.</p>

Racks are generally manufactured from galvanised steel, and LOCOG seek a simple and cost-effective design, ideally that can be hired rather than purchased outright.

Some racks may be required to have a weatherproof roof, which can again be a simple plastic or canvas design.

The racking for Rowing boats should comply with the following points:

- The Rowing boats will be racked by boat classification;
- The boat racking will be outdoors and located on ground close to the permanent boathouse and the launch pontoons;
- The boat racks must be fixed firmly to the ground;
- The recommended space between the axis of the boat racks is 8 metres, to allow for a boat to be set on trestles between the units and to be rigged. The minimum required space between the axis of the boat racks is 6 metres;
- Racking for eights should have 3 supporting racks, set either 4.2m apart, or 5.6m apart. The length of an eight is approx. 18m;
- Racking for fours should have 2 supporting racks, set either 4.2m apart, or 5.6m apart;
- Racking for pairs and doubles should have 2 supporting racks, set 2.8m apart. Alternatively the pairs and doubles can be placed on racks 4.2m apart, but they will need a V-shaped support under the bow section;
- Racking for singles should have 2 support racks, set 2.8m apart, or 4.2m apart (as above);
- The supporting arms for the racks should be a minimum of 1m in length;
- The clear vertical distance between racks should be 50 - 60cm. For small sculling boats i.e. 1x or 2x this distance could be 35 – 40cm;
- The total height of the racks should be no more than 2.0m in height;
- The AS1x and TA2x Paralympic boat classes will have fixed seats attached to the boats and therefore the racking must accommodate these seats;
- It is possible that certain boats may be racked in the permanent boathouse and therefore the quantities of racking listed above may reduce;

The racking for Canoe Sprint boats must comply with the following points:

- The Canoe Sprint boats will be racked by country;
- The boat racking will be outdoors and located on ground close to the permanent boathouse and the launch pontoons;
- The boat racks must be fixed firmly to the ground;
- Protective covering is required for the tops of 'arms';
- Roof cover is required to protect the boats from inclement weather;
- Each rack should hold a maximum of 16 boats per rack;
- The supporting arms of the racks should be a minimum of 900mm in length;
- The clear vertical distance between racks should be a minimum of 36cm;
- Racking should have 2 supporting racks, set at 2.5m apart.

The racking should be delivered to Eton Dorney or LVWWC (or another location specified by LOCOG) at a time to be agreed, to ensure they are fully fitted and ready for use at the Test Events and Games Competitions. It is the responsibility of the bidder to remove and store the racking between these periods. Bidders should factor in the kudos of being involved in supplying an Olympic Games.

A more detailed specification will be provided to those companies selected to provide a quotation.

**About the buyer's selection process:**

Responses to these CompeteFor questions will be evaluated and a shortlist of potential suppliers will be prepared. Successful applicants will be those which, in LOCOG's sole opinion, are most capable of fulfilling LOCOG's requirements as set out in this opportunity.

Successful shortlisted suppliers will be e-mailed with details of next steps after the opportunity has closed on CompeteFor. In addition to responding to these questions on CompeteFor, applicants should be prepared to provide evidence to their responses, in the event of being shortlisted.

LOCOG operates a fair and transparent procurement process. Further information on that values that underpin LOCOG procurement can be found in our Diversity and Inclusion Business Charter, available here on the London 2012 website:  
<http://www.london2012.com/businesscharter>

LOCOG's view of value for money is different to that of some other

companies. In support of our vision for London 2012 (as described in the 'About the buyer' section below), we must consider a broad range of criteria when assessing proposals from bidders. As such, LOCOG defines value for money on the basis of a range of criteria, namely:

- Quality, delivery and disposal
- Commercial
- Sustainability
- Diversity and inclusion
- Legal, financial, health and safety

For further information about LOCOG and our procurement process, please read the LOCOG Invitation to Tender (ITT) Part 1 which is available on the London 2012 website:  
<http://www.london2012.com/ITT1>

**About the buyer:**

LOCOG is responsible for preparing and staging memorable Olympic and Paralympic Games in 2012. LOCOG is also responsible for staging a series of Test Events in the run-up to the Games; recruiting and training volunteers; and overseeing the four-year Cultural Olympiad leading up to the Games.

Find out more about LOCOG and the people delivering the Games:  
<http://www.london2012.com/about-us>

LOCOG's vision is to use the power of the Games to inspire lasting change.

This means change in people's lives; in levels of sport participation; in attitudes to disability; and change in the communities across London, particularly east London. It means change in attitudes towards sustainability and protecting the world we live in; in how everyone participates and engages with the Games; and in how cities host the Games.

To realise this vision we aim to deliver Games that:

- provide experiences of a lifetime;
- capture the imagination of young people all over the world; and
- create physical, social and sporting legacies to meet the long-term needs of people and their communities.

Our suppliers will play a critical role in helping LOCOG to stage a memorable Games and supporting the delivery of our vision for London 2012. LOCOG contract opportunities cover a range of goods and services, split into eight different categories:

- Artists, performance and events
- Facilities management and catering
- Security
- Services
- Sports

- Technology
- Transport and logistics
- Venues and infrastructure

We will periodically update and share our schedule of future CompeteFor opportunities. View the latest information on the London 2012 website:

<http://www.london2012.com/futureopportunities>

Delivery point Eton Dorney Lake and Lee Valley White Water Centre

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| Business Categories | <ol style="list-style-type: none"> <li>1. Industrial engineers</li> <li>2. Steel buildings</li> <li>3. Sports equipment mnfrs and distributors</li> <li>4. Sports grounds and stadiums</li> <li>5. Engineering services</li> <li>6. Sports equipment repairs</li> <li>7. Builders' tools and equipment mnfrs</li> <li>8. Engineers - general</li> <li>9. General event structures</li> <li>10. Boatbuilders and repairers</li> <li>11. Design and Build Contractors</li> <li>12. Sports ground and stadium contractors</li> <li>13. Temporary Structures for Events</li> <li>14. Engineers - consulting</li> <li>15. Sports goods shops</li> <li>16. Precision engineers</li> <li>17. Design engineers</li> <li>18. Structural engineers</li> <li>19. Civil engineers</li> <li>20. Mechanical engineers</li> </ol> |
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CompeteFor response deadline 17/02/2011 14:00

Estimated tender close date 22/03/2011

Estimated contract award date 30/03/2011

Estimated contract start date 12/06/2011