



CALL FOR PARTNERSHIP

PROVISION OF VENDING MACHINES & SELF-SERVICING TECHNOLOGIES AT ACTIVESG FACILITIES



CALL FOR PARTNER(S) IN THE FOLLOWING AREA:

- Vending solutions and other innovative self-service technologies for the following:
 1. **Food** – Halal and non-halal snacks, sandwiches, salads, fruits, ready-to-eat meals, etc., with Healthier Choice Symbol (HCS) options.
 2. **Beverage** – To offer protein shakes, other chilled (compulsory to include isotonic drinks) and hot beverages, that fulfils the Whole-of-Government (WOG) healthier drinks policy.
 3. **Merchandise** – To provide sporting and lifestyle essentials (e.g. shuttlecocks, goggles, wrist support, body wash, etc.) catering to each location's needs. As well as, to reserve minimally 20% or 2 rows (whichever is more) of space in each vending machine for the sale and/or redemption of ActiveSG merchandise, at no cost to SportSG.
 4. **Self-service technologies** – New or existing solutions in the market catering to lifestyle or entertainment purposes (e.g. kiddy rides, laundry services, photo booths, robotic baristas)

OBLIGATIONS OF AWARDED PARTNER(S)

- Vending machines to only accept cashless payment modes, and to be able to integrate ActiveWallet as a payment method.
- To ensure that selling price of products shall not exceed average market standards, and to be constant throughout the duration of the partnership, unless prior approval from SportSG is obtained.
- To ensure that products stocked in the machines are always of high quality, and machines have met all necessary authorities' approval standards (e.g. food safety standards).
- To provide annual audited report that has been cross-checked with settlement reports, to ensure the accuracy of billing. As well as a monthly sales report, and to review the product categories with SportSG regularly.
- To undertake all costs of installation and management to ensure vending machines operate at optimum professional standards. Of which includes (but not limited to) deployment and transportation of machines, timely maintenance, servicing, and replenishment of products.
- Vendor shall also bear the cost and/or responsibility resulting from unforeseen circumstances, such as a system or machine error causing incorrect pricing charges or product not dispensing (vendor to refund guest).
- Partnership period: To commence Q1 Calendar Year 2022 or sooner, with a 2 years agreement

**SportSG reserves the right and discretion to award the partnership in whole or in part to one or more partners, or to no partner at all*

REVENUE MODEL

- Partners shall propose either of the following:
 1. **Fixed Model** – Monthly/Annual fixed Licence fee to SportSG.
 2. **Variable Model** – Monthly commission of gross sale.
 3. **Hybrid Model** – Combination of both fixed and variable approaches.
- Awarded partner(s) will be required to pay a Security Deposit (3 months worth of Licence Fee), to be held by SportSG, regardless the type of revenue model
- Vendors to also include possible marketing revenues in proposal (e.g. profit sharing model for digital advertisements played on vending machine's screen).

OTHER COLLABORATIONS

During the partnership period, other scopes of collaboration may include contributions for the non-exhaustive list of areas stated below:

- **Event Partnership & Collaboration** – including co-branding opportunities with sports and lifestyle angle

Annual GetActive! Singapore is an inaugural national event that aims to provide a platform to inspire the Singapore spirit and celebrate our national identity through sports. The activities are designed to promote an active lifestyle through fun, exciting and inclusive sporting activities island-wide.

- **SportCares** – providing equal opportunities for more, through sports

SportCares work to improve the lives of those with physical and/or intellectual disabilities, and the disadvantaged in our community. Helping to bridge communities through sports, SportCares link underprivileged beneficiaries with passionate volunteers and community-spirited donors. With the support from partners in the community and corporate sectors, SportCares have touched the lives of over 5,000 children and youths.

- **Team Nila** – volunteerism and giving back

Team Nila was formed to create a common identity for volunteers with great passion for sports volunteerism, and has now morphed into a nation-wide movement. Today, Team Nila is highly regarded as a committed and dependable volunteer force for major sporting events in Singapore like the Standard Chartered Marathon Singapore.

- **SpexBusiness** – partnering One Team Singapore

Aims to help athletes strive towards the pinnacle of sporting excellence, whilst preparing for a successful transition into life after sports. Launched in November 2013, the Sports Excellence Career (spexCareer) Scheme is customised to develop athletes' career, by partnering with companies to offer various form of employment opportunities (internship, apprenticeships, job placements and flexible workplace practices) for Team Singapore Athletes.

EVALUATION CRITERIA

QUALITY OF CONCEPT	Product Offerings
	Product Price Competitiveness
	Capability to provide detailed Sales Analysis <i>(e.g. purchasing patterns by locations, demographics, etc.)</i>
	Sales Concept – <i>plans on how to draw sales, marketing ideas to draw attention and publicity (e.g. Social Media/ Experiential marketing), frequency of product assessment and introduction of new and innovative offerings based on sales analysis</i>
COMPANY PROFILE/ PROJECT TEAM	Financial Record <i>(Vendor to provide our Finance with past 3 years of audited financial statements and latest signed management accounts)</i>
	Market Reputation, Reach and Experience
	Operations fleet size
	Stock Replenishment Services
	Repair and Maintenance Services
	Customer Helpline
REVENUE MODEL	Fixed/ Variable/ Hybrid Approach – includes marketing revenue

ACTIVESG LOCATIONS

WEST

Bt Batok Swimming Complex
Bt Gombak Sport Centre
Choa Chu Kang Sport Centre
Senja-Cashew
Jurong East Sport Centre
ActiveSG @ Jurong Lake Gardens
Jurong West Sport Centre
Hockey Village Gym @ Boon Lay

NORTH

Yishun Sport Centre
Yishun Swimming Complex
Yio Chu Kang Sport Centre
Woodlands Sport Centre
Bt Canberra Sport Centre Upcoming

NORTH EAST

Ang Mo Kio Swimming Complex
Bishan Sport Centre
Hougang Sport Centre
Sengkang Sport Centre
Serangoon Sport Centre
Burghley Squash & Tennis Centre
Silver Circle ActiveSG Gym
ActiveSG Gym @ Ang Mo Kio CC
ActiveSG Gym @ Fernvale Square



EAST

Bedok Sport Centre
Heartbeat@Bedok
Katong Swimming Complex
Kallang Sport Centre
Our Tampines Hub
Pasir Ris Sport Centre

CENTRAL

Delta Sport Centre	Clementi Sport Centre
Queenstown Sport Centre	Jalan Besar Sport Centre
MOE Evans	Kallang Basin Swimming Complex
ActiveSG Gym @ Enabling Village	Farrer Park Field & Tennis Centre
Toa Payoh Sport Centre	Geylang East Swimming Complex
St. Wilfred Field & Tennis Centre	
ActiveSG Gym @ Toa Payoh West CC	

**SportSG reserve the right to add/ remove locations as and when required*

For any further enquiries, please feel free to contact
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Closing date for submission of proposal:

Monday, 25th October 2021

