



**The Royal Bangkok Sports Club  
Announcement No. 019/2017-2018**

**Golf Pro Shop at RBSC New Sports Pavilion**

The Royal Bangkok Sports Club is announcing an open-tender for qualified companies to manage Golf Pro shop at the Royal Bangkok Sports Club in accordance with the Term of Reference (TOR).

Interested companies who have credentials to meet the pre-qualification criteria as stated below may request the Terms of Reference (TOR) and/or confirm their intention to bid at the RBSC Purchasing Department (Tel. 02-6525000 ext. 290, 291).

Submission of the required bidding documents as stated in TOR can be made to the RBSC Purchasing Manager no later than 17.00 hrs. on Friday, 23<sup>rd</sup> February 2018.

**Pre-qualification Criteria:**

1. Current demonstrable experience of at least 3 years in managing a Golf Pro Shop(s) or provide evidence of the bidder's ability to manage a Golf Pro Shop
2. Must be a registered company in Thailand with a paid-up capital of at least Baht 500,000.-
3. Be able to provide all product at a competitive price equal to or lower than market price
4. Brands to be provided at the pro shop should be selected from the top brands, such as Titleist, Callaway, Taylor Made, Honma, Kantana, Romero, PXG, Ping, and Tourstage
5. Be able to provide golf club repairs and golf fittings, including the provision of several choices for quality grips and golf shafts. The golf fitting technician should have adequate experience in this field.
6. Accept RBSC terms and conditions

The Club reserves the right to select whichever tender it deems favorable and consistent with the best interests of the RBSC and enters into no obligation to accept the lowest bid or tender.

The Evaluation Committee  
12<sup>th</sup> February 2018



## Terms of Reference

### For a Golf Pro Shop at the RBSC's Golf Course

#### Introduction

The Royal Bangkok Sports Club (RBSC) is a private members Club providing facilities and services of sports and activities for over 31,000 eligible persons of all ages with both Thai and Foreign within the membership, with a daily attendance of approx. 2,000 persons and largest event accommodating 12,000 persons.

The Club provides the variety of sports facilities including an 18-hole golf course and is currently accepting proposals from experienced and reputable companies to operate Golf Pro Shop which is 38.5 sq.m. (11.15 x 3.45 m.) at the New Sports Pavilion, to be open in March 2018.

#### Specific Requirements

1. Must have current demonstrable experience of at least 3 years in managing a Golf Pro Shop(s) or provide evidence of the Bidder's ability to manage a Golf Pro Shop.
2. Must be a company registered in Thailand with a paid-up capital of at least Baht 500,000.
3. Contract duration period (initially 3 years, with option to extend a further 3 years by mutual agreement subject to the Club policy)
4. To provide service from 07.00-19.00 hours daily. (except Race Day 07.00-17.00 hrs.)
5. Must submit estimate financial statement.
6. To sell all products at a competitive price equal to or lower than market price.
7. To provide a Bid Bond at Baht 10,000.-
8. To provide a Guarantee Bond for the term of the contract duration at Baht 150,000.- by cash or bank guarantee.
9. To purchase an all risks insurance policy to the value of Baht 500,000.- with the Club as the beneficiary.
10. The operator is responsible for all utility charges.

11. The operator to propose benefits to the Club by revenue sharing as a percentage with minimum guarantee at Baht 25,000 and/or a monthly fixed rate.
12. Point of Sales (POS) equipment will be invested by operator.

#### **Scope and type of goods and service allowed**

1. To sell a diverse variety of top quality golf clubs, golf equipment, apparels, and all types of golf paraphernalia with competitive prices in comparison to the general retail prices in the market in Thailand.
2. Provision of golf club repairs and golf fittings, including the provision of several choices for quality grips and golf shafts. The golf fitting technician should have adequate experience in this field.
3. Brands to be provided at the pro shop should be selected from the top brands, such as Titleist, Callaway, Taylor Made, Honma, Kantana, Romero, PXG, Ping and Tourstage
4. The operator has a right to utilize the RBSC's emblems only for branded goods and merchandises upon prior approval from the Club. The utilization of RBSC's emblems is not allowed for unbranded goods or merchandises. All goods and merchandises must not be sold or distributed outside The Royal Bangkok Sports Club.
5. Goods and merchandises to be sold at the Golf Pro Shop must not be in direct competition with the Club's official souvenir and merchandises.

#### **Bidding Information & Proposal Submission**

Interested bidders must submit the tender documents in 2 separated sealed envelope to the RBSC Purchasing Department no later than 5 pm on 23<sup>rd</sup> February 2018.

##### ***1. Technical Envelope***

Please refer to the details specified in Potential Bidder Response Form

##### ***2. Financial Envelope***

Proposal of revenue sharing as a percentage and/or a monthly fixed rate

The RBSC reserves the right not to open Financial Envelope if the details/documents in Technical Envelope do not comply with the Club TOR.

The Evaluation Committee

12<sup>th</sup> February 2018

