

## EDBF Merchandising BID

Dear council members,

thank you for visiting us, below you will find a survey that will help us to draw up the key points for drawing up the bid for merchandising.

By completing this survey, which will only take 5-10 minutes, you will help us get the best results. Choose wisely and think about the good of our community.

Thanks best regards.

Chair Holder M&M Commission

Michela Scacchetti

### 1. How would you prefer that the product collection to be presented?

Istruzioni domanda: *choose an answer*

- with the welcome kit
- in the tent of the commercial village during the Edbf Championship selling the products
- in the tent of the commercial village during the Edbf Championship making just an exposition of the products
- on the web site with a pre-sell

### 2. Do you think we should do an annual online presale test before the event on the website/APP?

Istruzioni domanda: *choose an answer*

- Yes, we should do it.
- No, is not necessary.

### 3. which products would you like to be included in the welcome kit?

Istruzioni domanda: *choose answers*

- towel
- water bottle
- waterproof bag
- sponsor products
- sponsor information
- t-shirt
- tip protector for the blade of the paddle
- side events info
- smartphone case waterproof
- glasses
- head band
- gloves
- grip protector
- sweat cuff
- other...

### 4. Choose the closing date of the bid:

Istruzioni domanda: *choose an answer*

- i think we should just present the collection in this year so could close the bid 2 months before the Kiev Championship and present the collection with an exposition of th products.
- i think that we should do the exposition during the next Forum, so we could close the bid after kiev during the council member on the monday choosing all togheter the society.
- i think we should close the bid at least 2 month before Kiev and put the products in a presell page on the website and just produce the products we have already sold.
- i think we should close the bid at least 3 month before Kiev and put the products in a presell page on the website and do just an exposition in the tent.
- i think we should close the bid at least 3 month before Kiev and put the products in the tent to sell few products choosen by Edbf.
- i think we should close the bid at least 3 month before Kiev and put the products in a presell page on the website and do just an exposition in the tent and start sell during the Indoor Championship

## 5. How you think the welcome kit should be financed?

Istruzioni domanda: *choose an answer*

- the sponsor should cover all the cost for the welcome kit
- we could sell in advance our products adding 10 € to the fee and the sponsor should finance just their products
- the society chosen by the Edbf should pay for the products giving a % to edbf

## 6. What percentage of the profit, should give the winning company of the BID, to Edbf?

Istruzioni domanda: *choose an answer*

- 5 %
- 10 %
- 15 %
- 20 %
- other...

## 7. How do you prefer the warehouse to be managed?

Istruzioni domanda: *choose an answer*

- the company chosen will manage the warehouse and orders.
- the company chosen will manage the warehouse and orders and we can give just a place in the venue where storage the items for the event.
- we don't need a warehouse because: the company will only produce the products already sold in presale plus a small quantity in order to run out of products.
- we don't need a warehouse because: the company will only produce the products already sold in presale and all the products that it didn't sell on the venue will be sell on the website.

## 8. Describe the characteristics that the design must have or not have and the types of design you would like to see on some of the products that will be produced (dragon, water, paddle, dragon flakes) :

Istruzioni domanda: *example: 1) i would like that one design would be featured by "water" stylized and in light blue blanded in the t-shirt or just on the sleeves in grey color. 2) the Dragon must be...*

## 9. How do you want the designs to be selected?

Istruzioni domanda: *choose an answer*

- the design will be selected straight by EDBF council members
- the company will make proposals based on the characteristics that each design must have and the M&M commission will select some design to propose to the EDBF member council

## 10. what kind of material do you think is essential for fabrics?

Istruzioni domanda: *choose an answer*

- the IR-reflective fiber for temperature regulation and UV protection (material code 6049-01). The fabrics produced with these fibers reduce the infrared radiation emitted by the human body, allow the transmission of sweat and water vapor, while providing protection from UV rays. Applications include sportswear, workwear and sleeping bags.
- textile fibers (material code 3679-03) which incorporate phase change material (PCM) directly inside polyester, acrylic and viscose filaments. This improves comfort and performance in direct contact with the skin. The PCM component absorbs body heat and subsequently releases it in colder environments in order to regulate the temperature and ensure maximum comfort.
- 100% DRY-TECH Polyester 150g, light quick-drying fabric.
- cotton
- other...

## 11. which company should the bid be addressed to?

Istruzioni domanda: *choose an answer*

- European Company
- International Company ( outside the Europe)
- The important thing is that it is a reliable and efficient company

## 12. If there was an international company interested in being an Edbf partner company, better than all the candidate ones, would you choose it?

Istruzioni domanda: *Select one answer*

- Yes, i will choose it. i Want the best for the Edbf.
- No, i will not choose it in any case.

### 13. How long the company has to be established?

Istruzioni domanda: *choose an answer*

- at least 5 years
- 5 years < company < 10 years
- more than 10 years
- it doesn't matter, could be also a start up.
- other...

### 14. Which Kind of company should be ?

Istruzioni domanda: *choose an answer*

- LTD (Private Limited Company)
- PLC (Public Limited Company)
- LLP (Limited Liability Partnership)
- Joint venture
- Other...

### 15. Write all the questions you have about the BID to choose the company for the welcome kit and for all the other products that we will choose together to promote with the EDBF brand.

Istruzioni domanda: *I will do another survey with all your questions. Thank you in advance for your availability.*