



## **Notice of Tender**

**May 2017**

## **PREFACE**

The Volvo Ocean Race is inviting tenders for the design and supply of 8-10 new foiling multihull sailing vessels. They are to be between 32-50 feet LOA, designed specifically for the In-Port Series of races at the Volvo Ocean Race.

The key objective is to produce a racing platform designed to test and excite elite level sailors and deliver high performance – this criteria is more important than in, say, an Extreme Sailing Series type event, where the premium is placed on guest experience or spectacle.

The tender is to be for a strict One Design boat, to be used by the race teams as part of their scoring toward their overall result within the Volvo Race. Build and design will be part of an accelerated program with boats to be ready for sailing during Q2 2019.

The preferred response for the tender is for tenderers to provide a complete solution, but this does not preclude tenders from parties who seek to provide a part solution. Tenders will be accepted from parties seeking to provide a design only response, a design and build response and a design, build and rigged/'ready to go' response. Complete turnkey tenders should be structured so that it is clear, that if we wish to use only part of the offer, then we can (or cannot) do so.

## **PART 1 – TENDERING PROCEDURES**

1. Tender responses are to be sent to Nick Bice – Chief Technical Development Officer, Volvo Ocean Race. Either by email;

[nick.bice@volvoceanrace.com](mailto:nick.bice@volvoceanrace.com)

Or by mail, care of;

Volvo Ocean Race, S.L.U.

Muelle nº10 de Levante

Puerto de Alicante

03001 Alicante, SPAIN

2. Tender responses can be provided as PDF files with sufficient detail provided to ensure the selection committee can make a fair evaluation of your submission.

3. Submissions are required to be delivered by 1200 CEST. 30 June 2017.

4. No late submissions will be accepted.

5. Any questions seeking detail on the tender that is not covered by this tender document should be submitted to [nick.bice@volvoceanrace.com](mailto:nick.bice@volvoceanrace.com)
6. The tender language is English.
7. The tender currency is € Euro.
8. Any costs associated with preparing a tender are to be borne by the tenderer. This will include travel and associated costs for providing a detailed submission should the tenderer be shortlisted for the final selection.

## **PART 2 – TENDER SELECTION**

There will be two stages to selecting the winning submission. Tenderers will be shortlisted following the closing date for tender submissions. Tenderers who are shortlisted, will be asked to formally present their proposal in Europe during Q3 2017. There is no minimum or maximum number of potential shortlisted tenderers. However, it is anticipated there will be 3-4 parties contacted.

The successful tender will be selected based on the following criteria:

### **- Cost**

Volvo Ocean Race's preference is for a complete, costed solution that is in a "ready to go" state upon delivery.

Please provide an estimate of the total cost to Volvo Ocean Race at each stage – design, build and fitout.

Please provide detail of materials and equipment included in the cost estimate for the build and fitout.

Maximum cost expected c.750,000 Euros ex-taxes, but consideration of ongoing maintenance costs, or operational costs (for example, lift-in/out costs, shipping footprint, complexity of systems that leads to additional personnel requirements, etc..) is equally as important

### **- Ease of operation**

Easy to build or pack up into container from lift-out in shortest time possible from container (maximum 4 people, 8 hours)

Consideration of limited damage in case of capsize

Minimum storage space on land required

Effective and safe mooring arrangement (on water)

## Boarding and disembarkation of guests when on water

### - Ease of use

The successful design should provide consideration to ease of use. Racing will be close to shore, short course racing, crewed mostly by sailors whose normal focus is ocean racing. The crew may be allowed one specialist. This is yet to be confirmed.

### - Sustainability

We ask tenderers to consider social responsibility as part of their design and execution. Ideas that support improving the environmental considerations around construction and operational aspects will be greatly appreciated. Construction methods, recycled and recyclable boats or tooling are important. Consideration should also be given to the impacts of design/size on energy footprint to transport the boats around at least 75% of the Host Cities (there will only be one set of 8 to 10 boats built in the first cycle).

### - Safety

Safety for crew, guest and spectators is a major priority for the Volvo Ocean Race. Our goal is to create a spectacular, exciting, inshore racing class that can be raced hard, safely.

### - Look/Perception

First and foremost this yacht's purpose is to truly test the very best professional sailors in the inshore multihull format. Volvo Ocean Race is seeking a solution with a level of technology and performance as close to the maximum possible, within the constraints of One Design and the overall budget, (asset cost and consequential operation/crew/logistics costs).

Another goal is that the design looks fast, cutting edge and will excite high end racing fans.

While guest sailing and the spectacle are important considerations, these are much less important than the sporting credibility of the platform. We will continue to use a cat like the M32 for our main guest experience platform.

### - Completeness of vision

Preferred consideration will be given to submissions that provide a complete solution. This can include design and build by the tenderer, or design and build as part of a joint tender.

No weighting has been awarded to the criteria.

Selection of the successful tender will be made at the board level of the Volvo Ocean Race.

### **PART 3 – TENDER DETAIL**

1. The Volvo Ocean Race is seeking submissions from parties interested in providing

1. the design
2. the build, and
3. the fitout

for a fully foiling, inshore multihull, to be used as part of the race. Racing is to be conducted at In-Port venues as part of the Volvo Ocean Race. Therefore, the boats must be capable of close, foil borne racing in a wide range of conditions. It must be capable of sailing in some configuration in winds of up to 30 knots.

2. The design is to cater for between 4 and 6 professional sailors. There is to be a spot for a potential VIP guest. The VIP position is to be well secured while allowing them to experience all the action of the close high-speed racing.

3. The design must be capable of stable foiling with minimal adjustment from the sailing team. Your goal should be to implement a design that takes advantage of the development of foiling and provides a stable foiling platform, utilising reliable trim systems, without complex and/or expensive, constant manual trimming. Stored energy may be considered, as well as the automation of certain trim and foil control. It is expected that the yacht should remain foiling when tacking or gybing. The boat should lift off at a wind speed of 6 knots, lower if possible.

4. A 'lake' version should be considered – designed for sailing in considerably lighter winds, with a conversion 'option' if necessary.

5. The submission must be a resolved design so that the boats can be built as a One Design class, as has become the heart of the Volvo Ocean Race.

6. For ease of transport, each boat and all its equipment and spars must fit into a single 40' container.

7. The design must ensure that it is quick and easy to unpack from the container, assemble for sail and launch and easy to retrieve, then dis-assemble and re-pack into the container utilising a professional crew.

8. There is no preference specified for the mast/sail package. We will consider a solid wing, mast and sail, or a hybrid combination. Tenderers are encouraged to think 'out of the box' when developing their submission. However, the solution must remain simple and easy to use. Plus, consideration must be given to the fact that the boats will remain in the water with masts up at stopovers for a period of several days.

9. The design must have ‘appeal’ to sailors and non-sailors alike. The overall appearance need not represent high speed sailing as we know it today. Rather, it should reflect the future.

10. Consideration should be given to the expansion of the class outside the Volvo Ocean Race. Let’s create a platform that can grow and expand our sport.

11. The design must be developed to incorporate permanently mounted media equipment. The equipment should integrate with the platform and spars to ensure the best footage for shore based spectators watching on a big screen and for home based viewers. The goal is to provide a media platform that ensures viewers experience the racing as a VIP guest would, feeling like they are part of the crew.

12. Racing in the In-Port Series is expected to consist of a number of races, of between 15 and 60 minutes in duration.

#### **PART 4 – TENDER QUALIFICATION**

Tender submissions are invited from all parties who have the capability and expertise to provide a fully resolved design solution, a fully resolved design and build solution and a fully resolved design, build and fitout solution.

Tenders may come from consortiums/joint ventures. Consortiums/joint ventures must provide one communication point with whom the Volvo Ocean race team can liaise.

Tenderers will be required to prove their financial viability as part of their presentation in Europe if they are shortlisted.

Tenderers will be required to execute a confidentiality agreement with the Volvo Ocean Race if they are shortlisted for the second presentation.