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## Request for Proposal (RFP)




### Procurement of GPS Tracking Devices for Indian National Rugby Teams

RFP No.: IRFU/RFP/2025/02

Date: 21<sup>st</sup> August 2025

**Indian Rugby Football Union**

305, Floor - Basement, Plot - 5, Churchgate Chamber, Vitthaladas Thackersey Marg, New Marine Lines, Churchgate, Mumbai - 400 020, India.

Tel: +91-22-2205 3897 • Email: [info@rugbyindia.in](mailto:info@rugbyindia.in) • [www.indiarugby.com](http://www.indiarugby.com) •    @RugbyIndia



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## 1. INTRODUCTION

The Indian Rugby Football Union (IRFU), the governing body for rugby in India, invites sealed proposals from qualified and experienced vendors for the supply, delivery, and support of GPS tracking devices for the Indian national rugby teams (men's and women's, 7s and 15s formats). These devices will be used to monitor player performance and movement during training and matches.

## 2. OBJECTIVE

To procure high-performance GPS tracking systems that provide accurate real-time data analytics for player tracking, load monitoring, and injury prevention, enhancing team preparation and performance.

## 3. SCOPE OF WORK

### 3.1 Supply of Equipment

- Minimum of 24 GPS tracking devices.
- Charging cases/docks, data upload units, and storage units.
- Wearable vests (multiple sizes) compatible with the devices.
- Live UWB antenna.

### 3.2 Software

- Real-time tracking dashboard accessible via iPad.
- Cloud-based data storage and analytics tools.
- Player-specific tracking profiles.

### 3.3 Services




- Remote training for IRFU staff (physiotherapists, coaches, analysts).
- Remote support and troubleshooting.
- Maintenance and technical support for the full length of contract.

## 4. TECHNICAL REQUIREMENTS

- Must correspond with all essential criteria as provided at Annexure 1 of this RFP.

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## 5. ELIGIBILITY CRITERIA




- Registered Indian or International company with representation in India.
- Minimum 3 years of experience supplying GPS equipment in elite sport.
- Prior experience working with rugby or similar team sports (preferred).
- OEMs or authorized distributors/resellers only are allowed to bid.

## 6. BID SUBMISSION REQUIREMENTS

- Bids must be submitted physically at the IRFU Office, Mumbai by the scheduled deadline.
- The bids should be submitted in two parts technical bid and financial bid both of which should be in separate envelopes clearly labelled technical bid & financial bid separately.
- The Technical Bid Submission should have the following:
  - Cover letter with company profile and contact information.
  - Technical Product compliance sheet as per Annexure, product brochures, use cases.
  - GST registration and PAN (for Indian vendors).
  - Two references from recent clients in high-performance team sport.
  - Letter from OEM confirming the bidder to be authorized distributor/seller in India.
  - Bid Security deposit of INR 25,000/- in form of a demand draft in favor of Indian Rugby Football Union to be returned if the bidder is unsuccessful and, in the case, bidder is successful to be returned after successful delivery.
  - Proof of minimum Average Annual Turnover INR 1 Crore for the last three years - CA attested certificate to be provided.
  - Undertaking that the bidder has never been blacklisted by any government or private entity.
- The financial bid should only have the Commercial proposal with pricing for the devices inclusive of all taxes and import duty if any applicable. The pricing should be in Indian Rupees only. The price quoted should be inclusive of delivery charges to Regional Centre, Sports Authority of India – Kolkata.

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## 7. EVALUATION CRITERIA

The bids will be evaluated by a procurement committee in the following manner:

### Stage 1: Technical Evaluation

The technical bid will be opened first and documents as mentioned in section 6 of the RFP will first be evaluated for compliance. Only bidders who submit the documents mentioned will be considered for the financial evaluation.

### Stage 2: Financial Evaluation

Among technically qualified bidders, selection will be based solely on the lowest total cost of ownership (L1), inclusive of all applicable taxes, duties, and services as per the scope.

Note: IRFU reserves the right to seek clarifications, request product demonstrations, or verify submitted documents during the evaluation process.

## 8. TIMELINE

Activity	Date
RFP Issue Date	21 <sup>st</sup> August 2025
Last date for queries	7 <sup>th</sup> September 2025
Proposal submission deadline	11 <sup>th</sup> September 2025
Evaluation	11 <sup>th</sup> September 2025
Final selection	12 <sup>th</sup> September 2025
Delivery deadline	Within one week of confirmation




## 9. SUBMISSION DETAILS

Proposals must be submitted in hard copies to the following addressed by 1700 HRS on 11<sup>th</sup> September 2025 in a sealed envelope labelled **Bid Submission – Procurement of GPS Devices**:

Indian Rugby Football Union  
305, B/2, Churchgate Chambers,  
Vithaldas Thackersay Marg,  
New Marine Lines,  
Mumbai – 400 020

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## 10. TERMS & CONDITIONS

- IRFU reserves the right to reject any or all proposals without assigning reason.
- All proposals must be valid for a period of 90 days.
- Selection does not guarantee future orders.
- Any disputes will be subject to jurisdiction of courts in Mumbai.
- 25% payment shall be made upon issuance of work order and remaining within 30 days of delivery of the equipment's.
- Bidders are required to keep track of any corrigendum's that may be issued before the bid submission.
- All queries should be submitted to [info@rugbyindia.in](mailto:info@rugbyindia.in)






**Gerald Prabhu**

**Secretary General**

**Indian Rugby Football Union.(IRFU)**

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## ANNEXURE 1 – TECHNICAL SPECIFICATIONS

Description of item	Essential Technical Specifications
<b>24 Unit GPS System for Load Monitoring (4)</b>  <b>Product Utility:</b> The athlete performance-tracking device should provide Real time Data of 30+ Metrics to view Training Load of athletes.	Description of required package <ul style="list-style-type: none"> <li>• The package should include 24 Units with the possibility to increase this number in future if needed.</li> <li>• The system should provide Real time data of all 24+ Units on iPad.</li> <li>• It should be provided with Compatible Laptop.</li> <li>• It should be provided with Compatible iPad.</li> </ul>
	Software <ul style="list-style-type: none"> <li>• Local software available on both Apple MacBook and Windows.</li> <li>• Derived Peak Intensity Metric(s)</li> <li>• Velocity and Positional Data</li> <li>• Ability to centrally manage certain features and functionality (i.e. drill labelling) across teams to ensure consistent data capture</li> <li>• Software(s) should provide overall               <ul style="list-style-type: none"> <li>○ iPad: - Live 30+ Metrics</li> <li>○ Laptop Application: 90+ Metrics</li> </ul> </li> </ul>
	GPS unit required specifications <ul style="list-style-type: none"> <li>• Should have 18Hz GPS</li> <li>• Should Have 10 Hz Augmented GNSS</li> <li>• Should Have Accelerometer 900-980 Hz</li> <li>• Should Have Gyroscope 900-980 Hz</li> <li>• Should have 10Hz Magnetometer</li> <li>• Should be weighing less than 70 GMS</li> <li>• Validation documentation to support validity and accuracy of device</li> </ul>
	Live and post download data correlation <ul style="list-style-type: none"> <li>• GPS Should have On Board Metrics Calculation</li> <li>• Validation documentation to support validity and accuracy - Live v Download. 100% Live and Post Session Download Data Correlation.</li> </ul>

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	<p>Support and warranty</p> <ul style="list-style-type: none"> <li>• 2 dedicated account managers.</li> <li>• Free software updates for the duration of the contract.</li> <li>• Software license for duration of contract.</li> <li>• Hardware Warranty for duration of contract.</li> </ul>
	<p>Software hosting</p> <ul style="list-style-type: none"> <li>• The system will allow for standardized dashboards / reporting interfaces to be deployed and implemented across all users. These dashboards can be kept fully customizable for each user and have the ability to visualize thresholds per color scheme of their choosing displaying a Squad Average or Absolute Thresholds.</li> <li>• The system will allow duplicate athlete profiles/records to be safely merged ensuring historical data of the duplicate is merged into the current player.</li> <li>• The system will allow duplicate athlete profiles/records to be safely merged ensuring historical data of the duplicate is merged into the current player.</li> <li>• The system will allow Admin access to all national team's data seamlessly.</li> <li>• Ability to edit drills in a cloud-based platform.</li> <li>• Full customization per user login.</li> <li>• The system will allow data export capabilities from web application and desktop.</li> <li>• The system will allow custom data analytics and visualization capabilities</li> </ul>
	<p>Live</p> <ul style="list-style-type: none"> <li>• The GPS units will utilize an on-board metric calculation system.</li> <li>• The system will allow practitioners to operate and use thresholds during live sessions. These thresholds should be set from the laptop and synced over to the laptop and display a color scheme of the practitioners own choosing.</li> <li>• The system will allow practitioners to operate and cut multiple drills simultaneously.</li> <li>• The system will allow practitioners to create PDF &amp; CSV exports direct from iPad. These reports should be saved as templates or should allow the user to make a report ad-hoc.</li> <li>• iPad will have the capacity to turn on and off light and dark mode.</li> <li>• Independent iPad application (removing the need for a wired connection).</li> </ul>

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