



Table Tennis England

(the trading name of English Table Tennis Association Ltd)

TO PROVIDE PROVISION OF ITTF APPROVED EQUIPMENT,
TO SUPPORT DELIVERY OF THE FOLLOWING
NATIONAL EVENTS DURING THE 2025/26 SEASON:

Mark Bates Ltd, Senior National Qualification,
Mark Bates Ltd, Senior National Championship,
Mark Bates Ltd, Junior & U21s National Championship,
Mark Bates Ltd, Cadet & U17 National Championship,
Mark Bates Ltd, U10-13s National Championships

INVITATION TO TENDER

Table of contents...

1	Introduction and Confidentiality	3
2	Background of Table Tennis England	3
3	The National Events	3
4	Requirments and Key Deliverables.....	6
5	Equipment Specifications	6
6	Additional opportuntites, rights and benefits.....	6
7	Assessment of Tender	7
8	Management	8
9	Cancellation	8

1 Introduction and Confidentiality

Table Tennis England (the trading name of English Table Tennis Association Ltd) wishes to invite Tenders from organisations who wish to provide table tennis equipment for the following national events;

- Mark Bates Ltd, Senior National Qualification
- Mark Bates Ltd, Senior National Championships
- Mark Bates Ltd, Junior & U21 National Championships
- Mark Bates Ltd, Cadet & U17 National Championships
- Mark Bates Ltd, U10-13 National Championships

This document provides the information required for organisations to prepare quotations for this work. Organisations should not feel constrained by this brief and should feel free to add any points they think relevant to the execution of the work.

Your quote must be submitted in accordance with the instructions contained in this document. Tenders not complying with these instructions may be rejected by Table Tennis England, whose decision in the matter will be final.

All information contained in this invitation to quote is confidential. Likewise, all information included by bidders in their proposals will be treated in confidence.

Any contract resulting from the bidding process will be with Table Tennis England and will be governed and interpreted in all respects by English Law.

2 Background of Table Tennis England

Table Tennis England is the national governing body of table tennis in England, currently with over 28,000 members, many of which play competitively in clubs and competitions. Additionally, nearly 400,000 people play table tennis at least twice a month in England, in more recreational settings.

Table Tennis England have a highly engaged, large global online following that is growing rapidly;

1/04/2024 – 31/03/25

- ***>10m social impressions***
- ***>8m social accounts reached***
- ***>100k monthly website visits across our websites***
- ***132k email contacts***
- ***29k members***

Table Tennis England work with a range of partners to deliver a large number of projects, programmes, competitions and events annually.

3 The National Events

All of our national events will be taking place centrally within England for players across England to take place in these events. Should a venue change happen, we will communicate to all suppliers once it is confirmed.

Mark Bates Ltd, Senior national Qualification

This event is open to all players who are eligible to play for England, who want to take part in the National Qualifying tournament. They will all be competing for a top 14 finish, as the top 14 men and women from this competition will be invited to the Mark Bates Ltd Senior National Championships.

Mark Bates Ltd, Senior National Championships

The best players in the country, including Olympians, Paralympians and Commonwealth Champions will battle it out in Men's and Women's Singles and Doubles as well as Para events, for the right to be called National Champions.

Mark Bates Ltd, Junior & U21 National Championships

This competition sees the best 32 players, based on Table Tennis England Rankings, invited to compete amongst each other singles and doubles across all age groups to be crowned the National Champion.

Mark Bates Ltd, Cadet & U17 National Championships

This competition sees the best 32 players, based on Table Tennis England Rankings, invited to compete amongst each other singles and doubles across all age groups to be crowned the National Champion.

Mark Bates Ltd, U10-13 National Championships

This event is open to all players who are eligible to play for England, who want to take part in the National Championships, with protected entries for those in the top 16 rankings. This competition incorporates the four age brackets for singles with doubles in both U12's and U13's.

4 Requirements and Key Deliverables

Table Tennis England are seeking to appoint an organisation to supply, deliver and collect the table tennis equipment required to support National events shown below. Please note that delivery will be required on the Friday afternoon/evening, prior to the event.

Event, Date & Location	Deliverable requirements
10 & 11 Jan 2026 Mark Bates Ltd Senior National Championship Qualification Venue: University of Nottingham	All ITTF approved equipment 24 x Blue Match table tennis tables 24 x nets and posts 24 x Umpire tables 24 x scoreboards 24 x clipboards 24 x Table numbers Appropriate number of barrier/ surrounds for 24 x match courts 12x6m

<p>20-22 Mar 2026</p> <p>Mark Bates Ltd Senior National Championship.</p> <p>Venue: University of Nottingham</p>	<p>OPTION 1 (preferred) All ITTF approved equipment 14 x Blue wheelchair compliant Match & practice table tennis tables 14 x nets and posts 12 x Towel boxes 14 x Umpire tables (Umpires & Twiddlers) 14 x scoreboards (Umpires & Twiddlers) 12 x clipboards Appropriate number of barrier/ surrounds for 8 x practice courts 10x5m 4 x match courts *13 x7m (tables 3-6) (2 x match courts 1 & 2 will have A Boards)</p> <p>OPTION 2 All ITTF approved equipment 3 x Blue Match table tennis tables 6 x Blue practice table tennis tables 5 x Blue wheelchair accessible tables 2 x Blue Practise wheelchair accessible tables 17 x nets and posts 12 x Towel boxes 12 x Umpire tables (Umpires & Twiddlers) 12 x scoreboards (Umpires & Twiddlers) 12 x clipboards Appropriate barrier/ surrounds as above.</p>
<p>7 & 8 March 2026</p> <p>Mark Bates Ltd Cadet & U17 National Championship.</p> <p>Venue: University of Nottingham</p>	<p>All ITTF approved equipment 24 x Blue Match table tennis tables 26 x nets and posts 26 x Umpire tables 50 x Towel boxes 26 x scoreboards 26 x clipboards 24 x Table numbers Appropriate number of barrier/ surrounds for 24 x match courts 12x6m</p>
<p>18 & 19 April 2026</p> <p>Mark Bates Ltd U10 – U13 National Championship.</p> <p>Venue: Kettering</p>	<p>All ITTF approved equipment 30 x Blue Match table tennis tables 32 x nets and posts 32 x Umpire tables 60 x Towel boxes 32 x scoreboards 32 x clipboards. 30 x Table numbers Appropriate number of barrier/ surrounds for 30 x match courts 12x6m</p>
<p>16 & 17 May 2026</p> <p>Mark Bates Ltd Junior & U21 National Championship.</p> <p>Venue: University of Nottingham</p>	<p>All ITTF approved equipment 24 x Blue Match table tennis tables 26 x nets and posts 26 x Umpire tables 50 x Towel boxes 26 x scoreboards 26 x clipboards 24 x Table numbers Appropriate number of barrier/ surrounds for 24 x match courts 12x6m</p>

Depending on the entrants received for specific competitions, we may require a wheelchair compliant table as part of the specified quantity, included within the numbers above.

In addition to the supply of equipment, organisations tendering for this contract are invited to make donations towards the running of events, to cover prize money etc.

5 Equipment Specifications

The supplied equipment must all be International Table Tennis Federation approved.

Additionally, ITTF approved equipment should be in good, working order, free from any major scratches or gouges. Tables will be required to be cleaned prior to practice which starts at 8am on Saturday mornings.

6 Additional opportunities, rights and benefits

Subject to agreement, the organisation who wins the tender to supply the equipment for the events listed in this document will have;

- 1) The right to use the title “Official Equipment Supplier to Table Tennis England” in advertising, promotions, literature, PR etc worldwide for the term of the agreement but not exclusively.
- 2) A sales stand at the event at a location determined by Table Tennis England
- 3) Acknowledgement on any relevant Table Tennis England event programmes and related printed publications and on the relevant page of the Table Tennis England websites
- 4) If produced, a page advert in the Table Tennis England event programme – whether printed or digital. This needs to be supplied a minimum of two weeks prior to the event.
- 5) Banners/surrounding bearing the supplier’s brand (and/or the equipment brand) for a 5 x 3 space court. For example, the equipment supplier will be entitled to 2 banners per court (produced at their own cost). Other banners will feature either Table Tennis England branding, sponsor branding or be blank, at the discretion of Table Tennis England.
- 6) 2 VIP invitation on a limited basis to civic receptions and other social occasions associated with the event should any such events take place.

Note; Other advertising spaces on extra equipment such as skirt around the table, towel boxes and umpire tables are outside this agreement

Events may also be streamed live and covered across social media, website and through email communications.

6.5 Marketing and Sponsorship Opportunities (Optional and Costed)

In addition to the core rights and benefits, Table Tennis England offers a range of *optional, costed* marketing and brand activation opportunities designed to enhance visibility, drive engagement, and maximise the value of association with our national events.

These opportunities sit **outside the direct supply agreement** and will be subject to separate negotiation. Organisations tendering for this contract are encouraged to **express interest** in any of the following within their tender response:

- **Editorial Feature with Integrated Promotion**
A dedicated editorial feature on tabletennisengland.co.uk, co-created with our team to tell your brand story, highlight your product, and drive action through embedded advertising and call-to-actions. Timing can be aligned with major events for maximum exposure.
- **Direct Communications to Contactable Database**
Access to over **130,000 opted-in contacts** via dedicated email marketing opportunities. These can be used to promote exclusive offers, product campaigns or brand-led initiatives, in line with Table Tennis England's content and brand standards.
- **Social Media Content Activations**
Co-branded content opportunities across Table Tennis England's digital channels, which reach a combined audience of more than **110,000 followers**. Activations can be planned around key event moments, product placements or campaign themes.

These brand opportunities will be developed and costed in partnership with Table Tennis England's Brand & Communications team. All deliverables, timelines, and commercial terms will be scoped and agreed separately with the successful supplier.

7 Assessment of tenders

The Tender Submission Form is a separate document and can be found as an attachment within the email sent to you.

You should email a copy of the completed Submission Form to tenders@tabletennisengland.co.uk by **12noon on Monday 7th July 2025**.

Following a full review of the Submission Forms, a decision will be made to appoint the successful organisations or invite a shortlist of suppliers to make a formal presentation of their proposal at which time a selection panel from Table Tennis England may have further questions to which they will require answers. If interviews are required, details will be agreed with suppliers once the tenders have been assessed.

Please provide a statement of no more than **400 words** for each evaluation criteria detailing evidence of previous success/experience and how you propose to fulfil each of the elements of the Specification, taking account of the requirements shown above.

QUALITY – EVALUATION CRITERIA	WEIGHTING %
Supply and delivery – the number and range of equipment supplied, compliant with the required standards, meeting deadlines and managing logistics to ensure our needs are met for delivery and collection. Please provide evidence to support your answer and include any contingency plans you have in place that will prevent issues.	20%
An evidenced excellent customer service policy/Service level agreement, both during and post equipment delivery that will ensure that the goodwill of Table Tennis England or yourself are not impacted	20%

negatively. Please supply documentation and evidence to support your answer.	
Please describe the specifications of the equipment you will supply, focusing on suitability and quality.	20%
Added Value – What can your organisation offer within the cost that adds value to our events e.g. how can you help with the promotion and profile of our events?	20%

80% of the maximum weighted score will be available from the assessment of Quotes against the Quality Criteria shown above. The remaining 20% will be available from the assessment of the price.

The successful bidders will be the one who, in the opinion of Table Tennis England at the conclusion of the evaluation, offers the Most Economically Advantageous Tender (MEAT) to Table Tennis England having regard to both the quality, service and price award criteria.

Equality & Diversity

Table Tennis England is proud of its commitment to equality and diversity. We ensure we demonstrate this through governance, projects and programmes and support provided to the whole table tennis community, which also extends to procured services and equipment suppliers.

It is therefore important, organisations successful in securing any tender align with our commitment to equality and diversity and adhere to aspects such as strong customer service, provide equipment and resources from ethically sourced materials and ensure fair and equal pay for the workforce.

8 Management

Any queries relating to the content or requirements of this Invitation to Tender should be directed to Mark Pinder, Competition & Events Manager on Mark.Pinder@tabletennisengland.co.uk. Mark will be your main point of contact and responsible for the day-to-day management of the Tender agreement and for meeting with the supplier on review dates, conducting such reviews, providing any contextual information required and for the management of the supplier. The supplier must nominate a member of their team who will be the main point of contact for Table Tennis England.

The registered office of English Table Tennis Association Ltd, trading as Table Tennis England, is Bradwell Road, Loughton Lodge, Milton Keynes, MK8 9LA, and the company number is 4268058.

Table Tennis England does not accept any responsibility for costs incurred in the preparation of the tender.

Table Tennis England does not accept any responsibility for any damage caused by the supplier to the venue during the delivery or collection process.

Table Tennis England reserve the right to amend or cancel any of the events herein subject to change in the events calendar at no cost to TTE

9 Cancellation

Table Tennis England retains the right to reject all tenders and/or annul the tender process without incurring any liability to the relevant tenders.