

Tender 2026-27/005



TENDER

Tender No.	2026 -27/005
Description	Tender for Indian Fencing League (IFL) – Expression of Interest (EOI) Information Document
Bid Date	06th May 2026

Indian Fencing League (IFL) – Expression of Interest (EOI) Information Document

1. Introduction

The Fencing Association of India (FAI) is pleased to invite stakeholders to participate in the **Indian Fencing League (IFL)**, an auction-based professional league aimed at elevating the sport of fencing in India through structured competition, commercial engagement, and athlete development.

2. EOI Process & Format

Submission Requirements

Interested applicants must submit:

- Applicant Name
- Organizational Profile
- Relevant Experience (Sports / League / Business)
- Financial Capability Statement
- Proposed Interest (Franchise / Investment / Partnership)
- Contact Details

 Submit to: secgen@fencingindia.org

Evaluation Criteria

- Financial strength
- Organizational capability
- Experience in sports / event / business operations
- Vision for sports development

Selection Process

- Stage 1: EOI Screening
- Stage 2: Shortlisting
- Stage 3: Detailed Bid / Auction Participation

Timeline

- Last Date for EOI: **30 May 2026**
- Shortlisting: Within 2–3 weeks post submission

- Auction / Final Allocation: To be announced
-

3. Eligibility Criteria

Open to:

- Individuals
- Companies / Corporates
- Educational Institutions
- Foundations / Trusts

Basic Requirements:

- Strong financial background
 - Commitment to sports development
 - Legal compliance as per Indian regulations
-

4. Franchise / Participation Structure

- Proposed Teams: **6–8 franchises (initial phase)**
 - Ownership: Franchise-based model
 - Rights Include:
 - Team ownership & branding
 - Player recruitment (via auction)
 - Local marketing & engagement
 - Franchise Tenure: **3–5 years (renewable)**
-

5. Financial Aspects

- EOI Fee: *To be announced (nominal / administrative)*
- Franchise Fee: Auction-based
- Investment Heads:
 - Player acquisition
 - Team management & coaching staff

- Operations & logistics
- Marketing & branding

(Detailed financial model will be shared with shortlisted applicants)

6. League Format & Operations

- Format: League + Knockout Stage
- Duration: 7–10 days (centralized venue model initially)
- Player Categories:
 - Indian Players (Elite / National)
 - International Players (limited quota)
- Player Allocation: Auction system

FAI Role:

- Governance & technical operations
 - Competition management
 - Referees & rules compliance
-

7. Commercial & Revenue Model

Revenue Streams

- Broadcasting & OTT rights
- Sponsorship (Title / Central / Team)
- Ticketing
- Merchandising

Revenue Sharing

- Central pool sharing model (details to shortlisted parties)
- Franchise-level revenue opportunities

Media Strategy

- National broadcast partnerships
- Digital streaming platforms

- Social media amplification
-

8. Development & Long-Term Vision (3–5 Years)

- Establish IFL as a premier fencing league in Asia
 - Increase participation and grassroots reach
 - Integration with:
 - Academies
 - Junior & youth programs
 - Talent pipeline development for international success
-

9. Branding & Marketing

- Franchise branding rights (team name, logo, identity)
 - Centralized league branding by FAI
 - Marketing Support:
 - PR & media coverage
 - Digital campaigns
 - Event promotions
-

10. Legal & Compliance

- Franchise Agreement (detailed terms to be shared)
 - Compliance with:
 - Indian laws & taxation
 - Sports governance norms
 - Code of conduct for teams & stakeholders
-

11. Conclusion

The Indian Fencing League aims to create a **sustainable, high-impact sports ecosystem** that benefits athletes, investors, and the broader sporting community.

We welcome your participation in shaping the future of fencing in India.

✉ For further queries: secgen@fencingindia.org

Optional Closing Line for Email Reply

We appreciate your interest and would be happy to arrange a detailed discussion or presentation at your convenience.

If you want, I can:

- Convert this into **official PDF on FAI letterhead**
- Add **financial projections table**
- Prepare **PowerPoint pitch deck for investors**

Just tell me 👍

Add selection norms Marking on Experience Marking on turnover /Networth

Good addition—without clear scoring, the process can look arbitrary. Here's a **transparent Selection Norms & Marking System** section you can insert into your EOI document:

12. Selection Norms & Evaluation Criteria

To ensure a fair and transparent selection process, Fencing Association of India will evaluate all EOIs based on a **100-mark system**.

A. Organizational Experience – 40 Marks

Criteria	Description	Marks
Sports League / Event Experience	Experience in managing sports leagues, tournaments, or large-scale events	20
Business / Corporate Experience	Operational track record in business, management, or administration	10
Sports Development Contribution	Involvement in grassroots, academies, or athlete development	10
Total		40 Marks

B. Financial Strength (Turnover / Net Worth) – 40 Marks

Criteria	Range	Marks
Net Worth / Turnover \geq ₹100 Cr	Strong financial capability	40
₹50 Cr – ₹100 Cr	Good financial capability	30
₹20 Cr – ₹50 Cr	Moderate capability	20
₹10 Cr – ₹20 Cr	Basic capability	10
Below ₹10 Cr	Limited capability	5
Total		40 Marks

(Applicants must provide audited financial statements for the last 3 years)

C. Vision & Strategic Plan – 20 Marks

Criteria	Description	Marks
League Vision	Understanding and vision for Indian Fencing League	10
Business Plan	Proposed strategy for team operations, fan engagement, and growth	10
Total		20 Marks

D. Overall Evaluation Summary

Category	Marks
Organizational Experience	40
Financial Strength	40
Vision & Strategy	20
Total	100 Marks

Minimum Qualification Criteria

- Applicants must score **minimum 60 marks overall**

- **Mandatory: Minimum 20 marks in Financial Strength category**
-

Shortlisting Process

- Top scoring applicants will be shortlisted
 - Final selection subject to:
 - Due diligence
 - Financial verification
 - Participation in auction process
-

Important Notes

- FAI reserves the right to modify criteria if required
 - Additional weightage may be given to applicants contributing to **fencing ecosystem development in India**
-

If you want, I can next:

- Add **technical evaluation committee structure**
- Create **scoring sheet (Excel format) for evaluation panel**
- Integrate this into your **final PDF + letterhead format**

Just tell me 👍

C. Vision & Strategic Plan – 20 Marks For this approach and methodology Presentation total 40 mark

Good move—keeping **Presentation weightage higher (40 marks)** will ensure serious and capable bidders. Here is the **revised evaluation section** with your requirement:

12. Selection Norms & Evaluation Criteria

To ensure a fair, transparent, and merit-based selection process, Fencing Association of India will evaluate all applicants on a **100-mark system**.

A. Organizational Experience – 30 Marks

Criteria	Description	Marks
Sports League / Event Experience	Experience in managing sports leagues, tournaments, or large-scale events	15
Business / Corporate Experience	Operational and management experience	10
Sports Development Contribution	Grassroots / academy / athlete development involvement	5
Total		30 Marks

B. Financial Strength (Turnover / Net Worth) – 30 Marks

Criteria	Range	Marks
Net Worth / Turnover \geq ₹100 Cr	Strong financial capability	30
₹50 Cr – ₹100 Cr	Good capability	25
₹20 Cr – ₹50 Cr	Moderate capability	20
₹10 Cr – ₹20 Cr	Basic capability	10
Below ₹10 Cr	Limited capability	5
Total		30 Marks

(Audited financial statements for last 3 years are mandatory)

C. Presentation (Approach & Methodology) – 40 Marks

Shortlisted applicants will be required to deliver a **detailed presentation** before the evaluation committee.

Criteria	Description	Marks
Vision for Indian Fencing League	Understanding of league potential & long-term vision	10
Business & Operational Plan	Team strategy, management structure, execution plan	10

Criteria	Description	Marks
Marketing & Fan Engagement	Branding, promotion, audience growth strategy	10
Innovation & Value Addition	Unique ideas, technology use, ecosystem development	10
Total		40 Marks

D. Overall Evaluation Summary

Category	Marks
Organizational Experience	30
Financial Strength	30
Presentation (Approach & Methodology)	40
Total	100 Marks

Minimum Qualification Criteria

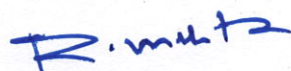
- Minimum 60 marks overall
- Minimum 15 marks in Financial Strength
- Mandatory participation in presentation round

Shortlisting Process

- EOI Screening → Shortlisting → Presentation → Final Selection / Auction
- Final allocation subject to due diligence and financial validation

Important Notes

- Fencing Association of India reserves the right to revise criteria if required
- Preference may be given to applicants contributing to **development of fencing ecosystem in India.**



Rajeev Mehta
Secretary General
Fencing Association of India