

Tender Requested for
Team Accommodation, Dublin Horse Show
August 2019, 2020 & 2021



Table of contents

1. The RDS	3
2. Dublin Horse Show	3
3. Request for proposal & closing date	4
4. Key contacts	5
5. Closing date	6

(1) The RDS – A Society

The RDS is Ireland's Philanthropic Society. Since its inception in 1731 it has worked to see Ireland thrive culturally and economically by working across several key disciplines: agriculture, the arts, science, enterprise and equestrianism.

In practice this manifests itself in the RDS Primary Science Fair, the RDS Visual Art Awards, the RDS Irish Forestry Awards, etc. The Dublin Horse Show is also a philanthropic venture, run as a non-profit event to make it the best showcase opportunity for the Irish bred and produced horse.

The RDS is primarily self-funded via our commercial operations for which we are very well known.

(2) Dublin Horse Show

As a celebration of Ireland's affinity with the horse, from the best show horses to the best international show jumpers, the Dublin Horse Show is one of Ireland's largest events; a highlight of the summer, each year welcoming over 100,000 people from Ireland and all over the world.

2018 will be the 145th Show which started in 1864, when it began on the lawns of Leinster House. During the five days of the Horse Show over 1,500 horses and ponies compete in a total of 133 competitions and classes and 59 championships, and a prize fund of close to €1 million.

The Show is renowned for being an effortless mix of sport, style and socialising, but the fundamental purpose is to showcase the finest of Ireland's sport horses.

The Dublin Horse Show is a household name - 92% prompted awareness (according to the Business Information Group's Research). It is a unique event, hosted in a unique setting, attracting people for a variety of reasons, in particular: sporting, social and family.

- 2018 will be 145th Dublin Horse Show with the Show taking place August 8-12

- It is one of the largest, and regarded as one of the top international show jumping events in the world
- It offers one of the largest prize funds for any show jumping & showing events (approx. €1m)
- Ireland ranks among the top show jumping nations in the world
- The Show is unique in that it has a very broad appeal amalgamating international and national equestrian competitions, exhibitions and entertainment.
- Each day it attracts tens of thousands of people each year from every county in Ireland, with visitors also attending from the UK, America and further afield.

Who comes to the Show?

- Approximately 100,000 people attend the Show each year
- 63% Leinster; 28% Rest of Ireland (of which 8% Northern Ireland)
- 71% ABC1
- 71% Female
- 61% between 25 & 54 years

(3) Request for Proposal

The Dublin Horse Show is required by the International Equestrian Federation - FEI (<http://www.fei.org/>) to provide accommodation for the participating international teams among other considerations for 2019, 2020 and 2021.

This Request for Proposal seeks your hotel to bid for this business. The RDS are required to pay for this accommodation on a B&B basis for the visiting teams and officials.

Notes (brief response to each point required)

1. Please quote single and twin B&B rates in EUROS per night for each of the 8 nights. This can be on full or part bedroom block basis as outlined in the table above (B&B rates only)
2. Bedroom Type Requirement (approx. %)
 - a. 50% of the rooms will be single
 - b. 35% double
 - c. 15% twin
3. Please quantify any supplements or additional charges that apply to a B&B package from your hotel e.g. upgraded room, late check-out.
4. Please specify attrition & room cancellation policy.
5. Please include your official star rating & an overview of the facilities.
6. A site inspection of the proposed accommodation provider will be carried out.
7. Please include any additional benefits to patrons that may apply, e.g., complimentary car parking, free WIFI, complimentary upgrades etc.
8. Your venue will be required to have a dedicated reservations staff member who will work with an RDS manager on this accommodation booking.
9. Tax Clearance & Insurance details for successful tender outcome.
10. The RDS will cover approximately 70% of the total rooms booked below the remaining will be held on a block at the same rate for individuals who are part of the Dublin Horse show officials.
11. The RDS has the right to re issue this tender should dates be amended.

Dates August 2019

Date	Sun 4 th	Mon 5 th	Tues 6 th	Weds 7 th	Thurs 8 th	Friday 9 th	Sat 10 th	Sun 11 th
Rooms required per night	10	35	130	155	155	180	170	35

Dates July 2020

Date	Sun 19 th	Mon 20 th	Tues 21 st	Weds 22 nd	Thurs 23 rd	Friday 24 th	Sat 25 th	Sun 26 th
Rooms required per night	10	30	130	155	155	180	170	35

Dates August 2021

Date	Sun 1 st	Mon 2 nd	Tues 3 rd	Weds 4 th	Thurs 5 th	Friday 6 th	Sat 7 th	Sun 8 th
Rooms required per night	10	30	130	155	155	180	170	35

(4) Clarifications, Further Information

If you require any clarifications to this tender, these must be emailed to tenders@rds.ie.

Clarifications must be in writing and can be submitted up to the 4th May 2018 with a response the following week. Clarifications received after this date will not be replied to.

(5) Closing date

Closing date for receipt of final Proposals is Friday 18th May 2018 at 3pm.

The tender submission should be marked Private and Confidential and addressed to the RDS Finance Department, Merrion Road, Ballsbridge, Dublin 4, D04 AK83, marked "Dublin Horse Show Accommodation Tender 2019/2020/2021"

Ends

Page 6 of 6