

Request for Proposal (RFP): Roller Hockey Skate Access Partnership

The Skate Works | hello@theskateworks.com | 31/07/25

Overview:

The Skate Works are a UK-based roller hockey organisation launching Learn to Play, house league and national hockey sessions across multiple counties for both junior and senior players. We also cater to complimentary sports such as floorball and roller derby. Our organisation is establishing ties with all major UK sporting bodies involved in roller and ice sports and has a structured progression plan from local venue rental based roller through to purpose built facilities; directly supporting the next generation of UK ice and roller talent.

Challenge:

Access to our sessions requires a stick, helmet, gloves and skates. While we believe most of the equipment is readily accessible, we feel that skates present a potential barrier to access that we would like to break down.

We are seeking a partner (or partners) to provide access to roller hockey skates through rent-to-buy, hire, direct sale or other similar models. The primary focus is on skates, but we are also open to proposals that improve broader access to the sport (e.g., sticks, helmets, gloves).

What We're Looking For:

Flexible skate and equipment access solutions, such as:

- Rent-to-buy
- Short/long-term hire
- Direct sale
- Try-before-you-buy

We are specifically interested in the provision of starter/budget equipment, but are open to solutions which provide a clearly structured (i.e. not confusing to the customer) set of options. We are open to both new and second hand equipment.

Scope

County-specific proposals are encouraged to support local delivery, but we are open to national options that allow consistent and scalable access.

Cost

We do not require any financial return; your organisation will retain all profits from skate provision.

Stretch goal

There is no requirement to respond to this stretch goal, but welcome suppliers who may wish to do so:

We are also seeking a provider of roller hockey nets to be used in sports halls as The Skate Works scales operations across other counties. We would welcome proposals around local and national supply of goals and are open to local supplier branding being present on them.

Proposal Guidelines:

Please submit a brief outline including:

- Details of your potential operating model
- Equipment options and sizing ranges (i.e. budget, senior only)
- Delivery, storage, logistics approach (how your equipment arrives in the users hands)
- Any additional options to support accessibility (e.g., sticks, gloves, helmets)
- Your proposed operating region(s)

Submit to: hello@theskateworks.com

We look forward to collaborating with a partner committed to growing access to roller hockey across the UK.