



International Weightlifting Federation

TV/Digital Media Rights Distribution Tender

For Selected Paris 2024 Qualification Events

2022 – 2024

August 2022

1) Summary

International Weightlifting Federation (IWF) is the worldwide governing body for the sport of weightlifting and the IWF is recognised as such by the International Olympic Committee.

The IWF is established and governed by Article 60 et seq of the Swiss Civil Code, and by the rules specified in the IWF Constitution.

The IWF is the sole and exclusive owner of all rights in relation to the IWF World Championships, Grand Prix and World Cup events, including all Media Rights.

This Tender is intended solely to advise and inform the Bidders that the IWF seeks an exclusive media partner to distribute the Media Rights to TV channels and digital stakeholders.

It is crucial that the partner understands its important role in developing IWF's global presence and image. The partner's responsibility is to enlarge the exposure of IWF and the sports to the world.

The media partner will help IWF on tailoring the TV/streaming Production Requirements distributed to the Host Broadcasters and Local Organising Committees (LOC).

These instructions are designed to ensure that all tenders are given equal and fair consideration. It is important therefore that you read and fully understood the guidance set out in this document before submitting a tender and provide all the information asked for in the format and order specified.

2) Tender process

2.1 Timetable

The IWF notes the very short time remaining until the 2022 IWF World Championships, for this reason requests Bidders to understand and cooperate regarding the short deadlines:

- 22 August 2022: Tender process opens
- 29 August 2022: Submission deadline for Bids
- 01 September 2022: Presentation meetings for shortlisted bidders and IWF EB to decide
- 05 September 2022: Notification of unsuccessful/successful bidders
- 05 December 2022: First event – 2022 IWF World Championships

This timetable is provisional and may be subject to changes but will be adhered to by IWF as far as reasonably possible.

2.2 Returning Tenders

Only tenders sent by email to Ms. Reka Foldesi, IWF Marketing Manager (reka.foldesi@iwfnet.net), received by 29 August 2022 by 23:59 CEST will be accepted by IWF.

2.3 Evaluation of Tenders

Upon receipt, IWF will evaluate the tenders and determine which best meets its needs and expectations based on several criteria including (but not limited to):

- Experience in sports, and especially in weightlifting and other strengths sports;
- Proven track-record in the field of media rights distribution;
- Financial offer and/or revenue sharing model;

- Global distribution network.

2.4 Acceptance of Tenders

By issuing this invitation IWF is not bound in any way and does not have to accept any tender. IWF shall have the right, but not the obligation, to select one Bidder or enter into negotiations with one or more Bidders.

The Bidders acknowledge and agree that the decisions made by IWF are discretionary and that IWF is therefore not bound to explain its choices and decisions.

Each Bidder expressly waives any right of action against IWF should its Bid be not selected.

3) Term

The term of this partnership is from September 2022 until 28 April 2024 (until the end of the Paris 2024 Qualification Period of weightlifting).

4) Territory

The media partner shall distribute the Media Rights globally, except for the domestic market – domestic rights to be discussed separately.

5) Events

5.1 The partnership would include the following **obligatory** Paris 2024 Qualification Events:

a) IWF World Championships

- 2022 IWF World Championships – Bogota, Colombia – dates: 5-16 December 2022
- 2023 IWF World Championships – Riyadh, Kingdom of Saudi Arabia – dates tba

b) IWF World Cup

- 2024 World Cup, dates (Q2) and host tba

5.2 The partnership would include the following **optional** Paris 2024 Qualification Events:

a) IWF Grand Prix

- 2023 Grand Prix – dates (Q2-Q3) and host – tba
- 2023 Grand Prix – dates (Q3-Q4) and host – tba

6) Distribution

IWF will ensure that an industry-standard production will be provided, and the signal will be delivered from the event site to a central access point for onward distribution.

The media partner will be exclusively in charge of distributing the Media Rights, including the International Feed (live, re-live, delayed, etc.), Highlights and News to different parties:

- Television channels
- OTT (and other digital platforms)
- News outlets (via VNR)

IWF and the media partner will agree prior to each event the general orientation of the distribution strategy. A minimum distribution level is to be determined and must be guaranteed by the media partner.

Each agreement will be made in IWF's name and IWF shall be informed / agreed in advance of each rights agreement being made.

The media partner is responsible for the coordination with rights holders and to provide an on-site supervisor.

The media partner shall provide a comprehensive Post-Event Report on global broadcast and sponsorship performance in an agreed format.

7) Stakeholders

7.1 International Weightlifting Federation (IWF)

The IWF is the worldwide governing body for the sport of weightlifting and the IWF is recognised as such by the International Olympic Committee.

The IWF is the sole and exclusive owner of all rights, including any audio-visual material and all Media Rights in relation to the IWF international events as defined in the IWF Constitution and Technical and Competition Rules & Regulations, including the IWF World Championships, Grand Prix and World Cup events.

7.2 Media Partner

The media partner is appointed by the IWF in order to exclusively distribute the IWF's Media Rights for and on behalf of the IWF globally.

7.3 Local Organising Committee (LOC)

The LOC is the party responsible for organising the event. It was appointed by IWF following a call for bids which is now binding.

The LOC is an organ of the National Federation or a joint organization with the National Federation and a (private or governmental) supporting body of the country where the event will take place.

According to the bid document, the LOC is responsible to provide basic infrastructure including internet connection, electricity, offices, or workspaces etc.

8) Confidentiality of Tenders

All tenders are considered Confidential and IWF will ensure the same level of confidentiality. Failure to comply with these conditions may disqualify your tender.

Each Bidder must keep confidential all information obtained in connection with this Tender, including the conduct of the Tender and the preparation of its Bid. In particular, it shall not disclose any information to another Bidder nor to make its intentions known.

9.) Costs and Expenses

You will not be entitled to claim from IWF any costs or expenses, which you may incur in preparing your tender or in attending the presentation meetings whether or not the success of the tender.

10) Contact

If you have any question or need further information, please contact Ms. Reka Foldesi, IWF Marketing Manager at reka.foldesi@iwfnet.net.