

INTERNATIONAL WEIGHTLIFTING FEDERATION (IWF)

Request for Proposal (RFP) – July 30, 2026

Design, Development, Implementation and Management of the IWF OTT Digital Platform

1. Introduction

The International Weightlifting Federation (IWF) invites qualified companies to submit proposals for the design, development, implementation and ongoing support of an Over-the-Top (OTT) digital streaming platform dedicated to the global promotion and distribution of weightlifting content.

The IWF is seeking a long-term technology partner capable of delivering a modern, scalable and commercially sustainable OTT solution that enhances fan engagement, increases digital revenues, preserves the sport's historical archive, and provides a premium viewing experience for audiences worldwide.

The IWF welcomes innovative proposals and encourages bidders to present creative technical and commercial solutions.

2. Background

The IWF organises numerous international competitions annually, including:

- IWF World Championships
- Youth and Junior World Championships
- Olympic Qualification Events
- IWF World Cups
- IWF Grand Prix events
- Special Events and Exhibitions

The Federation owns a library of historical competition footage and continually produces new live and on-demand audiovisual content.

The objective of this project is to centralise, preserve, distribute and monetise this content through a dedicated OTT platform.



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3. Project Objectives

The proposed platform should:

- Deliver live streaming worldwide
- Host an extensive on-demand video library
- Preserve and organise historical archives
- Increase fan engagement
- Generate new commercial revenues
- Improve accessibility to IWF content
- Support sponsors and commercial partners
- Offer flexible monetisation models
- Be scalable for future developments

4. Scope of Services

The successful bidder shall provide a complete turnkey solution including:

Platform Design

- UX/UI design
- Mobile-responsive platform
- Smart TV compatibility
- Android and iOS applications
- Web platform

Live Streaming

Support for multiple live feeds including:

- HD and UHD broadcasts
- Various broadcast standards
- Third-party television production companies
- Satellite feeds
- Fibre feeds
- IP delivery
- SRT
- RTMP



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- NDI
- Other industry-standard signal formats

The solution should be compatible with virtually any professional broadcast workflow.

Video-on-Demand (VOD)

The platform should provide:

- Immediate replay
 - Full event replays
 - Individual sessions
 - Highlight packages
 - Athlete profiles
 - Feature documentaries
 - Promotional videos
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Digital Archive

One of the core objectives of this project is the creation of a comprehensive digital archive.

The archive should include:

- Historical competition footage
- Search functions (by athlete, country, competition, year, event type...)
- Metadata management
- Future migration capability
- Secure long-term preservation

The archive should be designed to accommodate continual expansion over many years.

5. Monetisation Options

The IWF wishes to receive proposals including one or several monetisation models.

These may include:



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Free Access

- Free content
- Highlights
- Promotional videos
- Selected competitions

Subscription Models

- Monthly subscriptions
- Annual subscriptions
- Season Passes
- Competition Passes
- Regional packages
- Premium memberships

Pay-Per-View

- Individual competitions
- Individual sessions
- Championship packages
- Finals packages
- Special events

Advertising

- Pre-roll advertising
- Mid-roll advertising
- Banner advertising
- Sponsor integrations
- Dynamic advertising

Hybrid Models

Bidders are encouraged to propose innovative combinations of:

- Free access
- Subscription
- Advertising
- Pay-per-view

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- Sponsorship integration
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6. Commercial Models

The IWF is intentionally open regarding the commercial structure of this project.

Bidders are invited to propose one or more commercial approaches, including but not limited to:

- Revenue-sharing models
- Platform licensing
- Fixed annual service fee
- Development fee plus operational support
- Joint venture approaches
- Minimum guarantee models
- Investment by supplier with revenue recovery
- IWF-funded implementation with reduced long-term fees
- Other innovative commercial structures

The IWF will evaluate proposals based on overall value, sustainability and long-term partnership rather than any predetermined financing model.

7. Geographic Distribution

The platform should support:

- Worldwide distribution
- Multi-language capability
- Multiple currencies
- Local payment methods
- Territory management

The platform must include robust geoblocking functionality allowing the IWF to:

- Restrict content by country
- Restrict by territory
- Blackout specific regions
- Honour existing media rights agreements
- Schedule regional availability



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8. User Features

Preferred functionalities include:

- User registration
- Personalised recommendations
- Watch lists
- Continue watching
- Favourite athletes
- Favourite countries
- Notifications
- Push notifications
- Chromecast support
- AirPlay
- Multi-device viewing
- Adaptive streaming
- Closed captions (optional)

9. Administration

The platform should provide an intuitive Content Management System (CMS) enabling authorised IWF personnel to:

- Upload videos
- Edit metadata
- Create playlists
- Schedule publications
- Configure access rights
- Manage subscriptions
- Generate reports
- Publish promotional content

10. Analytics

Comprehensive reporting should include:

- Registered users
- Active users



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- Viewing hours
 - Geographic distribution
 - Revenue reports
 - Subscription statistics
 - Device usage
 - Peak viewing
 - Content performance
 - Audience retention
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11. Security

The solution should include:

- DRM protection
 - Secure payment processing
 - User authentication
 - GDPR compliance
 - Cybersecurity best practices
 - Backup and disaster recovery
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12. Post-Launch Operational Support

The IWF wishes bidders to include options for ongoing operational support following the launch of the platform.

Proposals may include one or more dedicated resources responsible for:

- Day-to-day platform management
- Content publishing
- Archive management
- Promotional campaigns
- Homepage updates
- User engagement initiatives
- Technical support
- Coordination with the IWF communications team
- Analytics reporting
- Continuous optimisation of the user experience



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The IWF is open to different staffing models, including dedicated personnel, managed services or outsourced operational teams.

13. Technical Support and Service Levels

The proposal should include:

- Service Level Agreement (SLA)
 - Helpdesk availability
 - Incident response times
 - Software updates
 - Security patches
 - Platform monitoring
 - Disaster recovery procedures
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14. Supplier Experience

Bidders should demonstrate experience in:

- Sports OTT platforms
- International sports federations
- Live event streaming
- Archive digitisation
- Digital media monetisation
- Subscription platforms
- Mobile applications

References for similar projects should be provided.

15. Proposal Submission

Proposals should include:

Company Information

- Company profile
- Ownership
- Offices



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- Team structure

Technical Proposal

- Architecture
- Features
- Security
- Roadmap

Commercial Proposal

- Pricing
- Commercial model
- Revenue assumptions
- Licensing
- Support costs

Project Plan

- Timeline
- Milestones
- Resources
- Risks

Client References

Relevant sports and media projects.

16. Evaluation Criteria

Proposals will be evaluated against criteria including:

- Technical solution
- User experience and functionality
- Commercial model and financial sustainability
- Experience and references
- Post-launch support
- Innovation and added value



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17. Indicative Project Timeline

- Publication of RFP
- Questions from bidders
- Submission deadline
- Evaluation period
- Supplier presentations (if required)
- Contract award
- Project kick-off
- Development phase
- Testing and user acceptance
- Platform launch

18. General Conditions

The IWF reserves the right to:

- Reject any or all proposals.
- Request additional information or clarification from bidders.
- Conduct interviews or demonstrations with shortlisted bidders.
- Negotiate the final scope, pricing and contractual terms with the preferred bidder.
- Amend or cancel this procurement process at any stage without obligation to award a contract.
- Accept a proposal in whole or in part where it is deemed to provide the best overall value to the IWF.

19. Contact for Clarifications

All questions and requests for clarification relating to this RFP shall be addressed to:

IWF Headquarters

International Weightlifting Federation

Email: iwf@iwf.sport

Subject: IWF OTT Digital Platform



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20. Governing Law

This tender process and any resulting agreement shall be governed by the laws of Switzerland.

21. Submission Deadline

All submissions must be delivered electronically in PDF format in English language, no later than:

Deadline: Monday, September 14, 2026

Email: iwf@iwf.sport

Subject line: IWF OTT Digital Platform – Proposals

Late submissions may not be considered.

Annex A – Functional Requirements Matrix

Suppliers should complete the matrix below by indicating whether each requirement is available as:

1. **Standard**
2. **Custom Development**
3. **Planned Roadmap**
4. **Not Available.**

No.	Requirement	Response suppliers	Comments
1	Responsive web platform		
2	iOS application		
3	Android application		
4	Smart TV applications		
5	Live HD streaming		



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6	4K/UHD streaming		
7	Support for SRT, RTMP, NDI		
8	Support for all TV signal feeds		
9	Video archive		
10	Search by athlete		
11	Search by event		
12	Search by country		
13	Search by year		
14	Metadata management		
15	Bulk upload		
16	Clip creation		
17	Free content		
18	Subscriptions		
19	Pay-per-view		
20	Advertising		
21	Hybrid monetisation		
22	Geoblocking		
23	Multiple currencies		
24	CMS		
25	Analytics dashboard		
26	DRM		
27	GDPR compliance		
28	Training		
29	24/7 support		
30	Dedicated operational team option		
31	Responsive web platform (Extended)		
32	iOS application (Extended)		
33	Android application (Extended)		
34	Smart TV applications (Extended)		
35	Live HD streaming (Extended)		



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36	4K/UHD streaming (Extended)		
37	Support for SRT, RTMP, NDI (Extended)		
38	Support for all TV signal feeds (Extended)		
39	Video archive (Extended)		
40	Search by athlete (Extended)		
41	Search by event (Extended)		
42	Search by country (Extended)		
43	Search by year (Extended)		
44	Metadata management (Extended)		
45	Bulk upload (Extended)		
46	Clip creation (Extended)		
47	Free content (Extended)		
48	Subscriptions (Extended)		
49	Pay-per-view (Extended)		
50	Advertising (Extended)		
51	Hybrid monetisation (Extended)		
52	Geoblocking (Extended)		
53	Multiple currencies (Extended)		
54	CMS (Extended)		
55	Analytics dashboard (Extended)		
56	DRM (Extended)		



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57	GDPR compliance (Extended)		
58	Training (Extended)		
59	24/7 support (Extended)		
60	Dedicated operational team option (Extended)		
61	Responsive web platform (Extended)		
62	iOS application (Extended)		
63	Android application (Extended)		
64	Smart TV applications (Extended)		
65	Live HD streaming (Extended)		
66	4K/UHD streaming (Extended)		
67	Support for SRT, RTMP, NDI (Extended)		
68	Support for all TV signal feeds (Extended)		
69	Video archive (Extended)		
70	Search by athlete (Extended)		
71	Search by event (Extended)		
72	Search by country (Extended)		
73	Search by year (Extended)		
74	Metadata management (Extended)		
75	Bulk upload (Extended)		

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76	Clip creation (Extended)		
77	Free content (Extended)		
78	Subscriptions (Extended)		
79	Pay-per-view (Extended)		
80	Advertising (Extended)		
81	Hybrid monetisation (Extended)		
82	Geoblocking (Extended)		
83	Multiple currencies (Extended)		
84	CMS (Extended)		
85	Analytics dashboard (Extended)		
86	DRM (Extended)		
87	GDPR compliance (Extended)		
88	Training (Extended)		
89	24/7 support (Extended)		
90	Dedicated operational team option (Extended)		
91	Responsive web platform (Extended)		
92	iOS application (Extended)		
93	Android application (Extended)		
94	Smart TV applications (Extended)		
95	Live HD streaming (Extended)		
96	4K/UHD streaming (Extended)		



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97	Support for SRT, RTMP, NDI (Extended)		
98	Support for all TV signal feeds (Extended)		
99	Video archive (Extended)		
100	Search by athlete (Extended)		
101	Search by event (Extended)		
102	Search by country (Extended)		
103	Search by year (Extended)		
104	Metadata management (Extended)		
105	Bulk upload (Extended)		
106	Clip creation (Extended)		
107	Free content (Extended)		
108	Subscriptions (Extended)		
109	Pay-per-view (Extended)		
110	Advertising (Extended)		
111	Hybrid monetisation (Extended)		
112	Geoblocking (Extended)		
113	Multiple currencies (Extended)		
114	CMS (Extended)		
115	Analytics dashboard (Extended)		
116	DRM (Extended)		
117	GDPR compliance (Extended)		



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118	Training (Extended)		
119	24/7 support (Extended)		
120	Dedicated operational team option (Extended)		
121	Responsive web platform (Extended)		
122	iOS application (Extended)		
123	Android application (Extended)		
124	Smart TV applications (Extended)		
125	Live HD streaming (Extended)		
126	4K/UHD streaming (Extended)		
127	Support for SRT, RTMP, NDI (Extended)		
128	Support for all TV signal feeds (Extended)		
129	Video archive (Extended)		
130	Search by athlete (Extended)		
131	Search by event (Extended)		
132	Search by country (Extended)		
133	Search by year (Extended)		
134	Metadata management (Extended)		
135	Bulk upload (Extended)		
136	Clip creation (Extended)		

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137	Free content (Extended)		
138	Subscriptions (Extended)		
139	Pay-per-view (Extended)		
140	Advertising (Extended)		
141	Hybrid monetisation (Extended)		
142	Geoblocking (Extended)		
143	Multiple currencies (Extended)		
144	CMS (Extended)		
145	Analytics dashboard (Extended)		
146	DRM (Extended)		
147	GDPR compliance (Extended)		
148	Training (Extended)		
149	24/7 support (Extended)		
150	Dedicated operational team option (Extended)		
151	Responsive web platform (Extended)		
152	iOS application (Extended)		
153	Android application (Extended)		
154	Smart TV applications (Extended)		
155	Live HD streaming (Extended)		
156	4K/UHD streaming (Extended)		
157	Support for SRT, RTMP, NDI (Extended)		



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158	Support for all TV signal feeds (Extended)		
159	Video archive (Extended)		
160	Search by athlete (Extended)		

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