FIVB BEACH VOLLEYBALL EVENTS
... from the World Championships to the grass roots

SWATCH FIVB World Tour
Category: Grand Slam
FIVB EVENT’S OPPORTUNITY

Olympic Games

FIVB Beach Volleyball SWATCH WORLD CHAMPIONSHIPS

FIVB Beach Volleyball SWATCH WORLD TOUR
FIVB Beach Volleyball World Cup
FIVB Beach Volleyball SWATCH JUNIOR and YOUTH WORLD CHAMPIONSHIPS

Continental Beach Volleyball Cup
Continental Tours

Challenger and Satellite

Multi Sport Events

National Tours

Leisure Activities
► Grand Slam is an annual series of events, part of the FIVB SWATCH World Tour, staged in spectacular locations & in first-class facilities. A team winning all Grand Slam events in 1 year will enter into the history of the sport.
► Grand Slam should represent the best property of the World Tour in terms of venue, entertainment, TV production, promotion, Ranking points, prize money, participation, Worldwide media, etc.
► Grand Slam offers a chance to benefit from an effective integrated media & TV plan with exceptional exposure and tremendously high commercial value.
► Grand Slam offers unique competition formats (pool play & single elimination)
Powerful international and national sponsorship programmes are perfectly integrated aiming to attract large audiences.

A. The FIVB is responsible for distributing and selling TV rights of each Grand Slam internationally & it is the sole owner of the commercial and TV rights

B. The organizers have the right to enter into an agreement with a major host broadcaster & they will receive at national level certain rights

Deadline to apply for the 2012 season is July 31, 2011

Apply using the enclosed forms, WT04, WT/21, WT/22 & WT/23
Gran Slam event: organizers’ benefits

▶ Guaranteed worldwide promotion of FIVB & FIVB partners through all means
▶ Guaranteed participation of top world ranked Men’s and Women’s teams in the majority of Grand Slam.
▶ Long-term exclusive partnerships with the FIVB.
▶ Worldwide large media, new media and TV exposure provided by the FIVB through live and live-delayed broadcasting, news and dedicated highlights program.
▶ Promoter can acquire from the FIVB a customized TV package with the inclusion of the sponsors logo or/and event’s logo.
▶ Commercial rights and exclusive use of the promoter’s sponsors’ categories
▶ Tournament title and presenting sponsor rights, e.g. A1 Grand Slam presented by Nokia (50% International Title - 50% Tournament Title and presenting sponsor).
Gran Slam event: organizers’ benefits

- Possibility of developing a tournament title/logo with FIVB approval
- Use of a visual in all communications, billboards, backdrops etc.
- 100% of sales of hospitality packages.
- 100% of private and governmental contributions and subsidies.
- 100% of national broadcasting rights sales.
- 100% of ticketing (VIP and general grand stand)
- To have the exclusive right to appoint local Sponsors as per FIVB/NF-Promoter’s Agreement and to retain all consideration paid in respect of such appointments.
- Exclusive rights for on-site sales of sponsors’ merchandise in their respective product categories.
- Commercial rights for on-court advertising exposure, on-site events, printed materials, etc.
Gran Slam event: organizers’ benefits

- Olympic Games qualification tournaments from January 1, 2011 until July 2012 where higher World Ranking points than for an Open will be awarded.
- Exclusive dates in the calendar – no clash with major continental or intercontinental events
- Full exclusivity for all major Beach Volleyball events in the host country during the term of the agreement and first right of refusal for other types of event in the same country.
- FIVB sponsors will supply their services and materials as per contract with its partners (i.e. 2 electronic scoreboards and speed serving devices on the centre court, uniforms, etc.)
- To use a common visual identity for all marketing items enlisted in Appendix Commercialization rights, in the agreement, Branding kit and in the Marketing chapter of the Handbook.
Gran Slam event: organizers’ benefits

- BVIS results system for the prompt distribution of team participation, ranking, results etc.
- Nets free of charge if the promoter is organizing an FIVB event for the first time – use of the net bands; one new net yearly for old promoters.
- 2 seats at the World Tour Council, 1 for the promoter & 1 for the national federation
- Organization of kids’ camps and environmental and development programs
- Public access announcements
- Scoreboard publicity
- On-site entertainment
Gran Slam event: organizers’ benefits

► Dedicated page on the FIVB website for event and tourist information
► SWATCH electronic access (Option available upon negotiation with SWATCH)
► SWATCH watches for staff members, NF representatives & volunteers (this latter at discretion of SWATCH).
► To benefit from the international sponsors programs in terms of materials, services, promotion, etc.
► To use the marks in the promotion of the event upon obtaining previous approval of the FIVB.
► To have the possibility to sell at the venue merchandise products produced by the FIVB sponsors and/or partners/suppliers, upon obtaining their written agreement/license
Gran Slam event: organizers’ benefits

► To have the exclusive right to sell official event programs on-site during the event and to keep any consideration paid thereafter;
► To have the possibility to sell at the venue FIVB official merchandise products produced by the FIVB sponsors and/or partners/suppliers or by other manufacturer upon receiving the authorization from the FIVB
► Commercialization rights for national sales of on-court advertising exposure, on site events, printed materials, and hospitality programs available in accordance with the promoters’ product categories;
► On-site composite signage (panels for local sponsors, flags, outside court scoreboard, inflatable, accreditation cards, exposure on uniforms, stadium entrances, billboards and backdrops, referee chair padding, awarding ceremonies, podium, panels on side courts, umbrellas, venue signage exposure, etc.).
Gran Slam event: organizers’ benefits

- Tournament title and presenting sponsors appearance on the FIVB website, official tournament program cover, advertising pages in official tournament program, official tournament poster, promotional materials, press releases, etc.;
- Trade village and sale tents.
Gran Slam event: FIVB participation

- Coordination and implementation from the Beach Volleyball Dpt. of the event master plan.
- Set up of the Calendar
- Organization of meetings
- Guaranteed participation of the best Men’s and best Women’s teams in the world
- A total of USD 140,000 both gender’s event in Bonus pool (additional to the prize money)
- Monetary compensation for 1 Press Delegate, 1/2 TV Coordinators, 1 Technical Supervisors, 1 Referee Delegate, 1 photographer, 1 medical delegate (if any) and film crew.
Gran Slam event: FIVB participation

- International media, new media & international TV exposure through a specific Grand Slam plan.
- TV coordination, TV news, TV graphics, production of a highlights program and acquisition of commercial time on major broadcaster(s).
- FIVB sponsors’ supporting programs, materials and services, such as (2) electronic scoreboards, (1) speed ball device, uniforms, etc.
- Special nets free of charge for a promoter organizing the event for the first time, featuring SWATCH on the mesh and promoter’s sponsor on the bands; one new net yearly for old promoters;
- Transport of FIVB sponsor materials to the venue through the FIVB sponsor budget
- Commercial rights reserved for its inventory for products in FIVB reserved categories, including the title sponsor of the Tour, panels, flags, inflatable, etc. in dedicated space
Gran Slam event: FIVB participation

- Release to the organizers of the remaining sponsor categories.
- Organization of SWATCH kids’ camp and environmental and development programs (if any)
- Costs through FIVB sponsors of their respective panels, flags etc.
- Inclusion of information and pictures related to the event in FIVB publications (Handbook, final report, media guide, Press kit, rules of the game).
- BVIS results system for the prompt distribution of team participation, ranking, results, etc.
- Implementation of officials’ training program and seminars.
- Free access to videos, pictures and players’ biographies in the FIVB archives for promotional purposes
Gran Slam event: FIVB participation

► Realization of a visual and its application in cooperation with SWATCH
► Production of medals, FIVB and Tour flags and trophies
► Seasonal kick-off Press conference, distribution of press releases, invitation of journalists
► Preparation of World Tour Council and Beach Volleyball Commissions Meetings
► Unas Media production dedicated internet line and tent
► FIVB to cover the costs for TV satellite uplink
► Coordination of the calendar and its worldwide promotion in order to avoid clashes with other Beach Volleyball events
► Implementation of the FIVB rules of the game to create a spectacular sport
► Use of commercial rights of the FIVB exclusive categories including the sponsor of the Tour, panels, flags etc. in a dedicated space.
Gran Slam event: FIVB participation

- Organization of Gala event (if any)
- Beach Volleyball balls (80)
- Exposure of the event through the FIVB website
- International travel of FIVB photographer
- Implementation of organizational and promotional tools such as Branding Kit, Media Guide, web site platform, refereeing resources, etc.
- TV data collection through mandated agencies.
- Implementation of competition regulations (withdrawals request, players’ eligibility, sanctions, etc.).
- Controlling and sanction of non-authorized Beach Volleyball events
- FIVB to cover the costs of the doping controls (if any)
Gran Slam event: Organizers’ participation

- 1 year commitment to stage a double gender Grand Slam event as per FIVB regulations
- Venue of min. 6,000 seats including roofed VIP section for 600 people & a second recommended stadium of minimum 2,000 seats.
- Facilities as per the FIVB Handbook, video board, 6 or 8 competition courts and 2 warm-up courts (including sand and court equipment).
- USD 160,000 prize money per gender’s event, including any eventual deductions as per the fiscal law of each country (such a law must be sent to the FIVB in English at the time of the candidature).
- Trophies for the top 3 men’s and women’s teams
- Minimum of 5/6 days competition staggered between men and women;
Gran Slam event: Organizers’ participation

- Minimum 32 teams per gender in the Main Draw (pool play) and 1 day qualification tournament with 32 teams per gender in the Qualification tournament (single elimination)
- Competition criteria:
  - Pool play (Main Draw)
  - Qualification tournament (single elimination)
- Production of branding around the playing courts, outside court scoreboards, participating countries’ flags, promotional material, platform, commentary position, etc
- Board & lodging for a minimum of 32 teams per gender (teams to check out in the morning of the day after their elimination) and for FIVB officials & local officials during the event. It is recommended that the promoters cover the board and lodging of the finalists (e.g. in case of a staggered event) for media purposes.
Gran Slam event: Organizers’ participation

► 1 major TV host broadcaster to produce the basic feed, with minimum 8 TV cameras, 1 super slow-motion for at least the quarter-final, semi-final and final games, an ENG crew (3 days) and news facilities for all days of the Main Draw.
► Minimum mandatory broadcast of at least ¼ final, the semi-finals and the final games.
► A national host broadcaster shall sign an agreement with the FIVB.
► Obligation to promote the event always through the FIVB SWATCH World Tour (50%) associated to the tournament title (50 %)
► Per diem/travel allowance (as per FIVB financial regulations) for each of the 7 international referees,
► Flat fee of minimum USD 50 each 12-14 local official referees, court personnel and auxiliary officials.
Gran Slam event: Organizers’ participation

- Rotating paneling system is highly recommended on the centre court. Timing to be in accordance with 2011 FIVB marketing regulations. The FIVB reserves the right to display 2 static panels of its title sponsor in the first row.
- Organizing chart with an active, full-time, dedicated structure working in an equipped office at least 1 year before the start of the event.
- Professional organizational structure, with long-term experience in managing, promoting and marketing successful Grand Slam tournaments and/or similar types of sports events.
- Promoter to provide on site catering for all accredited journalists (at least sandwiches and drinks) and set-up adequate internet wi-fi fast connection which may allow high traffic of information in the Press working facilities and stands.
- Insurance to cover risk of damage to people at the venue.
Gran Slam event: Organizers’ participation

- All referees involved should be international Beach Volleyball referees and/or candidates, and in case the local Organizers wouldn’t be able to secure their respective quota in the above conditions, then they would have to cover the full costs (international transportation, board and lodging, local transportation and per-diem) of the eventual foreigner extra referees assigned by the FIVB to cover these local quota positions.
- Should an Assistant Referee delegate be assigned, the promoter must absorb the same expenses as for a International Neutral Referee.
- International travel for all FIVB delegates (1 Press delegate, 1 Technical Supervisors, 1 Referee Delegate, 1 Medical Delegate (if any), 7 neutral International Referees, 1/2 TV Coordinators).
Gran Slam event: Organizers’ participation

► Local transport for all FIVB delegates, FIVB officials, consultants and Main Draw teams
► The FIVB through its promoters shall provide free local transportation to SWATCH representative (1 or 2 persons), Swiss Timing (2 or 3 persons), Descente and Mikasa from/to the closest international airport (as per Event’s Regulations) and to/from the Official Hotel(s) of the EVENT.
► 1 inspection visit for 1 FIVB TV coordinator/FIVB Technical Supervisor including international & local travel expenses, board & lodging + a flat fee (USD 300) to the FIVB Technical Supervisor only.
► Mandatory use of FIVB sports equipment: net, uniforms, balls and approved sand.
► Lighting system in accordance with FIVB rules for night matches.
Gran Slam event: Organizers’ participation

► In the secondary courts an announcer and a small entertainment will be required as well as live scoring and statistics of the players.
► Promotional plan and event publicity on a national scale to guarantee full stadium
► Press facilities (equipped), Press centre personnel, organization of press conferences, and PR company as per Handbook
► Printing and developing of photographic material to be circulated to the parties concerned; set up and maintenance of a website
► Hospitality, protocol, catering and side events offered to sponsors, VIPs athletes and media
► Personnel and professional entertainers for an effective entertainment program, side events and village
► Administrative costs of the event’s secretariat, including translator and security, and equipment.
For further information please contact:

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