



# VOLLEYBALL NATIONS LEAGUE



## EVENT BIDDING



## Volleyball Nations League 2023 and 2024

VNL 2022 is approaching fast and we are excited about returning to countries and cities around the world to bring the best international volleyball to our fans.

To improve organization and to ensure hosts have more time to plan, we are now calling for expressions of interest for VNL 2023 and 2024.

Whilst we cannot confirm hosts and pools until immediately after the completion of VNL2022 we would like to accelerate the process to allow hosts and Volleyball World to maximize the time to organize, promote and elevate the VNL to our fans around the world.

Please read the information and complete the Expression of interest form below. If you have any questions about this document or the event in general, please write to us at [event.hosting@volleyball.world](mailto:event.hosting@volleyball.world)

### Event Format

The event format for 2023 and 2024 is the same as VNL22.

Each round will contain 8 teams in a week of competition. Competition will take place over 6 days (Tues- Sunday).

Our competition format will mean each gender plays on alternate weeks. Allowing 1 week between events.

### Host Requirements

Hosts will be responsible for the accommodation and catering costs of all teams during the competition weeks as well as the venue, game operations.

Teams are free to decide what to do during the off- competition weeks. Meaning they may choose to go home, stay in the current market, or move to the next city. Each team will be responsible for their own costs outside of competition week however we ask that each host help facilitate preferred hotel rates and where possible free access to training and fitness facilities.

### Sports Presentation

Volleyball World will work with each organizer to ensure the presentation of the matches is done in accordance with our guidelines. We want to ensure a consistent live experience for our fans at each venue and a consistent television product for our millions of viewers around the world.

This will include:

- Pre-match protocol
- TV production standards (camera positions etc)
- In-game fan engagement elements
- Presentation of the venue

- Associated event activities in the city or around the venue to elevate the event.

### **Marketing and Promotions**

VNL is about bringing Volleyball to our fans around the world. In order to make the VNL as successful for everyone, we are looking for hosts prepared to invest in marketing and promotions of their event to help ensure sold out sessions for the entire week. Volleyball World will assist each host with proper tools and guidance to help ensure a successful ticket sales and overall event delivery.

Filling our stadiums with fans and building new fans is the fundamental objective of the VNL. We look forward to working with you all to ensure every session is full of screaming fans!

All information will be provided to hosts in the coming months as planning continues on VNL 2022. We look forward to working with you all on creating a new VNL competition for our athletes, teams, federations, and fans around the world.

Please complete all sections of the form below to assist us with our selection process.

By submitting this expression of interest form, you are indicating an interest and willingness to organize a leg of the preliminary Round.

Volleyball World may contact you to discuss your interest in hosting before we determine the final host selection.

This does not guarantee you will receive a round to organize. Dates shall be awarded based on the following criteria:

- Suitability of venue
- Ability to attract fans
- Geographic spread throughout the world
- Financial commitment towards tournament

Volleyball World may determine that the hosts and dates in its full discretion are based on the interests of Volleyball World, the FIVB, the interests of the VNL, the competition calendar and any other considerations that it deems necessary and modifications on the dates submitted may be needed to accommodate the VNL calendar.

We look forward to working with you for the future editions of the VNL.

## Expression of Interest- VNL 2024

This form must be filled in by the Bidder and returned to VW at [event.hosting@volleyball.world](mailto:event.hosting@volleyball.world) **by no later than 5:00 PM Central European Standard Time on 29<sup>th</sup> April 2022**

All required information/cell must be filled in, unless it is labelled optional. In the event that a party fails to fill in a relevant section and such relevant section has a minimum or default requirement, the Bidder shall be deemed to have bid the minimum or default requirement.

The form is valid for one Event only. Applying for multiple events, you need to fill in, seal and sign a separate form for each event.

| <b>Event Information</b>      |  |                             |
|-------------------------------|--|-----------------------------|
| Event Title                   | <b>FIVB Volleyball Nations League 2024 Preliminary Phase</b> |                             |
| Gender                        | Women's  | Men's                       |
| Event Dates*                  | Week 1<br>(14-19 May) 2024                                   | Week 2<br>(21-26 May) 2024  |
|                               | Week 3<br>(28 May- 2 June) 2024                              | Week 4<br>(4-9 June) 2024   |
|                               | Week 5<br>(11-16 June) 2024                                  | Week 6<br>(18-23 June) 2024 |
| Minimum Hosting Fee per Event | <b>One Hundred Thousand/00 US Dollars (USD 100.000,00)</b>   |                             |
| Payment Schedule              | Upon execution of the Hosting Agreement                      |                             |

| <b>Womens Finals 20-23 June, 2024</b> | <b>Mens Finals 27-30 June, 2024</b>                              |
|---------------------------------------|--|
| Minimum Hosting fee for the finals    | One Million Eight Hundred Thousand US Dollars<br>USD \$1,800,000 |

\* Bidder shall bear the accommodation and catering costs from (-) 2 days before the start of the Event to (+) 1 day after the end of the Event ( from -3 to + 1 for FIVB Officials).

| <b>A. Local Organizer information</b>  |  |                              |  |
|--|--|------------------------------|--|
| 1.   | Hosting Country and City                           |                              |  |
| 2.   | Name of Organizer/ NF                              |                              |  |
| 3.   | Contact Person                                     |                              |  |
| 4.   | Email address                                      |                              |  |
| 5.   | Contact Phone                                      |                              |  |
| 6.   | Mobile   |                              |  |
| 7.   | Federation Website                                 |                              |  |
| <b>B Event Selection</b> (please indicate which event you are interested in hosting<br>You may indicate more than 1 selection if you wish) |  |                              |  |
| 1.   | <b>Women</b>                                       | <b>Men</b>                   |  |
|  | Week 1 (14 May- 19 May , 2024)                     | <input type="checkbox"/>     | Week 1 (21 May- 26 May, 2024) <input type="checkbox"/>   |
|  | Week 2 (28 May- 2 June, 2024)                      | <input type="checkbox"/>     | Week 2 (4 June- 9 June, 2024) <input type="checkbox"/>   |
|  | Week 3 (11 June- 16 June, 2024)                    | <input type="checkbox"/>     | Week 3 (18 June- 23 June, 2024) <input type="checkbox"/> |
| <b>Finals Selection</b>  |  |                              |  |
| 1  | Women (26-30 June, 2024)                           | <input type="checkbox"/>     | Men (3 July- 7 July, 2024) <input type="checkbox"/>      |
| <b>C. Event Information</b>  |  |                              |  |
| 1.   | Competition Venue (name and address)               |                              |  |
| 2.   | Type of Venue                                      |                              |  |
| 3.   | Venue Website                                      |                              |  |
| 4.   | Stadium Capacity in Volleyball format              |                              |  |
| 5.   | Height to low steel                                | ft/ meters                   |  |
| 6.   | Is rigging possible in venue                       | Yes <input type="checkbox"/> | No <input type="checkbox"/>                              |
| 7.   | Rigging hanging capacity                           | lbs/ kgs                     |  |
| 8.   | Do you have a FIVB approved Gerflor taraflex floor | Yes <input type="checkbox"/> | No <input type="checkbox"/>                              |
| 9.   | Field of play lighting power                       | In Lux                       |  |
| 10.  | Existing Media Facilities in venue                 | Yes <input type="checkbox"/> | No <input type="checkbox"/>                              |
| 11.  | Is there a loading dock at the building            | Yes <input type="checkbox"/> | No <input type="checkbox"/>                              |
| 12.  | Does the arena have a sound system and PA          | Yes <input type="checkbox"/> | No <input type="checkbox"/>                              |
| 13.  | Sound system type and design                       |                              |  |
| 14.  | Are there VIP facilities/ Suites                   | Yes <input type="checkbox"/> | No <input type="checkbox"/>                              |
| 15   | Number of working rooms available                  |                              |  |

| <b>D Training Hall Information</b>                   |   |                              |                             |
|--|---|------------------------------|-----------------------------|
| 1.   | Training Venue (name and address)   |                              |                             |
| 2.   | Type of Venue   |                              |                             |
| 3.   | Venue Website   |                              |                             |
| 4.   | Stadium Capacity in Volleyball format   |                              |                             |
| 5.   | Height to low steel   |                              |                             |
| <b>E Hotel Information (Principal Hotel)</b>         |   |                              |                             |
| 1.   | Name of Hotel   |                              |                             |
| 2.   | Address   |                              |                             |
| 3.   | Website   |                              |                             |
| 4.   | Dedicated floors for the event  | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 5.   | Dedicated restaurant for the event  | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 6.   | Dedicated Gym for the event   | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 7.   | Gym working hours   |                              |                             |
| 8.   | Is there special discounted pricing available to teams for non-competition weeks? | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 9.   | Distance to venue from hotel?   |                              |                             |
| <b>Hotel Information (Secondary Hotel if needed)</b> |   |                              |                             |
| 1.   | Name of Hotel   |                              |                             |
| 2.   | Address   |                              |                             |
| 3.   | Website   |                              |                             |
| 4.   | Dedicated floors for the event  | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 5.   | Dedicated restaurant for the event  | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 6.   | Dedicated Gym for the event   | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 7.   | Gym working hours   |                              |                             |
| 8.   | Is there special discounted pricing available to teams for non-competition weeks? | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 9.   | Distance to venue from hotel?   |                              |                             |
| 10.  | Will shuttle service be available from hotel to venue                             | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| 10.  | Will shuttle service be available from hotel to venue                             | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

|           |   |     |      |
|-----------|---|-----|------|
| <b>F.</b> | <b>Airport Information</b>  |     |      |
| 1.        | Closest Airport   |     |      |
| 2.        | Distance and travel time from airport to the venue                      | KMs | Mins |
| <b>G.</b> | <b>Tentative Commercial Partners</b>                                    |     |      |
| 1.        |   |     |      |
| 2.        |   |     |      |
| 3.        |   |     |      |
| 4.        |   |     |      |
| 5.        |   |     |      |
| <b>H.</b> | <b>Local Weather conditions</b>   |     |      |
| 1.        | Minimum/ Maximum temperature  |     |      |
| 2.        | Average Rainfall  |     |      |
| <b>I.</b> | <b>Mandatory documents to be included</b>                               |     |      |
| 1.        | Auto Cad of venue (editable version)                                    |     |      |
| 2.        | Confirmation from venue owner that the venue is available for the event |     |      |
| 3.        | City Map indicating venue and hotel                                     |     |      |
| 4.        | Draft Promotional Plan  |     |      |
|           |   |     |      |

| <b>H. Draft Event Budget</b>  |                    |
|---|--------------------|
| <b>Revenues</b>   | Indicate Currency: |
| Ticket Sales  | \$                 |
| Hospitality   | \$                 |
| Merchandising & Licensing   | \$                 |
| Food & Beverage   | \$                 |
| Sponsorship sales   | \$                 |
| Government & Host City Funding  | \$                 |
| Media sales   | \$                 |
| Other Revenues  | \$                 |
| <b>Total Revenue</b>  | \$                 |
| <b>Costs</b>  |                    |
| Personnel Salary/Service Fee costs  | \$                 |
| Accommodation Costs   | \$                 |
| Catering Costs  | \$                 |
| Local Transportation Costs  | \$                 |
| Human Resource costs  | \$                 |
| Venue Rental Costs  | \$                 |
| Venue Set-up Costs (incl. tribune, furniture, scaffolding, rigging, lights, sound etc.) | \$                 |
| Other Venue Costs (incl. water, electricity, cleaning, waste etc.)                      | \$                 |
| Floor Rental and Set-up Costs (Indoor) / Sand Costs (Beach)                             | \$                 |
| Sports Equipment Costs  | \$                 |
| Competition Technology Costs  | \$                 |
| Logistics Costs   | \$                 |
| Television Set-up and Production Costs  | \$                 |
| Entertainment & Engagement Costs (Incl. LED Boards, Giant screen, DJ, MC etc.)          | \$                 |
| Medical Costs   | \$                 |
| Risk Management / Safety Costs  | \$                 |
| Accreditation Costs   | \$                 |
| Sponsorship Delivery Costs  | \$                 |
| Consumer Area & Activities Costs  | \$                 |
| VIP/Hospitality Costs   | \$                 |
| Licensing & Merchandising Costs   | \$                 |
| Ticketing Costs   | \$                 |
| Commissions   | \$                 |
| Marketing & Communications Costs  | \$                 |
| Digital Costs   | \$                 |
| Media Costs   | \$                 |
| Prize Money   | \$                 |
| Promoter / Organiser Fees   | \$                 |
| Ceremonies  | \$                 |
| Side events   | \$                 |
| Data Collection costs   | \$                 |
| Miscellaneous Costs   | \$                 |
| Others  | \$                 |
| <b>Total Costs</b>  | \$                 |
| <b>Net Profit (Loss)</b>  | \$                 |



**Bidder's obligations.** The Bidder agrees:

- a. to keep the IFB, including all Appendices and Schedules, and any material, communication and analysis disclosed by VW in respect thereto **strictly confidential**;
- b. to comply with the IFB, including all Appendices and Schedules, as amended from time to time, and perform all duties and obligations thereunder;
- c. to assume the responsibility to organise the Event (i) in the Host Country and Host City as designated above, (ii) on the dates approved by the VW, (iii) in accordance with the requirements, specifications and instructions as from time to time established by VW, (iv) in compliance with the most recent version of the relevant FIVB Regulations and all applicable laws;
- d. not to use any of the rights granted hereunder in a manner that, in the reasonable opinion of VW, is prejudicial to the sport of Volleyball, to VW, to the FIVB and/or to the Event;
- e. not to cause VW, the FIVB and its NFs members, and/or VW contractual partners (including without limitation sponsors, suppliers, broadcasters etc.) to breach any applicable laws.
- f. to pay the Hosting Fee to VW according to the Payment Schedule specified above The Hosting Fee and any payments due to VW shall be made net of any and all taxes (including any withholding taxes levied at the residence country of the Bidder), and any other required deductions shall be the sole responsibility of the Bidder. **Delayed payments will be subject to interest of five percent (5%) per annum.** All payments mentioned herein shall be paid to VW bank account as specified in Appendix 5.

**Binding effect in the event of a successful bid.**

By signing below, the Bidder acknowledges that it has reviewed these TnC and agrees to be irrevocably bound by these TnC in organising and hosting the Event in the event of a successful bid.

**Applicable law and dispute resolution clause.**

This IFB shall be construed in accordance with the FIVB Constitution and Regulations and shall be governed by the Laws of Switzerland without regard to its conflict of law rules.

Any dispute arising from or related to the IFB and the bidding process can be submitted exclusively to the Court of Arbitration for Sport in Lausanne, Switzerland, and resolved definitively by a panel of three arbitrators in accordance with the Code of Sports-related Arbitration in force at the time of the notification. The language of the arbitration will be English.

**IN WITNESS WHEREOF** the parties hereto have caused this agreement to be executed by their duly authorised officers or representatives on the day and year of its signature by VW.

Date/Place \_\_\_\_\_

**For the Bidder**

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Capacity: \_\_\_\_\_

Date/Place \_\_\_\_\_

**For VW Volleyball World SA**

Signature: \_\_\_\_\_

L. Fernando Lima

Chairman of the Board

Signature: \_\_\_\_\_

Finn Taylor

Chief Executive Officer