Deutscher Volleyball-Verband e.V.
Otto-Fleck-Schneise 8
60528 Frankfurt am Main

Aufforderung zur Abgabe eines Angebotes

Sehr geehrte Damen und Herren,

es ist beabsichtigt, die in der anliegenden Beschreibung bezeichneten Leistungen in einer öffentlichen Ausschreibung nach UVgO zu vergeben.

Zuschlagskriterium ist neben dem Preis (Summe netto gemäß Preisblatt) mit 80 % das vom Bieter vorgelegte Konzept zur Umsetzung des Zeitplans für die Veranstaltungsdurchführung mit 20 %. Der Bieter soll mit dem Angebot in einem Konzept auf ein bis zwei DIN A4 Seiten darstellen, wie er die Umsetzung der Veranstaltung zeitlich sicherstellt. Zusätzlich wird die Überzeugungsfähigkeit auch im Hinblick auf zeitliche Puffer, die Identifikation von Meilensteinen und Herausforderungen mitbewertet.

Die Angebote sind zu unterschreiben und mit den in der Bekanntmachung und dem Angebotsschreiben vorgesehenen Anlagen in einem verschlossenen und gekennzeichneten Umschlag (Kennzeichnung des Umschlags: „Angebot Organisation und Durchführung des olympischen Qualifikationstermins Volleyball der Männer 2020 in Berlin - Nicht öffnen“) bis zum Ende der Angebotsfrist am 13.11.2019 um 12 Uhr bei der oben bezeichneten Stelle einzureichen.

Der Bieter erklärt sich mit der Angebotsabgabe damit einverstanden, dass die von ihm mitgeteilten personenbezogenen Daten für das Vergabeverfahren bearbeitet und gespeichert werden können und nicht berücksichtigten Bietern der Name des erfolgreichen Bieters mitgeteilt wird.

Das Angebot unterliegt den Bestimmungen über nicht berücksichtigte Bewerbungen und Angebote nach § 46 UVgO.

Die Vergabeunterlagen dürfen nur zur Erstellung des Angebotes und zur Durchführung des ggf. folgenden Auftrages genutzt werden. Jede andere Nutzung ist untersagt.

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Antworten auf Bieterfragen und ergänzende Informationen zu der Ausschreibung werden unter http://www.volleyball-verband.de/de/service/jobboerse/ veröffentlicht. Die Bieter sind verpflichtet, sich während des Vergabeverfahrens über die Beantwortung von Bieterfragen und ergänzende Informationen zu informieren.

Sofern ein Bieter den Finanzierungsplan für das Turnier für die die Erstellung eines Angebotes für erforderlich hält, kann die Übermittlung per Email bei Nicole Fetting (fetting@volleyball-verband.de) angefordert werden.

Mit freundlichen Grüßen

N. Fetting

Unterschrift

Anlagen
Angebotsschreiben
Leistungsbeschreibung mit den Anlagen
Preisblatt

Name und Anschrift des Bieters:

Deutscher Volleyball-Verband e.V.
Otto-Fleck-Schneise 8

Fax 0528 Frankfurt/Main

Angebot

Vergabe Nr.:	
Vergabeart:	**öffentliche Ausschreibung**
Ende der Angebotsfrist:	13.11.2019 (12 Uhr)
Ende der Bindefrist:	30.11.2019
Leistung: Organisation und Durchführung des olympischen Qualifikationsturniers Volleyball der Männer 2020 in Berlin	

Sehr geehrte Damen und Herren,

wir unterbreiten Ihnen für die Leistungserbringung das folgende Angebot.

1. Wir bieten die Leistung zu den im Preisblatt **Anlage** (**Preisblatt zur Ausschreibung)** angebotenen Preisen an. Das zur **Anlage (Zeitplan & Umsetzungsfristen)** beigefügte Konzept zur Umsetzung des Turniers ist Bestandteil ihres Angebotes.

   Unserem Angebot liegt die Leistungsbeschreibung inklusive der dazugehörigen Anlagen zugrunde.

2. Wir sichern zu, dass die angebotenen Leistungen des Angebotes vollständig sind und die geforderten Funktionen in vollem Umfang erfüllen. Wir erklären, dass wir die Vergabeunterlagen einer vollständigen Prüfung unterzogen haben und die zu erbringenden Leistungen sowie die für das Vergabeverfahren geltenden Bedingungen mit der für das Angebot erforderlichen Genauigkeit beurteilen können.

3. Wir erklären, dass über das Vermögen des Unternehmens kein Insolvenzverfahren oder ein vergleichbares gesetzliches Verfahren eröffnet oder die Eröffnung beantragt oder dieser Antrag mangels Masse abgelehnt worden ist und ferner, dass sich das Unternehmen nicht in Liquidation befindet.

   ☐ Für uns liegen keine Ausschlussgründe nach § 123 GWB vor.

   ☐ Für uns liegen keine Ausschlussgründe nach § 124 GWB vor.

   ☐ Für uns liegen zwar Ausschlussgründe nach § 123 GWB oder § 124 GWB vor. In der **Anlage** … erläutern wir, warum wir dennoch nicht vom Vergabeverfahren auszuschließen sind (z.B. Selbstreinigung).

   Wir erklären, dass wir unseren gesetzlichen Verpflichtungen zur Zahlung von Steuern und Abgaben sowie Beiträgen zur gesetzlichen Sozialversicherung ordnungsgemäß nachgekommen sind, und die gewerberechtlichen Voraussetzungen für die Ausführung der angebotenen Leistungen erfüllen.

4. Wir haben für die angebotene Lieferung und Leistung keine Kartellabrede, Preisbindung, ähnliche Vereinbarung oder vorbereitende Handlung in dieser Richtung getroffen. Unser Angebot ist das Ergebnis eigenbetrieblicher Kalkulation und Preisbildung.

5. Wir sind damit einverstanden, dass der Auftraggeber Auskünfte aus dem Gewerbezentralregister und dem Korruptionsregister Berlin einholt.

6. Einen Auszug aus dem Handelsregister haben wir in **Anlage** … beigefügt.

7. Erklärung über den Gesamtumsatz und den Umsatz mit vergleichbaren Tätigkeiten in den letzten drei abgeschlossenen Geschäftsjahren:

Geschäftsjahr	Gesamtumsatz in €	Umsatz mit vergleichbaren Tätigkeiten in €
2018		
2017		
2016		
(2015, wenn 2018 nicht abgeschlossen)		

8.

Eine Liste über unsere Referenzen über vergleichbare Leistungen unter Angabe des Auftraggebers, der Leistungszeit und einer Beschreibung der Leistung haben wir in **Anlage** … beigefügt.
(Hinweis: Mindeststandards sind Erfahrungen mit:
- Organisation und Umsetzung von internationalen Sportveranstaltungen

- Organisation und Umsetzung von Volleyballturnieren

- Ticketing und Vermarktung

- Finanzierung aus Zuwendungen (Vergabe von Leistungen und Belegführung)

9. Wir sind uns bewusst, dass falsche Angaben und wettbewerbswidrige Absprachen unseren Ausschluss von diesem und von weiteren Vergabeverfahren zur Folge haben können.

10. Wir beabsichtigen,

    ☐ keine

    ☐ die in der beigefügten Erklärung (**Anlage** …) aufgeführten

    Leistungen an Unterauftragnehmer zu übertragen.

11. Wir erklären unser Einverständnis, dass der Auftraggeber die Einhaltung der gesetzlichen Bestimmungen durch Stichproben am Ort der Leistung sowie anhand von vorzulegenden Belegen prüfen kann. Die Belege müssen mindestens enthalten:
    - die Namen der für die Auftragserfüllung eingesetzten gewerblichen Arbeitnehmer,
    - die im Rahmen der Auftragserfüllung von diesem Monat der Stichprobe geleisteten Arbeitsstunden sowie die an die gewerblichen Arbeitnehmer gezahlten Brutto-Stundenlöhne ohne Zuschläge.

12. Wir verpflichten uns, Löhne und Gehälter - auch ausländischer Beschäftigter, sofern diese die Leistung innerhalb der Bundesrepublik Deutschland erbringen - mindestens monatlich über Gehaltskonten zu überweisen und vollständige, prüffähige, deutschsprachige Unterlagen über die Beschäftigungsverhältnisse im Unternehmen bereitzuhalten und auf Anforderung dem Auftraggeber vorzulegen.

13. Wir verpflichten uns, im Auftragsfall gemäß Arbeitnehmer-Entsendegesetz bzw. Mindestlohngesetz personenbezogene Daten (Name, Vorname, Geburtsname, Geburtsdatum, Geburtsort, Wohnanschrift) bekannt zu geben. Darüber fügen wir die beigefügte Erklärung **Anlage** (**verpflichtungserklaerung-mindestlohn_neu_2017**) unserem Angebot bei.

14. Wir verpflichten uns, Nachunternehmer nur unter der Voraussetzung zu beauftragen, dass der Nachunternehmer eine gleichlautende Erklärung abgibt.

15. Wir binden uns an unser Angebot bis zum 30.11.2019 (Bindefrist).

16. Für weitere Fragen und Erläuterungen zu diesem Angebot steht Ihnen

    Herr/Frau: ……

    Tel.: ……..

    Fax: ……...

    E-Mail: …….

    zur Verfügung.

17. Unser Angebot (nebst den folgenden Anlagen) erhalten Sie in einfacher Ausfertigung als Original:

- Angebotsschreiben nebst den dort vorgesehenen Anlagen
- Anlage: Preisblatt (Gegenstand der Bewertung anhand der Zuschlagskriterien)
- Anlage: Konzept zum Zeitplan zur Umsetzung des Turniers (Gegenstand der Bewertung anhand der Zuschlagskriterien)
- Ggf. Anlage zur Selbstreinigung
- Anlage: Auszug Handelsregister
- Anlage: Referenzliste
- Ggf. Anlage Unterauftragnehmererklärung
- Anlage: Eigenerklärungen zu Tariftreue/Mindestentgelt

Anlage: Erklärung und BVB zu FFV und BerlAVG (teilhabeprogramm_erklarung_ frauenforderung

- Weitere Anlagen[2]

Ort, Datum	**Firmenstempel und Unterschrift** **(ggf. vertretungsberechtigtes Mitglied einer Bietergemeinschaft)**
Unterschrift	Name (Geschäftsführer/Prokurist)

2: bei mehreren eigenen Anlagen, bitte auf gesonderter Anlage nennen (bei nicht ausreichendem Platz)

Zuwendungsempfänger
Straße
PLZ Berlin

Berlin, den

Senatsverwaltung für
Inneres und Sport
- IV C 1 Mü -
Klosterstr. 47
10179 Berlin

Zuwendungen des Landes Berlin für sportliche Zwecke
hier: Verpflichtungen zum Mindestlohn

Verpflichtungserklärung

Ich erkläre/Wir erklären, dass

- ich/wir meinen/unseren Verpflichtungen zur Zahlung mindestens des jeweils aktuell maßgeblichen Mindestlohns - derzeit 9,00 € brutto pro Zeitstunde[1] -, solange und soweit ich/wir vom Land Berlin Zuwendungen erhalte/erhalten, nachkomme/n und Kontrollen der Einhaltung dieser Verpflichtung durch die Bewilligungsbehörde für alle bei mir/uns im Inland beschäftigten Arbeitnehmerinnen und Arbeitnehmer – ungeachtet des Umstandes, ob sie konkret in einem geförderten Projekt oder in einer institutionell geförderten Einrichtung tätig sind oder nicht – insbesondere durch Einblick in die Entgeltabrechnung unverzüglich ermöglichen und unterstützen werde/werden.
- ich/wir in den Fällen, in denen Leistungen, die zur Erfüllung eines Zuwendungszwecks im Rahmen von Dienst- oder Werkverträgen an Dritte vergeben werden, von diesen die schriftliche Verpflichtung verlangen werde/werden, ihren die Leistung ausführenden Arbeitnehmerinnen und Arbeitnehmern dabei mindestens den jeweils aktuell maßgeblichen Mindestlohn zu zahlen, und Kontrollen der Einhaltung dieser Verpflichtung durch die Bewilligungsbehörde insbesondere durch Vorlage der schriftlichen Verpflichtung unverzüglich ermöglichen und unterstützen werde/werden.
- ich mir/wir uns dessen bewusst bin/sind, dass ein Verstoß gegen diese Verpflichtung zur ganzen oder teilweisen Rückforderung der gewährten Zuwendungsmittel führen kann.

Hinweis: Der jeweils geltende Mindestlohn kann sich gegenüber der aktuellen Höhe von 9,00 € ändern. Änderungen können sich aus dem Mindestlohngesetz für das Land Berlin (Landesmindestlohngesetz) oder der Verordnung zur Anpassung der Höhe des Mindestlohns (Mindestlohnanpassungsverordnung - MiLoV) des Bundes ergeben. Maßgeblich ist der höchste jeweils geltende Betrag.

_____
Ort / Datum

_____
Rechtsverbindliche Unterschrift/en

_____
Rechtsverbindliche Unterschrift/en

Zuwendungsempfänger
Straße
PLZ Berlin

Berlin, den

Senatsverwaltung für
Inneres und Sport
- IV C 1 Mü -
Klosterstr. 47
10179 Berlin

Zuwendungen des Landes Berlin für sportliche Zwecke
hier: Verpflichtungen zum Mindestlohn

Verpflichtungserklärung

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- ich/wir in den Fällen, in denen Leistungen, die zur Erfüllung eines Zuwendungszwecks im Rahmen von Dienst- oder Werkverträgen an Dritte vergeben werden, von diesen die schriftliche Verpflichtung verlangen werde/werden, ihren die Leistung ausführenden Arbeitnehmerinnen und Arbeitnehmern dabei mindestens den jeweils aktuell maßgeblichen Mindestlohn zu zahlen, und Kontrollen der Einhaltung dieser Verpflichtung durch die Bewilligungsbehörde insbesondere durch Vorlage der schriftlichen Verpflichtung unverzüglich ermöglichen und unterstützen werde/werden.
- ich mir/wir uns dessen bewusst bin/sind, dass ein Verstoß gegen diese Verpflichtung zur ganzen oder teilweisen Rückforderung der gewährten Zuwendungsmittel führen kann.

Hinweis: Der jeweils geltende Mindestlohn kann sich gegenüber der aktuellen Höhe von 9,00 € ändern. Änderungen können sich aus dem Mindestlohngesetz für das Land Berlin (Landesmindestlohngesetz) oder der Verordnung zur Anpassung der Höhe des Mindestlohns (Mindestlohnanpassungsverordnung - MiLoV) des Bundes ergeben. Maßgeblich ist der höchste jeweils geltende Betrag.

_____
Ort / Datum

_____
Rechtsverbindliche Unterschrift/en

_____
Rechtsverbindliche Unterschrift/en

Antragsteller
Straße

PLZ Berlin

Berlin, den Datum

Senatsverwaltung für
Inneres und Sport
- IV A 2/21 -
Klosterstr. 47

10179 Berlin

Erklärung zum
Antrag auf Zuwendung für Zuwendungszweck
gemäß § 3 Absatz 1 der Leistungsgewährungsverordnung (LGV)

Hiermit erkläre(n) ich/wir Folgendes:
- Zutreffendes bitte ankreuzen -

A. Anwendbarkeit von § 14 Absatz 1 Landesgleichstellungsgesetz

Bei dem/der Leistungsempfangenden sind in der Regel mehr als 10 Arbeitnehmer/-innen[1] beschäftigt (ausschließlich der zu ihrer Berufsbildung Beschäftigten)

Ja ☐

Nein ☐ (-> *keine weiteren Angaben erforderlich)*

B. *Falls ja, bitte folgende weitere Angaben:*

I. Beschäftigtenzahl[1]

Bei dem/der Leistungsempfangenden sind in der Regel beschäftigt:

♦ **über 500 Beschäftigte** (→ gemäß § 4 Absatz 2 Nummer 1 LGV sind drei der in § 4 Absatz 1 LGV genannten Maßnahmen zur Förderung von Frauen und/oder der Vereinbarkeit von Beruf und Familie auszuwählen, davon mindestens eine Maßnahme der Nummer 1 bis 6)	☐
♦ **über 250 bis 500 Beschäftigte** (→ gemäß § 4 Absatz 2 Nummer 2 LGV sind drei der in § 4 Absatz 1 LGV genannten Maßnahmen zur Förderung von Frauen und/oder der Vereinbarkeit von Beruf und Familie auszuwählen)	☐
♦ **über 20 bis 250 Beschäftigte** (→ gemäß § 4 Absatz 2 Nummer 3 LGV sind zwei der in § 4 Absatz 1 LGV genannten Maßnahmen zur Förderung von Frauen und/oder der Vereinbarkeit von Beruf und Familie auszuwählen)	☐
♦ **über 10 bis 20 Beschäftigte** (→ gemäß § 4 Absatz 2 Nummer 4 LGV ist eine der in § 4 Absatz 1 Nummer 1 bis 20 LGV genannten Maßnahmen zur Förderung von Frauen und/oder der Vereinbarkeit von Beruf und Familie auszuwählen)	☐

[1] **Bei der Feststellung der Beschäftigtenzahl ist § 23 Absatz 1 Satz 4 des Kündigungsschutzgesetzes zu berücksichtigen.**

II. Maßnahmen zur Frauenförderung und/oder zur Förderung der Vereinbarkeit von Beruf und Familie

Ich/Wir verpflichte(n) mich/uns zur Durchführung oder Einleitung folgender Maßnahme(n) gemäß § 4 Absatz 1 LGV:

1.	Umsetzung eines qualifizierten Frauenförderplans	☐
2.	verbindliche Zielvorgaben zur Erhöhung des Frauenanteils an den Beschäftigten in allen Funktionsebenen	☐
3.	Erhöhung des Anteils der weiblichen Beschäftigten in gehobenen und Leitungspositionen	☐
4.	Erhöhung des Anteils der Vergabe von Ausbildungsplätzen an Bewerberinnen	☐
5.	Berücksichtigung von weiblichen Auszubildenden bei der Übernahme in ein Arbeitsverhältnis zumindest entsprechend ihrem Ausbildungsanteil	☐
6.	Einsetzung einer Frauenbeauftragten	☐
7.	Überprüfung der Entgeltgleichheit bei den Leistungsempfangenden mit Hilfe anerkannter und geeigneter Instrumente	☐
8.	Angebot von Praktikumsplätzen für Mädchen und junge Frauen, insbesondere in Berufen, in denen Frauen unterrepräsentiert sind	☐
9.	Teilnahme an anerkannten und geeigneten Maßnahmen und Initiativen, die Mädchen und junge Frauen für männlich dominierte Berufe interessieren sollen	☐
10.	spezielle Bildungsmaßnahmen nur für Frauen, die zur Erreichung qualifizierter Positionen befähigen sollen	☐
11.	Bereitstellung der Plätze bei sonstigen Bildungsmaßnahmen für Frauen zumindest entsprechend ihrem Anteil an den Beschäftigten	☐
12.	Bereitstellung der Plätze bei externen, vom Leistungsempfangenden finanzierten Bildungsmaßnahmen für Frauen zumindest entsprechend ihrem Anteil an den Beschäftigten	☐
13.	bevorzugte Berücksichtigung von Frauen beim beruflichen Aufstieg nach erfolgreichem Abschluss einer in- oder externen Bildungsmaßnahme	☐
14.	Angebot flexibler, den individuellen Bedürfnissen entsprechender Gestaltung der Arbeitszeit	☐
15.	Angebot alternierender Telearbeit	☐
16.	Möglichkeit befristeter Teilzeitarbeit, vorzugsweise vollzeitnah, mit Rückkehroption in eine Vollzeitarbeit, auch in Führungspositionen	☐
17.	Kontakthalteangebote, Möglichkeit zur Teilnahme an Fortbildungen, zu Vertretungseinsätzen und Rückkehrvereinbarungen für Beschäftigte in Elternzeit	☐
18.	Bereitstellung in- oder externer Kinderbetreuung, auch für Arbeitszeiten außerhalb der üblichen Öffnungszeit der regulären Kinderbetreuung	☐
19.	Bereitstellung geeigneter Unterstützung und Flexibilität am Arbeitsplatz für Beschäftigte, die Erziehungs- und Pflegeaufgaben wahrnehmen	☐
20.	Umwandlung geringfügiger Beschäftigungsverhältnisse in mindestens Teilzeitarbeitsplätze	☐
21.	Vermeidung einer überproportionalen Verringerung des Frauenanteils an der Gesamtzahl der Beschäftigten bei Personalabbaumaßnahmen	☐

III. (Erforderlichenfalls anzugeben) Rechtliches oder tatsächliches Hindernis

An der Durchführung folgender Maßnahmen unter II. bin ich/sind wir gemäß § 5 Satz 3 LGV wegen der ausschließlichen Beschäftigung von Männern gehindert:

_____

Begründung:

_____

(auf Verlangen nachzuweisen)

Mir/Uns ist bekannt, dass Falschangaben im Rahmen dieser Erklärung oder die Nichterfüllung der Auflage gemäß § 3 Absatz 1 LGV zum Widerruf oder zur Rücknahme der gewährten Leistung führen können.

_____

Rechtsverbindliche Unterschrift(en) der zur rechts-
geschäftlichen Vertretung befugten Person(en)
(Bitte den/die Namen in Druckbuchstaben wiederholen)

Ausschreibung

Der Deutsche Volleyball-Verband e.V. (DVV) hat sich erfolgreich um die Durchführung des Europäischen Olympischen Qualifikationsturniers (Männer) beworben. Im Rahmen dieses Turniers treten acht europäische Nationen vom 05. - 10. Januar 2020 in der Max-Schmeling-Halle in Berlin an. Der Sieger erhält einen direkten Startplatz für die Olympischen Spiele 2020 in Tokio.
Dass der Heimvorteil bei einem derartigen Turnier entscheidend sein kann, durfte die deutsche Mannschaft bereits 2008 in Düsseldorf und 2012 in Berlin erfahren, als sie sich ebenfalls in der Max-Schmeling-Halle denkbar knapp für die Spiele in London qualifizierte und dort einen hervorragenden 5. Platz belegte.

Der DVV hat sich bei der Confédération Européenne de Volleyball (CEV; Europäischer Volleyball-Verband) beworben und am 26.08.2019 den Zuschlag erhalten. Die CEV ist Inhaber aller veranstaltungsbezogenen Rechte am Olympia-Qualifikationsturnier. Über ein sog. *Organizer Agreement* überträgt die CEV einen Teil dieser Rechte an den DVV. Dieser tritt somit als Veranstalter der Veranstaltung auf.

Der DVV beabsichtigt, die entsprechenden Teile aus der Leistungsbeschreibung extern zu vergeben und dafür einen Generaldienstleister zu beauftragen.

Gesucht wird eine

Agentur
zur Organisation und Durchführung des Europäischen Olympia-Qualifikationsturniers 2020 in der Berliner Max-Schmeling Halle

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Leistungsbeschreibung:

Gesucht wird eine Agentur mit langjähriger Erfahrung in der Organisation und Durchführung internationaler Volleyball-Veranstaltungen sowie herausragender Expertise in den Bereichen Vermarktung und Ticketvertrieb.

Die Agentur wird die Veranstaltung nach dem Reglement und den Vorgaben der CEV und des DVV vorbereiten und durchführen. Das Unternehmen ist in allen Bereichen gegenüber dem DVV berichtspflichtig. Engste Abstimmung in allen Aufgabenbereichen zwischen der Agentur und dem DVV ist aufgrund der hochkarätigen Veranstaltung selbstverständlich.

Im Einzelnen umfassen die Aufgaben der AGENTUR folgende Bereiche:

1) Organisation Sport

a) Durchführung des Spielbetriebs gemäß den Wettbewerbsregularien und darüber hinaus den folgenden Regularien der CEV:

(a) Official Volleyball Rules
(b) FIVB Sports & Event Regulations
(c) FIVB Medical and Anti-Doping Regulations
(d) CEV Statutes
(e) CEV Volleyball European Olympic Qualification - Bid Book (im Anhang)
(f) CEV Volleyball European Olympic Qualification - Bid Commitment (im Anhang)
(g) CEV Volleyball Competition Regulations
(h) CEV Volleyball National Team Competetions Organisation Guidelines
(i) CEV Official Communications (siehe Anhang)
Official Communication #1 (08.10.2019)
Official Communication #2 (31.10.2019)
Das erste Organisations-Meeting zwischen CEV und DVV/Agentur befindet sich derzeit in Terminabstimmung. Weitere Termine folgen bei Bedarf in unregelmäßigen Abständen bis zum Veranstaltungstermin.
(j) CEV Challenge System Regulations
(k) Data Project Software Guidelines
(l) Awarding and Closing Ceremony Manual
(m) Decisions of CEV

b) Aufbau und Gestaltung der Spielhalle sowie der Trainingsstätten gemäß den Vorgaben der CEV und des DVV
c) Vorbereitung, Durchführung und Protokollierung aller geforderten Meetings vor Ort
d) Sicherstellung ein Videobeweis-Systems gemäß den Vorgaben der CEV
e) Zur Verfügungsstellung eines drahtlosen Kommunikations-Systems für die Schiedsrichter
f) Einrichten der Räumlichkeiten zur Durchführung von Dopingkontrollen durch die nationale und internationale Anti-Doping Agentur
g) Einholen aller benötigten Genehmigungen bei den entsprechenden Behörden

2) Sicherheit (siehe Dokumente unter (1))

a) Entwicklung und Umsetzung eines Sicherheitskonzeptes gem. behördlichen Bestimmungen (Versammlungsstättenverordnung) und des Veranstaltungsstättenbetreibers
b) Akkreditierungsverfahren für alle Beteiligten und Medienverrtern in Abstimmung mit dem vorhandenene System der CEV

3) Hotel (siehe Dokumente unter (1))

a) Organisation der An- und Abreise aller akkreditierten Personen
b) Organisation von sportlergerechten Mahlzeiten in Abstimmung mit dem DVV (siehe Speiseplan in der Anlage)
c) Zurverfügungstellung von Besprechungsräumen in den Mannschaftshotels zur Durchführung von Mannschaftsbesprechungen

4) Ticketing und Promotion

a) Aufsetzen eines europaweiten Ticketingsystems & -vertriebs
b) Festlegung der Preise und Ticketkategorien
c) Entwicklung und Umsetzung der Bewerbung und eines umfassenden Promotionplans zum Zweck des Ticketvertriebs (Kommunikations- & Promotionkampagne)
d) Zurverfügungstellung festgelegter Ticketkontingente an die teilnehmenden Nationen, CEV und DVV
e) Einladungs- und Betreuungsmanagement für VIP-Gäste

Erlösziel gem. Budgetplan: 500.000€ (netto)

5) Vermarktung & Marketing

a) Akquise von Partnern und Sponsoren für die Veranstaltung sowie deren Betreuung
b) Kostenfreie Zurverfügungstellung von 40% der Werbeflächen an die CEV
c) Einhaltung der Werbevorschriften der CEV
d) Erstellung aller notwendiger Druckunterlagen und Grafikvorlagen (z.B. Plakate, Flyer, Eintrittskarten)

Erlösziel gem. Budgetplan: 300.000€ (netto)

6) Personal

a) Entwicklung und Umsetzung eines Volunteerprogramms zur Gewinnung von Hilfskräften in Berlin in den Bereichen Courtpersonal, Pressearbeit, Teambetreuung, Auf- und Abbau sowie weiteren zu definierenden Bereichen (siehe Personalbeddarf in der Anlage)
b) Betreuung des eigenen sowie fremden Eventpersonals und der Volunteers inkl. Akkreditierungsverfahren, Einkleidung und Catering

7) TV (siehe Dokumente unter (1))

a) Planung und Umsetzung der TV-Produktion aller Spiele zum Zweck der Zurverfügungstellung eines weltweiten TV-Signals aller Spiele gemäß den Vorgaben der CEV und deren Rechteagentur (siehe detaillierte Produktionsanforderungen Anlage)
b) Zurverfügungstellung der benötigten technischen Infrastruktur für alle Medienpartner der CEV
c) Gewinnung eines TV-Senders zur Übertragung aller deutschen Spiele im nationalen Free-TV

8) Versicherungen und 1. Hilfe

a) Abschluss und Vorlage aller notwendigen Versicherungen. Eine Veranstaltungsausfall- sowie für alle Teilnehmer eine zivilrechtliche Haftpflicht- und Unfallversicherung sind dabei verpflichtend
b) Abschluss und Vorlage einer Veranstalterhaftpflichtversicherung
c) Vorhalten eines Sanitätsdienstes und eines Turnierarztes entsprechend der Vorgaben

9) Finanzen

a) Abwicklung aller Ein- und Ausgaben über ein zu definierendes, separates Projektkonto (des DVV)
b) Dokumentation aller Ein- und Ausgaben sowie die Mitarbeit bei der Erstellung eines Verwendungsnachweises zur Vorlage bei öffentlichen Behörden
c) Übernahme des finanziellen Risikos außerhalb des eingereichten Haushaltsplanes

10) Dokumentation

a) Erstellung einer umfassenden Veranstaltungsdokumentation zur Vorlage bei der CEV, dem DVV sowie verschiedenen Behörden.

Finanzen

Alle im Rahmen der Leistungsbeschreibung anfallenden Kosten richten sich nach dem vorgegebenen Budgetplan und werden durch den Veranstaltungshaushalt getragen. Der DVV eröffnet ein separates Projektkonto; die Agentur erhält per Vollmacht Zugriff auf dieses Konto zur Abwicklung der Veranstaltung. Einsicht in den Budgetplan kann nach schriftlicher Anfrage ermöglicht werden.

Vergabe von Aufträgen an Dritte

Die Agentur ist berechtigt, Vereinbarungen mit Dritten für die Umsetzung der aufgeführten Aufgaben abzuschließen. Für jegliche Beauftragungen sind die Vorgaben durch die Berliner Senatsverwaltung und des BMI zur Verwendung öffentlicher Mittel verpflichtend einzuhalten (Zuwendungsrichtlinien, Vergabe- und Vertragsordnung für Leistungen VOL/B). Die Kosten für Aufträge an Dritte werde vom Veranstaltungshaushalt getragen.

<u>Vertragsbedinungen:</u>

- Vertragslaufzeit: 15.11.2019 – 30.04.2020 (der Vertrag kann bei Notwendigkeit verlängert werden).
- Der Auftrag ist nach Erfüllung aller Pflichten, auch der Dokumentationspflichten, und der Pflichten im Zusammenhang mit dem Verwendungsnachweis abgeschlossen. Die Agentur muss verpflichtend auch nachträglich für Fragen im Rahmen der Prüfung der Veranstaltung zur Verfügung stehen.
- Einhaltung des Veranstaltungshaushaltes (Vier-Augen-Prinzip).
- Die Auftragsumme (75.000€, netto) wird in zwei Raten zu je 50% zum 15. Januar und 15. Februar 2020 nach Rechnungsstellung ausgezahlt.
- Die Agentur verpflichtet sich einen aktiven Beitrag zur Doping-Bekämpfung und -prävention zu leisten.
- Einhaltung des Mindestlohngesetzes.

Zeitplan & Umsetzungsfristen zur Ausschreibung

Agentur zur Organisation und Durchführung des Europäischen Olympia-Qualifikationsturniers 2020 in der Berliner Max-Schmeling Halle

Zeitplan & Fristen	Aufgabenbereich
bis 15. Novemer 2019	Aufstellung des Organisationskomitees
	Durchführung Hallenbesichtigung & Abstimmungsmeeting mit der CEV
	Start des Kartenvorverkaufs
	Konzeption der Bewerbungs- & Kommunikationskampagne - Umsetzungsstart schnellstmöglich
	Start des Volunteerprogramm
bis 30. November 2019	Erstellung des Aufbauplan für die Wettkampfhalle (inkl. technischer Zeichnungen & Abstimmung mit allen Gewerke)
	Organisation der An-/Abreise der CEV-Offiziellen
	Erstellung eines Sicherheitskonzepts in Abstimmung mit dem Hallenbetreiber & den beteiligten Behörden
	Vorlage der benötigten Versicherungen
	Beauftragung einer TV-Produktionsfirma gem. CEV-Richtlinien inkl. Abstimmung mit CEV-Agentur & Hallenbesichtigung
bis 31. Dezember 2019	Detailabstimmungen mit Hotels zu Ablauf- & Reiseplänen der Teilnehmer
	Akquise von Veranstaltungssponsoren gem. Budgetplan
	Akquise aller benötigter Dienstleister, Volunteers etc. und Organisation von Crew-Catering & Ausrüstung
	Umsetzung des Akkreditierungssystem des CEV & Produktion der Akk.-karten
02. bis 11. Januar 2020	Veranstaltungsdurchführung inkl. Auf- & Abbau der Veranstaltungsstätte
bis 30. April 2020	Abrechnung der Veranstaltung inkl. Belegführung gem. Richtlinien der Zuwendungsgeber
	Erstellung der Veranstaltungsdokumentation
bis 30. Juni 2020	Erstellung des Verwendungsnachweises

comdirect STANNO

Volleyball European Olympic Qualification 2020

CEV
Volleyball European
Olympic Qualification
2020

Candidature Application – German Volleyball Federation

DVV
DEUTSCHER VOLLEYBALL-VERBAND

Europe‘s elite in Men‘s Volleyball
On the way to the
Tokyo 2020 Olympic Games

Date: January 2020

Host City: Berlin, Germany

Venue: Max-Schmeling-Halle
The „Volleyball Temple“ in the heart of Europe

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Chapter 1

The Organiser

1.1 Concept & Vision

To participate in the Olympic Games is the biggest dream of any professional athlete. It means the chance to represent the home nation flag at the most historic multi-sport event alive. In addition, for us professional athletes can be seen as role models for the society and as inspiration for the young generation, especially in the current times that are characterized by social disruption and disorientation. We see not only the Olympic Games in Tokyo 2020 but also the Qualification Tournament as a unique chance for volleyball athletes to show their values to a big public audience and therefore to create a positive impact on the development of the society.

Our vision is to support the realization of this unique chance by hosting the Olympic Qualification Tournament in Germany. Based on that idea, there are several objectives connected.

Obviously, the potential qualification for the Tokyo 2020 Olympic Games is the most important sportive impact for the German Men's National Team. Moreover, there is no doubt about the meaning of the home court advantage in such an important tournament. At the same time, it is for any reason indisputable to provide fair and equal conditions to all participating teams and to create a respectful environment for Europe's elite in men's volleyball.

The organization of the Qualification Tournament would be one important milestone to develop a long-term event-strategy. There are already intensive negotiations with CEV and FIVB to host future major events in Germany. The leadership of the German Federation is strongly convinced that international tournaments contribute to a sustainable increase of the popularity of volleyball in Germany and across Europe. Such events deliver the perfect setting to inspire a young generation of new volleyball fans and players (grassroots projects).

Due to its rich history in hosting major competitions the German Volleyball Federation can rely on a great experience in organization processes. One important aspect is always a solid financing and risk management. The Olympic Qualification Tournament causes a huge financial challenge for the organizer. Therefore, the monetary result should be at least a balanced budget. Nevertheless, the local economy will be pushed wherever possible in terms of selecting several local providers, producers, hotels etc.

Strong Partner for a strong bidding

The following application is a strong statement of the efforts of the whole "Volleyball Family" in Germany: lifting our beloved sport to the next level can be considered as the common goal of the all relevant organizations and institutions within the German sports sector.

Beside the German Federation itself, the Volleyball Bundesliga (league organization, VBL), the Berlin Recycling Volleys as biggest club in Germany (BRV) and the potential venue represented by its operator Velomax, have guaranteed their full support. Just a few months ago this potent workforce helped CEV to realize the inaugural, unforgettable Champions League Volley Super Finals.

With three of the most important (sport-) political institutions, the German Volleyball Federation can count on the comprehensive support of the Federal Ministry of Interior, Building and Community (BMI), the German Olympic Sports Confederation (DOSB) and the City of Berlin (Senat). While all three institutions grant a strong financial contribution, the Senat of Berlin will provide the competition venue (Max-Schmeling-Halle) free-of-charge additionally.

Please see the Letters of Intent in the annex to recognize the powerful bidding of the German Volleyball Federation and its partners.

1.2 Profit & Loss Statement

Expenses (net in €)		
pos.	area	total
1.	**Travel Expenses of external participants**	13.500,00
	Teams, Officials, VIPs, Service Providers, Organizer	
2.	**Local Transportion**	40.500,00
	Teams, Officials, VIPs, Service Providers, Organizer	
3.	**Accommodation & Catering**	235.000,00
	Board & Lodging for all external participants incl. Teams / VIP- & Crew-Catering	
4.	**Per Diems CEV**	15.500,00
	Officials & Referees	
5.	**External Service Providers / Additional Staff / Agency's**	110.000,00
	All required external service providers / Extra-personnel Organizer	
6.	**Per Diems**	3.500,00
	Linejudges, Scorers, Statisticans etc.	
7.	**Venue & Competition Equipment**	209.000,00
	Rental fee competition hall & competition equipment (e.g. LED board, challenge system), operating costs, other equipment (WLAN, chairs, tables)	
8.	**Additional Costs / Miscellaneous**	318.750,00
	bidding process, entertainment, hospitality area, anti-doping, insurance, GEMA, accreditation-system, TV production, clothing volunteers, venue branding, marketing & promotion, others	
9.	**Ceremonies**	1.000,00
	Awarding ceremony, awards	
10.	**Press Conferences & Meetings**	2.000,00
	travel expenses, room rental, documentation	
11.	**CEV Bidding Fee**	1.000.000,00
	total of all expenses 1. - 11.	**1.948.750,00**
Income (net in €)		
1.	**Ticket Sales**	450.000,00
	Regular & VIP-Tickets	
2.	**Official Brochure**	1.000,00
	On-Site Sale	
3.	**Sponsoring**	75.000,00
4.	**Public Grants**	870.000,00
	City of Berlin & Federal Ministry of the Interior	
5.	**Others / Equity**	552.750,00
	Extra-Persons Teams / financial contribution DVV	
	total of all income 1. - 5.	**1.948.750,00**
	Delta Expenses/Income	**0,00**

1.3 Organizational Chart

For the organization of this event, DVV would basically rely to its given structure and personnel at the federation's office as well as to strong local partners and project-related staff, that have broad experience in the organization of top-class Volleyball events:

- *Volleyball Federation of Berlin* (Regional Volleyball Association):
  Volunteers, grass-root projects etc.
- *Berlin Recycling Volleys* (club):
  Consulting in promotion, event organization & local contacts
- *Velomax* (venue-operator):
  Technical infrastructure, security and venue management
- Network of experienced *local providers:*
  Any kind of event-related services

The DVV itself, in particular responsible for all sport- and competition-related issues, and their internal Marketing and Event Agency "Deutsche Volleyball Sport GmbH" (DVS), constituted of approx. 20 full-time employees. Given all the knowledge this people combine, it is aimed to assign those to the National Organizing Committee. To meet the additional workload of such an event, other project managers and assistants/trainees will be hired and set in place by time (right after the end of the bidding process). Once the German Volleyball Federation is chosen to host the Olympic Qualification Tournament, a detailed Organizational Chart will be developed covering all the necessary positions and duties. The following chart shows the current event-related personnel:

Technical & Event Manager	Mr. Robert Breitbarth
Sport Presentation Manager	Mrs. Bibi Mann
Communication Manager	Mr. Lars Gäbler
Marketing & Sales	Mr. Erik Ackermann & Mrs. Annette Bechtold
TV Operations	Mr. Harald Hübner & Mr. Nedim Tekin
Transportation & Accommodation Manager	Mrs. Britta Brisken
Ticketing & Promotion Manager	Mr. Mirko Radtke
Accreditation & Security Manager	Mrs. Marie Alisch
Volunteers Manager	Mr. Rüdiger Sauer & Mrs. Katharina Keller

Chapter 1

Annex

Letter of Intent: Federal Ministry of the Interior, Building and Community (BMI)

Federal Ministry
of the Interior, Building
and Community

Bundesministerium des Innern, für Bau und Heimat, 11014 Berlin

Confédération Européenne de Volleyball
President Aleksandar Boričić
488, route de Longwy
L-1940 Luxembourg

MinDir'n Beate Lohmann
Head of Directorate-General Sport

STREET ADDRESS
Pommernallee 4
14052 Berlin

MAILING ADDRESS
11014 Berlin

TEL +49 30 18 681-17100
FAX +49 30 18 681-517100

SP@bmi.bund.de
www.bmi.bund.de

Betreff: Letter of Intent supporting DVV Candidature

Aktenzeichen: SP3
Berlin, August 9, 2019
Seite 1 von 1

Dear Mr. Boričić,

The German Federal Ministry of the Interior, Building and Community fully endorses the candidature of the German Volleyball Federation (DVV) for hosting the CEV Olympic Qualification Tournament in January 2020 in Berlin.

Berlin has constantly been an excellent host of high-level sport events like the recently organised Berlin Finals combining National Championships in not less than ten disciplines. The German capital provides excellent sports facilities and a fair audience full of enthusiasm for sports in general – and for volleyball in particular. Recently, the Champions League Volley Super Finals were a great success, hosted in the sold-out Max-Schmeling-Halle with its capacity of 9,000 supporters. Berlin with this fantastic arena is also home to the most popular volleyball club in Germany – the Berlin Volleys.

I am sure that DVV will be organising the event outstandingly and will be greatly motivated as a player to qualify for the Olympic Summer Games in Tokyo next year.

Sincerely yours,

Beate Lohmann

DELIVERY ADDRESS Ingeborg-Drewitz-Allee 4, 10557 Berlin
PUBLIC TRANSPORT U-Bahnhof Theodor-Heuss-Platz

Letter of Intent: National Olympic Committee (DOSB)

Deutscher Olympischer Sportbund · Otto-Fleck-Schneise 12 · 60528 Frankfurt a. M.

PRÄSIDENT

Mr.
Aleksandar Boričić
President
Confédération Européenne de Volleyball a.s.b.l.
488, route de Longwy
L-1940 Luxembourg

via email: info@cev.eu

29 July 2019
kg / cb

Letter of Intent

Dear President, dear Mr. Boričić,

The German Olympic Sports Confederation (DOSB) welcomes and fully endorses the candidature of the German Volleyball Federation (DVV) for hosting the CEV Olympic Qualification Tournament in January 2020 in Berlin.
Berlin is a sports-loving city which has been an excellent host of comparable events in 2012 and 2016, and just recently in organising the Champions League Volley Super Finals.
The German capital provides a great audience full of passion and enthusiasm for sports in general – and for volleyball in particular.

For the German National Men's Team, becoming Vice European Champion in Poland in 2017, this tournament is the only possibility to qualify for the Olympic Summer Games in Tokyo next year. It is therefore of utmost importance for us and we can assure you that DVV will be greatly motivated – both as organisers and players.

For all these reasons DOSB gives its full support to this candidature. We believe that Berlin would be a great choice for CEV for this important event.
We are at your disposal for any further question you might have and thank you very much in advance for your kind consideration.

Sincerely yours,

Alfons Hörmann
President

Alfons Hörmann
Deutscher Olympischer Sportbund · Otto-Fleck-Schneise 12 · 60528 Frankfurt am Main
T +49 69 6700-400 · F +49 69 6701140 · hoermann@dosb.de · www.dosb.de

Letter of Intent: City of Berlin (Senat)

Senatsverwaltung für Inneres und Sport
Der Staatssekretär

be Berlin

Senatsverwaltung für Inneres und Sport, Klosterstr. 47 10179 Berlin

Deutscher Volleyball-Verband
Otto-Fleck-Schneise 8
60528 Frankfurt

Geschäftszeichen (bitte angeben)
IV C 26 - 07350
Bearbeiter/in Sandy Kermas
Dienstgebäude Berlin-Mitte
Klosterstraße 47, 10179 Berlin
Zimmer 2116
Telefon (030) 90223 – 2951
Vermittlung (030) 90223 – 0
intern 9223 –2951
PC-Fax (030) 9028 – 4271
E-Mail Sandy.Kermas@seninnds.berlin.de
Elektronische Zugangsöffnung gemäß § 3a Abs. 1 VwVfG: poststelle@seninnds.berlin.de.
Internet www.berlin.de/sen/inneres

.08.2019

Letter of Intent

Candidature of the German Volleyball Federation (DVV) for hosting the CEV Olympic Qualification Tournament in January 2020 in Berlin

Dear Mr. Boričić, dear Mr. Hecht,

The Berlin Sports Metropolis welcomes and fully endorses the candidature of the German Volleyball Federation for hosting the CEV Olympic Qualification Tournament in January 2020 in Berlin.

Berlin is a sports-affine city which has been an excellent host of comparable events in 2012 and 2016, and recently of the Champions League Volley Super Finals in May 2019 in a sold out Max-Schmeling-Halle. The German capital provides a great audience full of passion and enthusiasm for sports in general – and for volleyball in particular. The CEV Olympic Qualification Tournament fits perfectly in the portfolio of the Sports metropolis Berlin and is going to be hold by Volleyball professionals.

For the German National Men's Team who achieved the title of Vice European Champion in Poland in 2017, this tournament is the only possibility to qualify for the Olympic Summer Games in Tokyo next year. It is therefore of utmost importance for us and we can assure you that DVV will be greatly motivated – both as organisers and players.

The Berlin Sports Metropolis gives its full support to this candidature and - subject to the approval of the parliamentary committees for the financial budget planning 2020/2021 - we offer the prospect of financial support comparable to the amount for the Olympic Qualification Tournament in 2016 as a project funding based on financial shortfall and under consideration of the rules of sports funding (SFR V) and the act for sports funding in Berlin (SportFG).

We believe that Berlin would be an excellent choice for CEV for this important event and are looking forward most keenly to the decision.

We are at your disposal for any further question you might have and thank you very much in advance for the consideration.

With kind regards

Aleksander Dzembritzki

Seite 2 von 2

Letter of Intent: Volleyball Bundesliga

Volleyball Bundesliga GmbH Stralauer Platz 34 10243 Berlin

Confédération Europénne de Volleyball
488, route de Longwy
L-1940 Luxembourg
Luxembourg

26. Juli 2019

2020 EUROPEAN OLYMPIC QUALIFICATION - MEN

Dear Sir and Madam,

Volleyball Bundesliga has been striving for many years to increase the popularity of the sport of volleyball in Germany. The most recent example is the support of the "CEV Champions League Volley 2019 Super Finals" in Berlin.

The "2020 European Olympic Qualification - Men" would be another important step for focusing the public perception in Germany and its capital on our sport. We are convinced that Berlin is the ideal venue for this tournament.

In the past it has been proven several times that the German Volleyball Federation can organize such high-class events in a very professional manner. Of course, we are ready to assist the leaders of the federation in this work.

Therefore, we support the application of the German Volleyball Federation for hosting the "2020 European Olympic Qualification" and would be very pleased if the tournament takes place in the Max-Schmeling-Halle Berlin in January 2020.

Yours sincerely,

Michael Evers
Präsident

Klaus-Peter Jung
Geschäftsführer

Volleyball Bundesliga GmbH
Stralauer Platz 34 10243 Berlin
T +49 30 200 50 70 0
F +49 30 200 50 70 25
info@volleyball-bundesliga.de

Amtsgericht Berlin Charlottenburg
HR 103698 B Sitz: Berlin
Geschäftsführer: Klaus-Peter Jung

www.volleyball-bundesliga.de

Deutsche Bank Berlin
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IBAN: DE 24 1007 0024 0878 7970 00
Steuer-Nr. 37/573/00019
UStID-Nr. DE248652089

Letter of Intent: BR Volleys

BERLIN RECYCLING Volleys
Deutscher Meister 1993, 2003, 2004, 2012, 2013, 2014, 2016, 2017, 2018, 2019
Deutscher Vizemeister 2000, 2002, 2008, 2011, 2015
Deutscher Pokalsieger 1994, 1996, 2000, 2016
Europacup-Sieger 2016

SCC BERLIN Volleyball e.V. · Glockenturmstraße 3+5 · 14053 Berlin

Confédération Européenne de Volleyball
488, route de Longwy
L-1940 Luxembourg
Luxembourg

SCC BERLIN e.V.
Abteilung Volleyball
im Horst-Korber-Sportzentrum
Glockenturmstraße 3+5
14053 Berlin

Telefon: 030 – 48 82 56 70
Telefax: 030 – 48 82 56 71
Email: info@scc-volleyball.de

Berlin, 03.07.2019

2020 European Olympic Qualification - Men

Dear Sir and Madam,

The BERLIN RECYCLING Volleys have been striving for many years to increase the popularity of the sport of volleyball in Germany. The most recent example is the hosting of the "CEV Champions League Volley 2019 Super Finals" in Berlin.

The "2020 European Olympic Qualification – Men" would be another important step for focusing the public perception in Germany and its capital on our sport. We are convinced that Berlin is the ideal venue for this tournament.

In the past it has been proven several times that the German Volleyball Federation can organize such high-class events in a very professional manner. Of course, our club is ready to assist the leaders of the federation in this work.

Therefore, we support the application of the German Volleyball Federation for hosting the "2020 European Olympic Qualification" and would be very pleased if the tournament takes place in the Max-Schmeling-Halle Berlin in January 2020.

Yours sincerely,

Kaweh Niroomand
BERLIN Recycling Volleys

Matthias Klee
BERLIN Recycling Volleys

SCC BERLIN / Abteilung Volleyball e.V.
Glockenturmstraße 3-5
14053 Berlin
www.scc-volleyball.de

Vertreten durch das Präsidium:
Präsident Andreas Statzkowski
Vereinsregisternummer:
VR 366 B

Berliner Sparkasse
DE55 1005 0000 6604 0963 33

SPITZENSPORT IM SCC

Letter of Intent: Velomax

VELO max
Velodrom
Max-Schmeling-Halle

Velomax
Berlin Hallenbetriebs
GmbH

c/o Max-Schmeling-Halle
Falkplatz 1
10437 Berlin
Tel. +(030)44304-5
Fax +(030)44304-709
E-Mail: info@velomax.de
www.velomax.de

Velomax Berlin Hallenbetriebs GmbH
c/o Max-Schmeling-Halle · Falkplatz 1 · 10437 Berlin

Confédération Européenne de Volleyball
488, route de Longwy
L-1940 Luxembourg

Luxembourg

Berlin, 18. Juli 2019

European Olympic Qualification Volleyball – Men 2020

Dear Sirs and Madams,
VELOMAX Berlin Hallenbetriebs GmbH has been hosting several huge national and international Volleyball competitions and league matches at Max-Schmeling-Halle over the past years. The venue is therefore well known and one of the biggest in Germany to give that sport an appropriate environment. The latest major international event just took place in May - CEV CHAMPIONS LEAGUE FINALS 2019 and just a week ahead of that the BERLIN RECYCLING VOLLEYS reaped their 10th Championship Title "Deutscher Meister".

For many years the team of Max-Schmeling-Halle has helped to increase the popularity of the sport of volleyball in Germany due to offering a professional ambience on an international level. With a capacity of up to 9.000 people volleyball fans can enjoy the sports in superb and professional environment.

The "2020 European Olympic Qualification – Men" would be another important step focusing on the public perception in Germany. We are convinced that Berlin with the Max-Schmeling-Halle is the ideal venue for this tournament.

We absolutely support the application of the German Volleyball Federation for hosting the "2020 European Olympic Qualification" and would be very pleased if the tournament takes place in Max-Schmeling-Halle Berlin in January 2020.

Yours sincerely,

Sebastian Rüß Sybil Franke

Geschäftsführer
Sybil Franke
Sebastian Rüß

Sitz der Gesellschaft
Berlin
Amtsgericht Charlottenburg
HRB 63753

Bankverbindung
Berliner Sparkasse BLZ 100 500 00 Kto. 6600046579
Berliner Volksbank BLZ 100 900 00 Kto. 8301185007
Commerzbank AG BLZ 100 400 00 Kto. 221225600
Deutsche Bank BLZ 100 700 00 Kto. 630029700

Ein Unternehmen der Gegenbauer Location Management & Services GmbH

Chapter 2
Staging the Competition

2.1 Host City – Berlin

Berlin – there is no doubt about the **Volleyball Euphoria** in the multicultural heart of Europe! As host for an endless list of top-level events in the past (Volleyball & Beach-Volleyball), and as home of Berlin Recycling Volleys, the club with the highest number of spectators among all clubs in Europe, Berlin has proven its status as the one and only **Capital of European Volleyball**. This city is the top urban tourist destination in Germany, with more than 13,5 million visitors per year and a large number of attractions that make it an ideal place to spend an unforgettable time and enjoy Volleyball at its very finest.

There are no better words to describe Berlin as a sports metropolis than the following statement of CEV President Mr. Boričić, ahead of the inaugural edition of the CEV Champions League Volley 2019 Super Finals:

"We could not ask for a more suitable place where to host the first-ever CEV Champions League Volley Super Finals. Berlin is a vibrant city, the capital of Europe's leading economy, a popular destination for tourists and it has hosted many major international sports competitions in the last few years."

- Aleksandar Boričić, CEV President

Following a list of high-level Volleyball & Beach-Volleyball events in Berlin:

- 2002 Final, Volleyball World Championship (Women)
- 2003 Final, Volleyball European Championship (Men)
- 2005 Beach-Volleyball World Championships (Women & Men)
- 2010 Beach-Volleyball European Championships (Women & Men)
- 2012 International Olympic Qualification Tournament (Men)
- 2012 Beach-Volleyball World Tour Grand Slam (Women & Men)
- 2013 Final, Volleyball European Championship (Women)
- 2013 Beach-Volleyball World Tour Grand Slam (Women & Men)
- 2014 Beach-Volleyball World Tour Grand Slam (Women & Men)
- 2015 Final Four, Volleyball Champions League (Men)
- 2016 European Olympic Qualification (Men)
- 2019 Champions League Volley 2019 Super Finals (Women & Men)
- Home of Berlin Recycling Volleys since 10 years

Due to its size, Berlin provides the perfect infrastructure for hosting top events. The number of hotels offers many opportunities to accommodate teams, service providers and fans close to the venue. Likewise, the public transport in Berlin is well developed, so that the transport to the

hall by bus and train is guaranteed. Find more detailed information on hotels and transport infrastructure in Chapter 6. The central location of the Max-Schmeling-Halle, which is shown in the map in annex 2, also facilitates the accessibility.

Following a list of iconic places in Berlin:

Brandenburg Gate

Landmark of the city and symbol of reunification.

Parliament

Site of the German Parliament.

Television tower

With 368 meters the highest building in Berlin.

East-Side-Gallery

Preserved part of the Berlin Wall with artistical designs.

Gendarmen market

On this square are the German cathedral, the French cathedral, as well as the concert hall, three architectural highlights of the capital.

Charlottenburg Castle

The castle was built by the Prussian head of state Friedrich III. around 1700.

2.2 Venue – Max-Schmeling-Halle

As outlined above Berlin played host for many international volleyball events in the past. Home of all the indoor tournaments was always the popular Max-Schmeling-Halle, named for the famous German Boxing legend. Additionally, the arena hosts concerts and shows of any variety and offers a perfect environment for spectators, athletes or artist, officials, and the media.

The mentioned volleyball euphoria in Berlin and the special construction of the Max-Schmeling-Halle, with steep tribunes creating a massive volume, leads to the unique reputation of this venue, eventually called "The Volleyball Temple" across Europe.

2.2.1 Competition & Training Hall

The competition court is basically equipped with a three-color Gerflor Taraflex volleyball flooring on a wooden subfloor.

Thanks to a separate warm-up hall in the same building (walking distance to the competition court 1,5 minutes) the training schedule would be more convenient for the participating teams.

Due to its modern standard and continuous maintenance, the Max-Schmeling-Halle is able to host all required match technologies, TV broadcasting and general technical issues (cabling etc.).

Please find the CEV hall ID card in annex 2.

MAX-SCHMELING-HALLE (CEV ID: GER-09-23)	
Address:	Falkplatz 1, 10437 Berlin
Capacity:	8.533 (7.179 seated + 1.354 terraces)
Media seats:	Installed temporary depending on the requirements
Height:	16,60 m
Competition area:	37 m x 25 m (ca. 1.335 m²)
Lighting configuration:	1.500 lux
VIP Facilities:	VIP Lounges (412m²) – 350 seated
Backstage Facilities	16 locker rooms, 7 artist's locker rooms, 12 production offices, weight room, sauna & catering facilities
Warm-Up Hall	Separate warm-up hall in the same building with Gerflor Tara-flex flooring (installed for the Tournament) – 1,5 min. walking distance to the center court
LED Screens	2 screens (each over 14 m²) with high resolution

Max-Schmeling-Hall from the outside

Max-Schmeling-Hall during CEV Champions League Volley 2019 Super Finals

Max-Schmeling-Hall during CEV Champions League Volley 2019 Super Final awarding ceremony

Max-Schmeling-Hall during European Olympic Qualification 2016

2.2.2 Spectator, Teams & VIP Flow

The main entrance will be used only for the spectators who will not have any access to other areas except to their foreseen seats. Thanks to the central location of the Max-Schmeling-Halle, the venue is really easy to reach with public transportation (see chapter 6).

The teams will enter the competition hall through the back entrance and every team will have its own locker room. The Max-Schmeling-Halle occupies 16 locker rooms (30 square meters, destined for athletes), 7 artist's locker rooms and 12 production offices. Busses for the team's transportation have a special parking area right next to the back entrance.

Officials and VIP guests will also use the back entrance to get to the VIP area. A special stairway will lead to the VIP stands in the arena. Two parking grounds are available exclusively for Officials and VIP guests. The comfortable VIP seats are located close to the VIP room and offer a perfect view on the competition court.

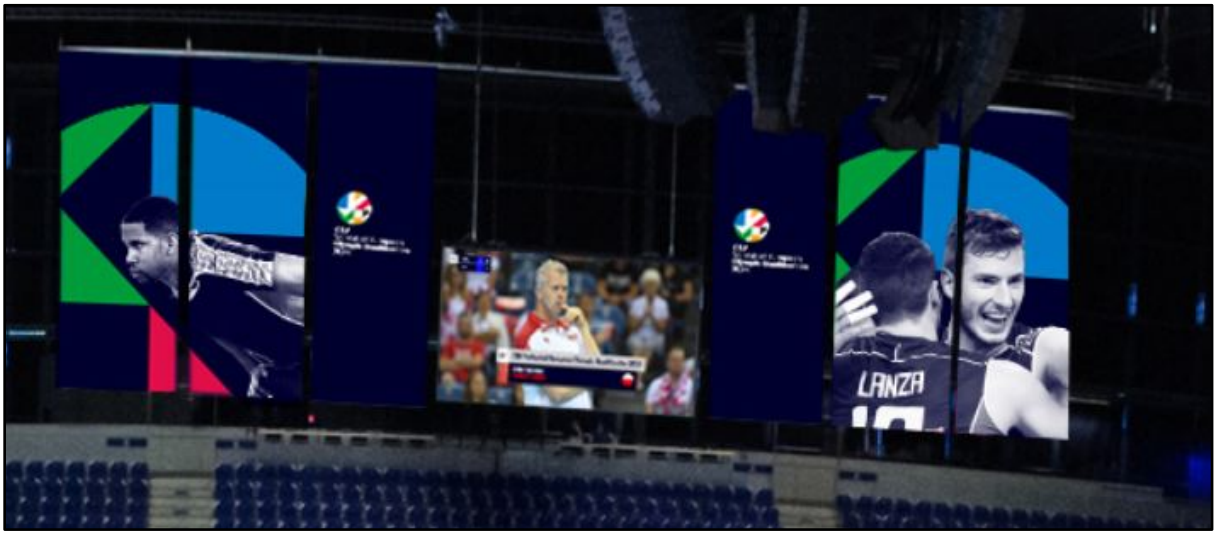
Please refer to chapter 4.3 and the respective annex for any further information regarding the tickets sales and venue maps.

2.2.3 Implementation of the new CEV Brand

In order to contribute to the best possible implementation of the new CEV brand, in particular of the specific branding of the Olympic Qualification Tournament, the following images should create a first impression of the potential look and feel of the venue. There are many ways to implement the branding, both in the interior and in the backstage area of the changing rooms or the team arrival. A comprehensive branding will support the creation of an overall, memorable event experience for all people involved.

Overall view of the possible branding

Covered LED-board-system & second tier branding



Flags next to the Giant-Screen

Branded entrances to the court & second tier branding

2.3 Time Schedule

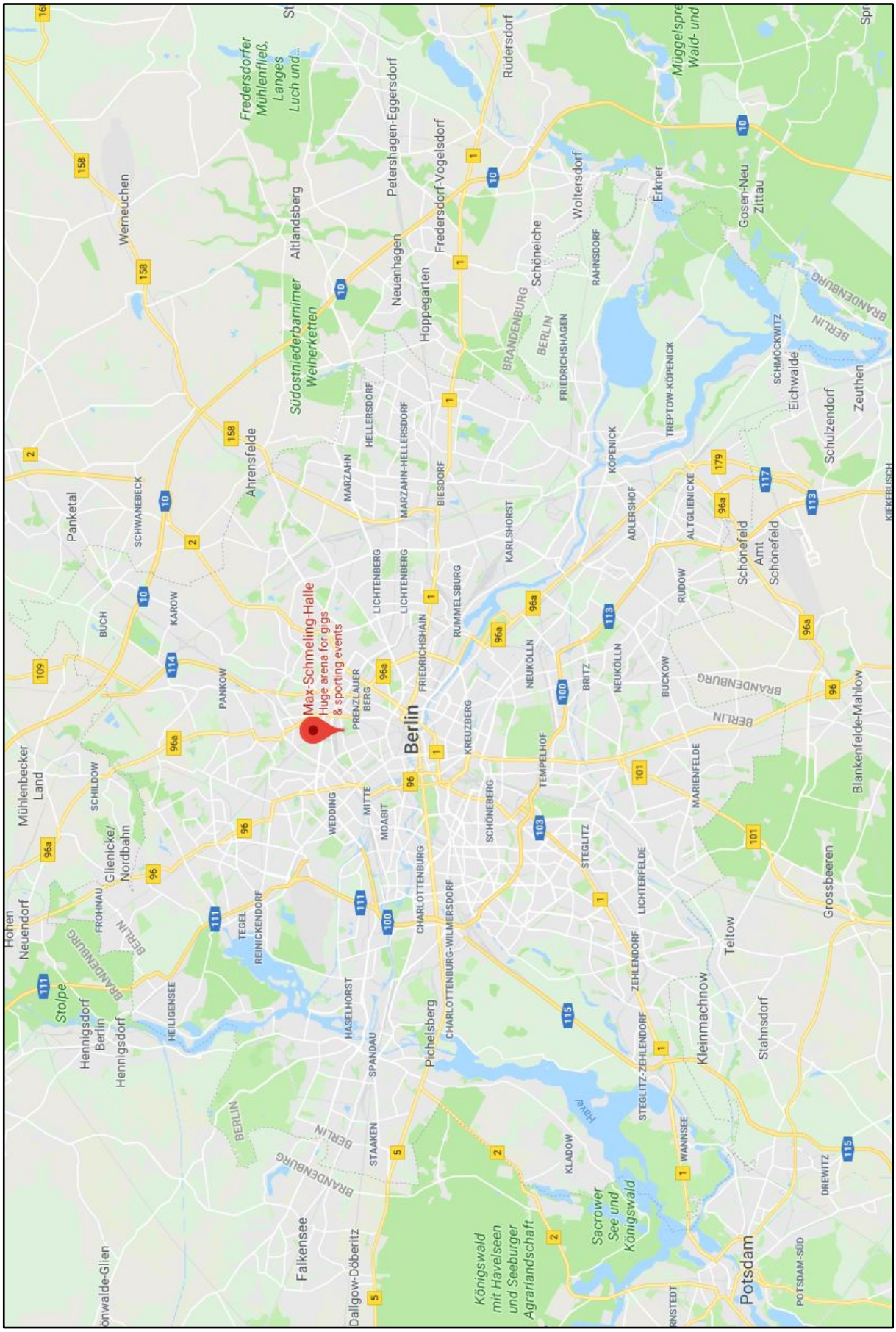
As required in the regulations the venue will be available a minimum of three days prior to the start of the competition. Due to another event going to take place in the Max-Schmeling-Halle on January 11 (indoor soccer tournament), the German Federation herewith requests a **slight change of the competition days**. Instead of playing between January 6th to 12th, the Qualification Tournament would take place between **January 5th to 10th** however would not affect the number of required competition days. Please find a first, rough draft of the time schedule respecting the availability of the venue as well as the latest status of planning and information.

Timeline		Action
01. January 2020	Competition -4	Set-Up of the venue
02. January 2020	Competition -3	Set-Up of the venue
03. January 2020	Competition -2	Arrival of the teams Trainings session upon arrival Set-Up TV-Production
04. January 2020	Competition -1	Training sessions Set-Up TV-Production Final Inspection venue
05. January 2020	Competition 1	**Preliminary Pools – 3 matches** Rest day for (2) teams of one pool
06. January 2020	Competition 2	**Preliminary Pools – 3 matches** Rest day for (2) teams of one pool
07. January 2020	Competition 3	**Preliminary Pools – 3 matches** Rest day for (2) teams of one pool
08. January 2020	Competition 4	**Preliminary Pools – 3 matches** Rest day for (2) teams of one pool
09. January 2020	Competition 5	**Semifinals – 2 matches** Departure of (4) eliminated teams
10. January 2020	Competition 6	**Final – 1 match** Departure of semifinal losers Dismantling of the venue

Chapter 2

Annex

Map of Berlin marking the Max-Schmeling-hall



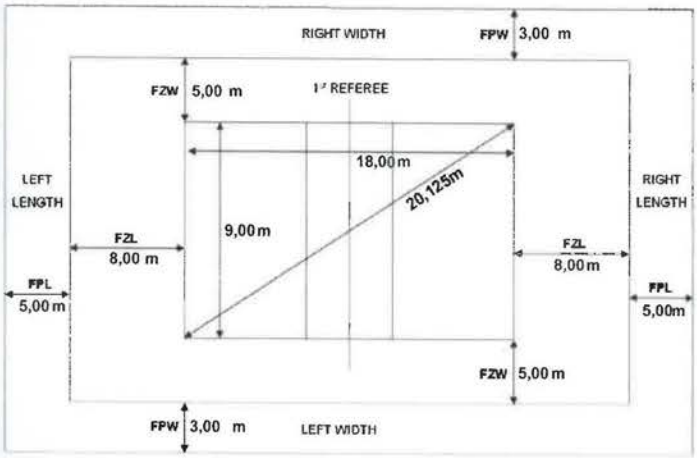
CEV Competition Hall ID-Card

CEV COMPETITION HALL ID-CARD - No. GER-09-20

Country / Federation:	Competition Hall:
GERMANY (GER) DEUTSCHER VOLLEYBALL-VERBAND e.V.	**Jako Arena BAMBERG**

Address:	Contact:
Forchheimer Str.15 D - 96050 - BAMBERG	[49] 951 917 71 00 [49] 951 917 71 11

COMPETITION AREA DIMENSIONS:



All measures of free zone area/free passage way are indicated until the 1st non-removable obstacle

SEATING CAPACITY:	
Spectators:	3480
Press:	80
LIGHTING:	1100 LUX
FLOORING:	
Wood or other:	TARAFLEX

DIMENSIONS:			LEFT	RIGHT
Length:	44,00m	Free Zone (FZL):	8.00m	8.00m
		Free Passage way (FPL):	5.00m	5.00m
Width:	25,00m	Free Zone (FZW):	5,00m	5,00m
		Free Passage way (FPW):	3,00m	3,00m
Height:	10,90m	Height from the floor to the lowest point of the roof or any obstacle above the playing area (34 m x 19 m)		

GENERAL SPECIAL REMARKS:

Information received by NF (EL-03 Form).

OTHER FACILITIES:				
Scoreboard:	YES (electronic & manual)	Dressing rooms:	Teams:	3
Air conditioning:	YES		International Referees:	1
Sound system:	YES		Line Judges & scorer:	2

Nearest International Airport: NÜNRBERG

NATIONAL TEAM COMPETITIONS:				EUROPEAN CUP COMPETITIONS:			
Category	Min. height	Min. Competition Area Size	Min. Spectators	Category	Min. height	Min. Competition Area Size	Min. Spectators
2	>= 10 m	>= 40 m x 25 m	>= 2500	B	>= 9 m	>= 40 m x 25 m	>= 3000
3	>= 9 m	>= 40 m x 25 m	>= 2000	C	>= 9 m	>= 40 m x 25 m	>= 1500
4	>= 9 m	>= 40 m x 25 m	>= 1500	D	>= 8 m	>= 40 m x 25 m	>= 1000
5	>= 8 m	>= 36 m x 21 m	>= 1000	E	>= 7 m	>= 36 m x 21 m	>= 1000

Released on : 19/03/09

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Rue de la Fonderie, 6
L-1531 Luxembourg - ☎ (352) 25 46 46 1 - 🖷 (352) 25 46 46 46 - competitions@cev.lu

CEV

CEV COMPETITION HALL ID-CARD

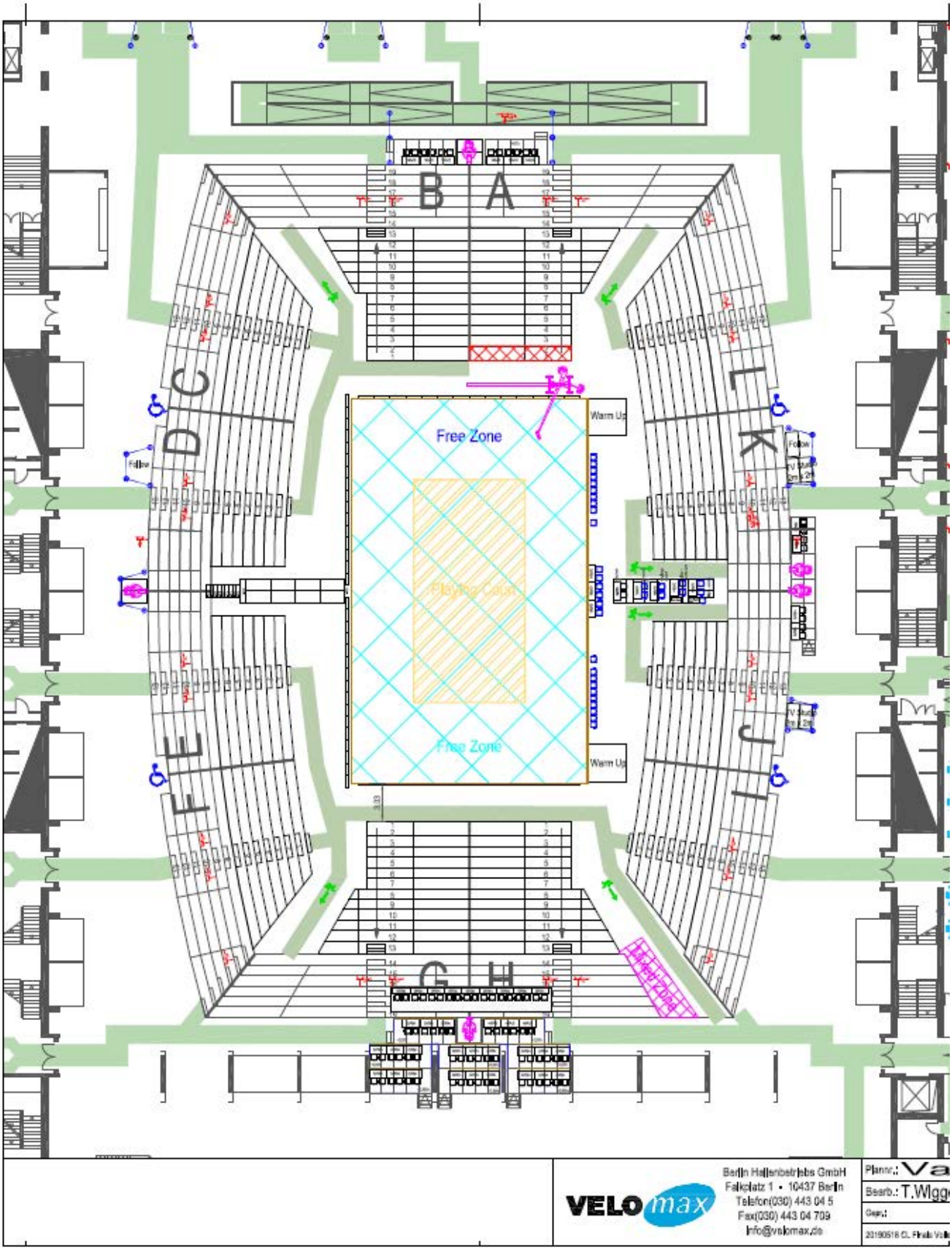
EXPLANATIONS
Each Competition Hall used for CEV Official Competitions, i.e. for European Championships (Senior, Junior & Youth), European League, Grand Prix Qualifications, European Olympic Qualifications, European Qualifications for World Championships as well as European Cups needs an CEV Competition Hall ID Card.
The conditions for the various categories as outlined below are fixed in the respective Technical Regulations of the competition.
Wrong information on the ID Card will be inflicted a financial sanction of 2'000 EURO on the National Federation / Club concerned.
HOW TO USE
The Competition Hall ID Card is to be presented to each CEV Technical Delegate, to each CEV Supervisor respectively to the Jury appointed for an organization during the first inspection of the competition hall before the competition will be held.
The National Federation / Club is bound to communicate any mistakes on the ID Card or amendments in the Competition Hall without delay to the CEV Head Office.

NATIONAL TEAM COMPETITIONS				
Category		Min. Height	Min. Competition Area Size	Min. Spectators
1	Senior European Championships: Finals Grand Prix Qualification Tournament European League Finals	≥ 12.5 m	≥ 40 x 26.50 m	≥ 5000
2	Junior European Championships: Men Finals European League Matches	≥ 10 m	≥ 40 x 25 m	≥ 2500
3	Senior European Championships: Men's 2nd Round & 3rd Round Junior European Championships: Women Finals Youth European Championships: Finals	≥ 9 m	≥ 40 x 25 m	≥ 2000
4	Senior European Championships: Women's 2nd Round & 3rd Round	≥ 8 m	≥ 40 x 25 m	≥ 1500
5	Senior European Championships: 1st Round Senior European Championships: Small Countries Division Youth & Junior European Championships: 1st, 2nd & 3rd Round	≥ 8 m	≥ 36 x 21 m	≥ 1000
HALL REFUSED		< 8 m	< 36 x 21 m	< 1000

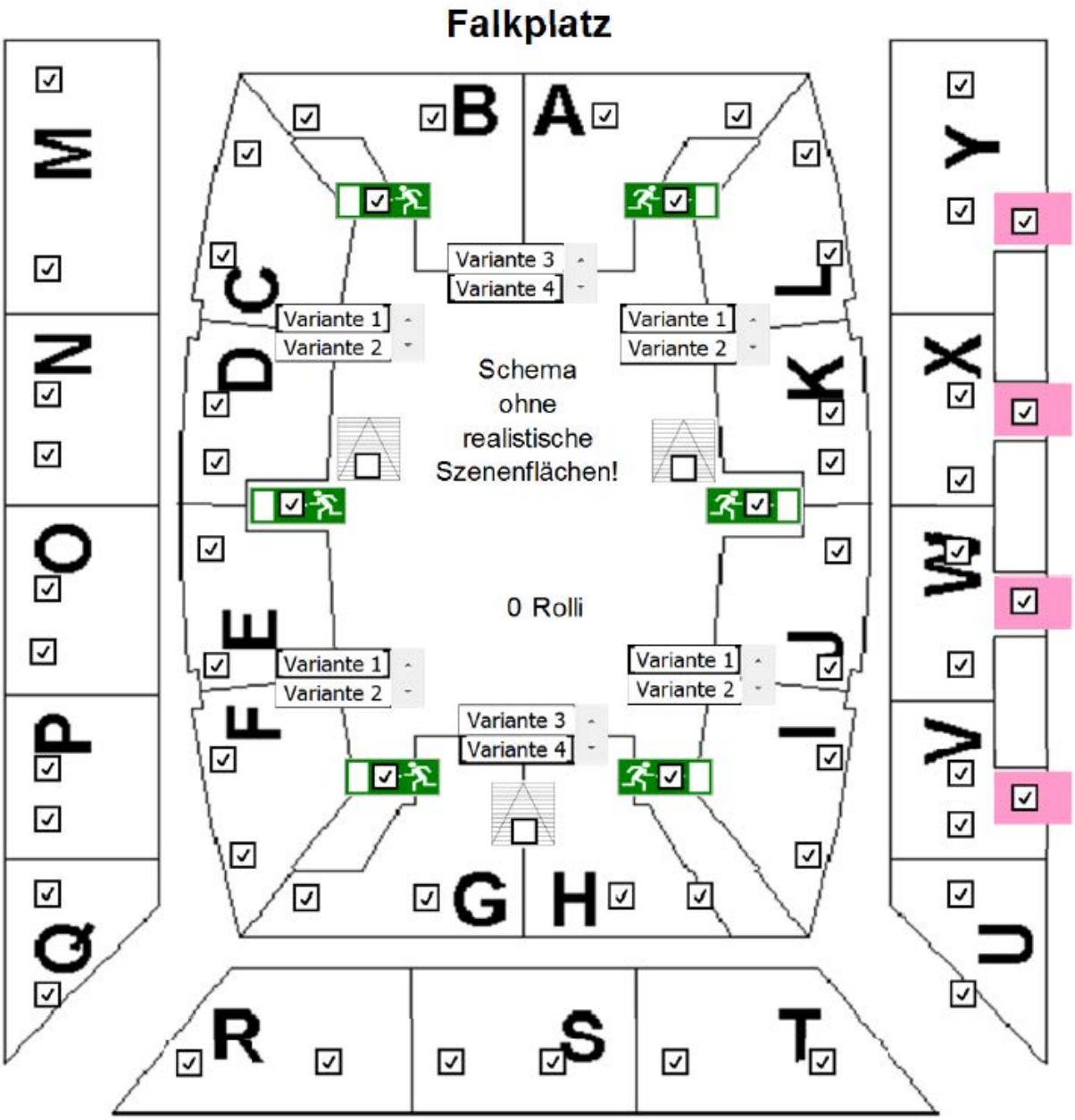
EUROPEAN CUP COMPETITIONS				
Category		Min. Height	Min. Competition Area Size	Min. Spectators
A	European Champions League Men Finals	≥ 9 m	≥ 40 x 25 m	≥ 5000
B	European Cup Finals (except European Champions League Men)	≥ 9 m	≥ 40 x 25 m	≥ 3000
C	European Champions League Men Main Phase	≥ 9 m	≥ 40 x 25 m	≥ 1500
D	European Champions League Women Main Phase	≥ 8 m	≥ 40 x 25 m	≥ 1000
E	All other matches/tournaments	≥ 7 m	≥ 36 x 21 m	≥ 1000
HALL REFUSED		< 7 m	< 36 x 21 m	-

CEV APPROVAL		
Competitions of the CATEGORIES marked in Green on the reverse page are allowed to be played in this Competition Hall. **Exceptional approval of the competition hall can only be allowed by CEV. In this case a CEV official letter must be presented to the CEV Official(s).**	C.E.V. **CEV Stamp**	**CEV Competitions Director**

Competition Area



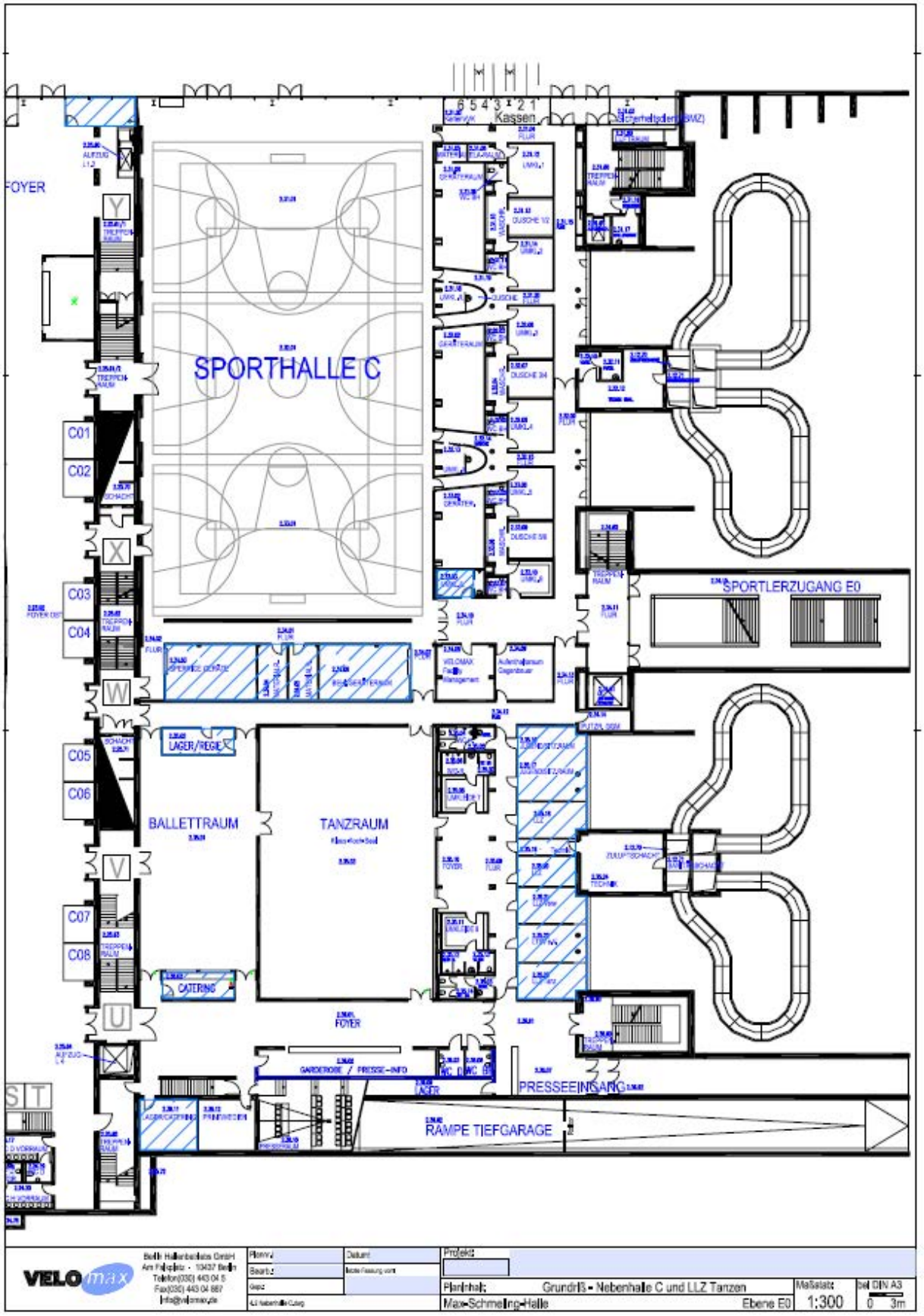
Seating Plan



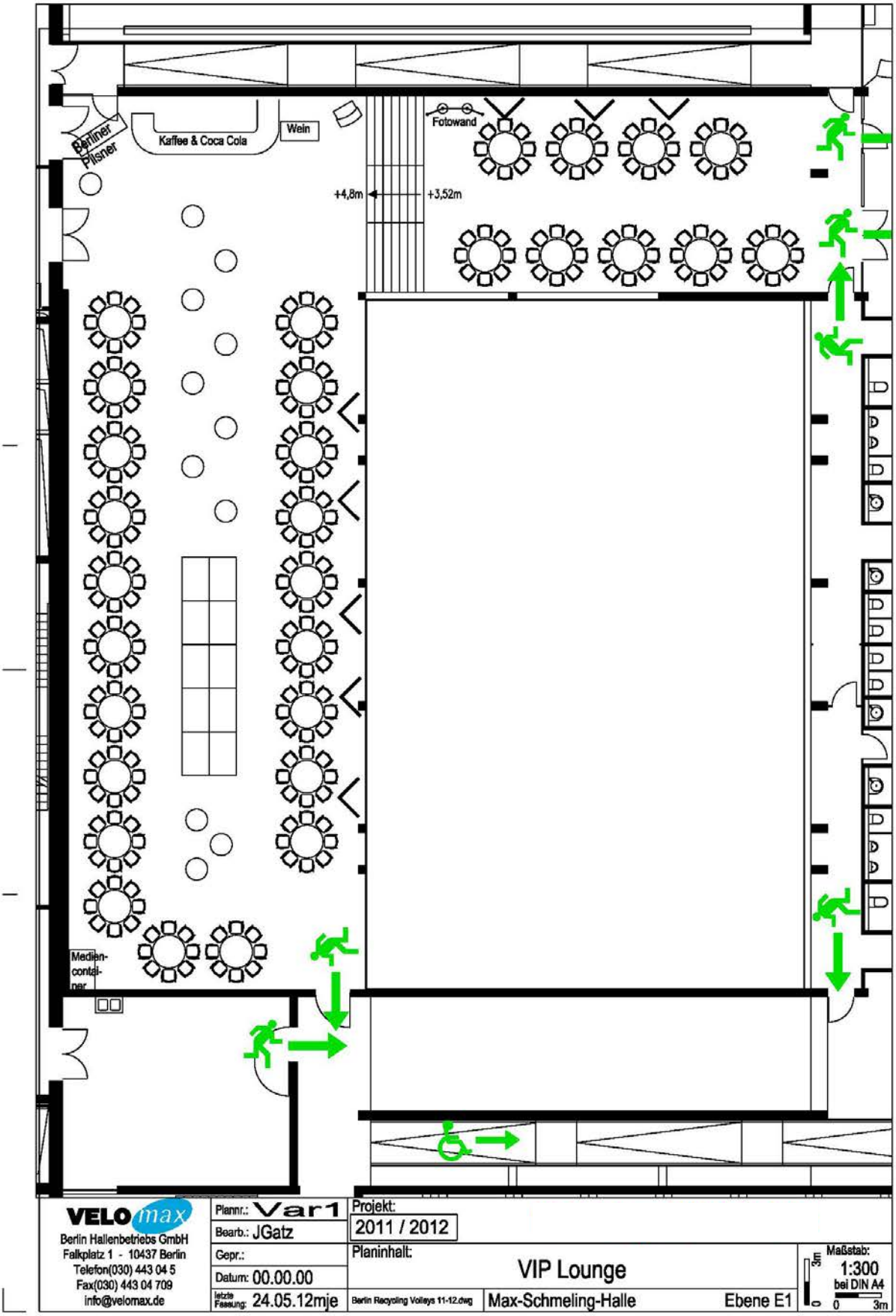
Offices, Medical Area and Crew-Catering

Changing Rooms

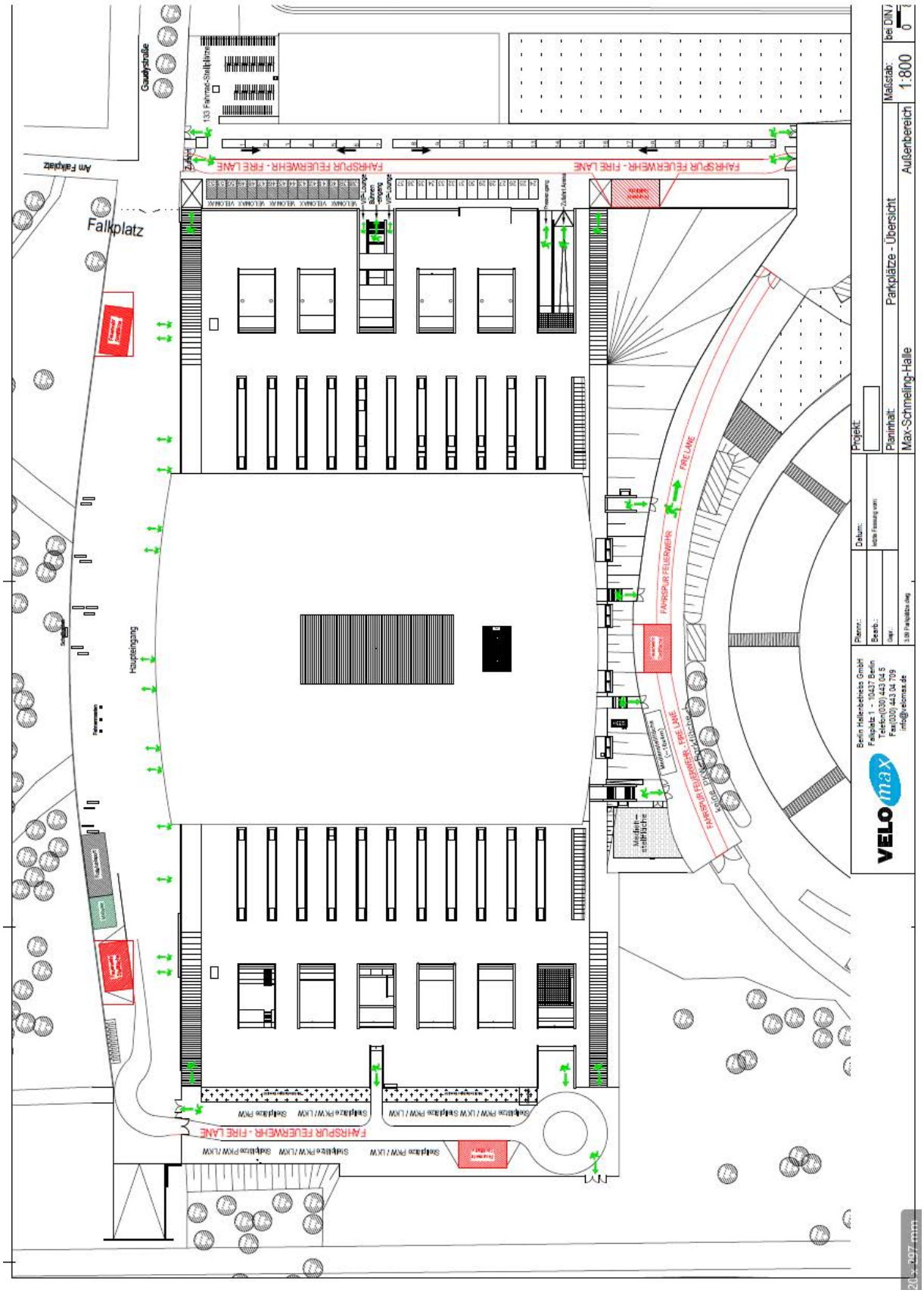
Training & Warm-Up hall & Press-Centre



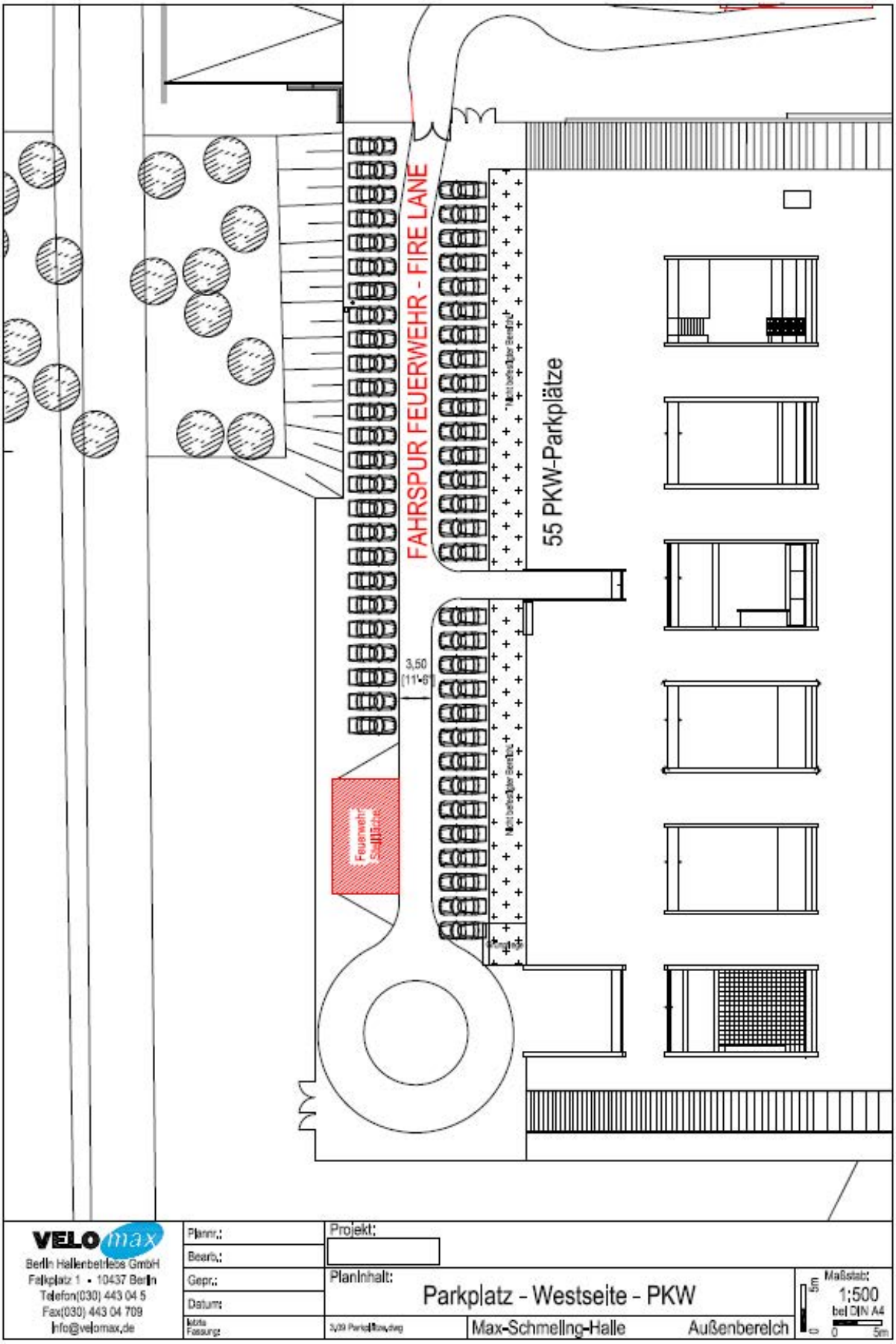
VIP-Area


Berliner Pilsner
Kaffee & Coca Cola
Wein
Fotowand
+4,8m
+3,52m
Medien-
contai-
ner
VELO max
Berlin Hallenbetriebs GmbH
Falkplatz 1 - 10437 Berlin
Telefon(030) 443 04 5
Fax(030) 443 04 709
info@velomax.de
Plannr.: Var1
Bearb.: JGatz
Gepr.:
Datum: 00.00.00
letzte Fassung: 24.05.12mje
Projekt:
2011 / 2012
Planinhalt:
VIP Lounge
Berlin Recycling Volleys 11-12.dwg
Max-Schmeling-Halle
Ebene E1
Maßstab:
1:300
bei DIN A4
0
3m

Outside Area & General Entrance



Parking Lots



Max-Schmeling-Halle Pictures

Press-Centre

Mixed-Zone

VIP-Area

Accreditation Desk

Signage & Way Finding

Chapter 3

Event experience & Entertainment

3.1 Sport Presentation Concept

Besides the general organization of the Qualification Tournament, which aims to provide a professional environment to the athletes, a fascinating event experience for the fans will be another main goal of the German Federation.

It is therefore crucial to prepare an integrated sports presentation concept that contains all key elements of entertainment:

- A Powerful & experienced team of announcers & DJs: the "voices of the tournament" are essential to create an intensive atmosphere & an inspired crowd. Therefore, the German Federation will select the respective people carefully & brief them accordingly.
- Teams & player's presentation: an impressive & appreciative presentation of the athletes should be one of the most important elements. Due to the circumstances in the venue (see below) there are two potential times to present the players to the audience:
  - The first could be the presentation of both teams competing while they enter the court after the warm-up in the warm-up-hall. This will be the first appearance of the players on the competition court. The organizer is aiming to arrange this moment in a very respectful & festive way. Both teams will be presented simultaneously, followed by a handshake at the net.
  - The second presentation could be the introduction of the starting line-up directly before the start of the match. This presentation should be as impressive and effective as possible. The respective players enter the court from a corner surrounded by theatrical lights & pyro-technique effects as well as individualized animations on the LED boards & giant screens.
- Fan cams: One of the best ways to interact with the audience is to animate them to be part of the entertainment. Fan cams with several images like "Kiss Cam", "Bongo Cam" or "Dance Cam" are going to create a real volleyball party & a huge spectator involvement.

The facilities in the Max-Schmeling-Halle provide the best possible conditions to execute the mentioned ideas. Due to the warm-up-hall available (walking distance to the court is just 1,5 minutes) and the possibility to switch the match lightning on/off immediately both can be guaranteed:

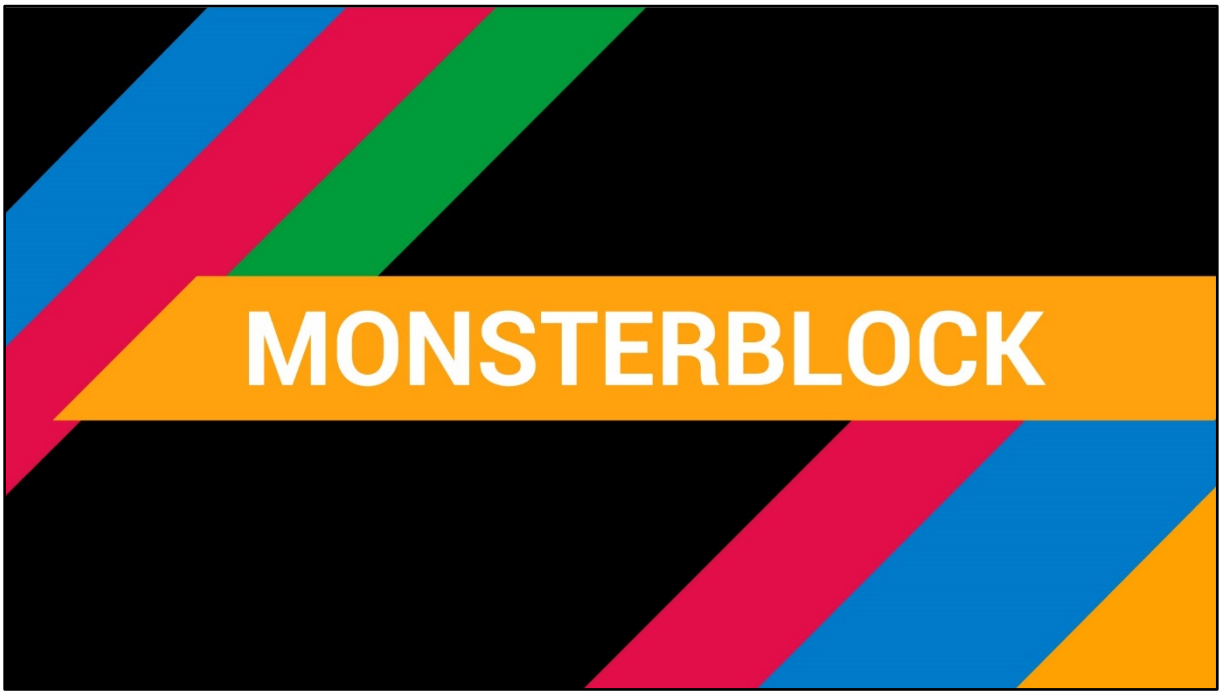
- a smooth running of the playing protocol including a sufficient warm-up period for the athletes (even the previous match runs long),
- an impressive, effective player's presentation.

Impressions of player's presentation during 2016 Olympic Qualification Tournament

The German Federation is strongly willing to cooperate with the CEV in order to implement innovative elements (LED wristbands, video mapping etc.), which allow an intensive interaction with the fan community. The Champions League Super Finals could be a role model for the Olympic Qualification Tournament in Berlin.

As for all other areas of the organization, the designs of SPR animations will follow the competition identity to generate an overall consistent look. The following graphics should create a first impression of the potential layout of animations during the matches.

Special animations for the LED-Boards around the court



Special animations for the giant screens in the venue

3.2 Opening & Closing Programm

To guarantee a proper ambience for an opening program the arrangement of any kind of ceremony should be decided in accordance with the eventual match schedule. Alternatively, a special program could be organized before the start of the semifinals or the final match to create a proper atmosphere around the climax of the Qualification Tournament. The following list summarizes some ideas of potential show elements:

- Any kind of acrobatic artists (dancers, gymnasts etc.) using the volleyball net for their performances,
- Any kind of music artists (beat boxing etc.),
- Video animations (for the giant screens or via video mapping) introducing the participating countries & emphasizing the meaning of the Olympic Dream,
- Light & pyro-technique effects.

Immediately after the end of the last match, the eventual winning team will be crowned as European Qualifier for the 2020 Olympic Games. An adequate surrounding featuring pyro-technique-effects and a light show will be framed by some typical Japanese traditions like e.g. Geishas handing over the official ticket to Tokyo. The pictures of the winners will stick in everybody's memories for a long time and will be the conclusive impression of a successful tournament. Media, TV-stations and the spectators send these images out to the world – therefore it is of utmost importance to focus on a successful closing ceremony.

3.3 Side Events

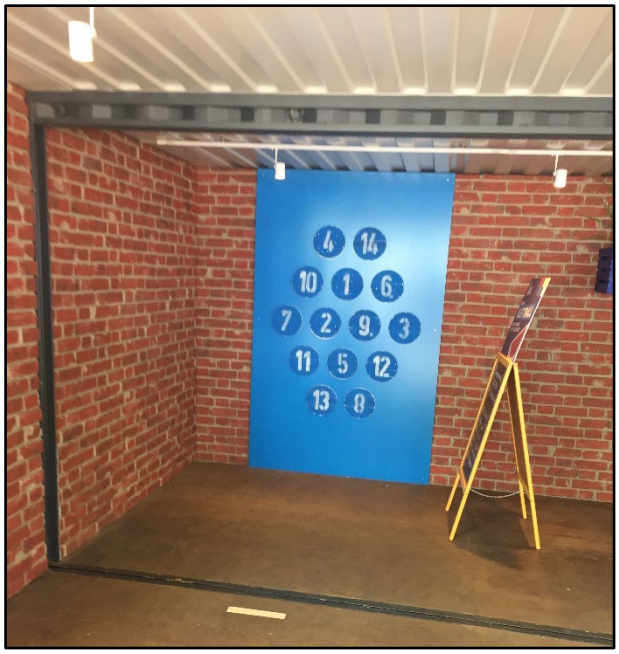
At this early stage of planning there are no specific ideas regarding side events during the Qualification Tournament. The focus of the organizer will be mainly on the actions in and around the venue, in particular on the creation of an involving live experience on-site (outlined in the concept above).

Nevertheless, together with the federation's long-term travel agency "Teamsportreisen" and local touristic-related providers DVV strongly supports the ambitions of national and foreign fan-groups. The city of Berlin offers an endless list of possibilities to have an exciting time besides the thrilling matches.

In addition, together with the partners, the German Federation will provide some fan activation and promotional stands for the spectators to experience the elements of volleyball. Tracking of the jumping height or the service speed, playing volleyball-dart or throwing competitions are shown in the images below. These kinds of activities emphasize the athletics and dynamics of volleyball.

HVbV
JUMPIN'
DVV

DVV
STANNO
comdirect
in echtes Match


4 14
10 1 6
7 2 9 3
11 5 12
13 8

AUF GEHT'S
AB GEHT'S
STATION:
EIMER
MACHT MIT UN
ÜBERTREFFT E
3 Ve
3-5 Su
6-8 Co

Meine Bank im Handy
comdirect
Mach's wie Laura!
(die ist die comdirect App schon geladen)
58.6

3.4 Technical Equipment, Technology & Partners for SPR

The German Federation is able to rely on a strong network of service providers for all SPR-related equipment and staff. Due to its experience during several main events in Germany, this network is not limited to the area around Berlin but also on a national level. Given this fact, the best possible selection of providers in terms of services, quality and pricing is guaranteed.

The venue Max-Schmeling-Halle is already equipped with useful and high-quality technology:

- Powerful lightning-system, able to switch on/off the match-lights immediately,
- Powerful PA-system to ensure high-quality sound of music & an excellent audibility of the announcers,
- Rigging-system equipped with theatrical lights & fixed fan cams,
- Two giant video-screens for SPR-content, live TV-feed, score etc.,
- Powerful air conditioning system, able to dissolve smoke after SPR-activities.

Additionally, the following list shows further equipment to be installed in the venue:

- LED-Board-System (around the court),
- Fan cams (hand-held),
- Upgrade of the theatrical lights system (on floor-level & into the rigging-system),
- Pyro-technique effects for team-presentation & ceremonies.

The following companies could potentially support the organizer with their SPR-services:

- TSE AG (full-service agency for technical equipment),
- CB Akustik (LED boards),
- Xylobands (LED wristbands),
- Pyro-Passion (pyro-technique & light-effects),
- Cineplus (fan cams) & DieLigen GmbH (fan cams),
- Berlin Dance Team (cheerleaders) & Alba Dancers (cheerleaders),
- AnimotionUG (mascots, T-Shirt gun, walking acts),
- Bibi Mann (entertainment director),
- Karsten Holland, Axel Chur, Daniel Schmidt (announcers),
- Joerg Guenzel & Juergen Rasper (DJs).

Chapter 4
Commercial rights consideration & TV

4.1 Marketing Strategy & Pricing

The marketing strategy bases on both the CEV regulations and the general marketing approach of the German Volleyball Federation within the sports market. Respecting the pre-defined naming rights, the DVV will assign this nomenclature to new Event-Partners as well as to long-term sponsors of the Federation:

- National/Local Sponsor
- National/Local Supplier
- National/Local Partner
- Host City

Please follow the presentation in annex 4 to find a first concept of pricing and deliverables for the different categories of national sponsors.

In addition to chapter 2 the competition hall will be clean and free of any advertisement except the public catering booths around the stands (food & beverage brands). These booths are under contract with Velomax and could not be part of any agreement between the organizer and the venue. Fortunately, the booths are not visible in any TV-camera and the brands are not touching any of the protected categories.

4.2 List of targeted Sponsors & Partners

4.2.1 Commercial Sponsors

The DVS in collaboration with external marketing agencies will spread the above-mentioned concept (see annex) within the market to acquire new Event-Partners. The internal CRM Tool "SPIKEY" provides all needed contacts. It consists of nearly 1.000 qualified contacts from companies related to sports marketing. Usually we get in contact on a very personal way, meaning not only sending e-mails but also creative approaches that create attention and desire.

Regarding the powerful branches in Germany, the DVS will address its sponsoring offers to companies operating within these sectors:

- Energy
- Automotive
- Mobility
- Aviation
- Recycling
- Insurance
- Health

- Beer
- Cosmetics
- Tires
- Consumer Electronics
- DIY Warehouses
- Tourism

At this early stage, the DVS is already in negotiation with interested sponsors and partners. There are two (potentially three) long-term partners that would support the Olympic Qualification and are financially crucial for both the DVV and the organization of this event. Therefore, it is significant to release the following blocked categories by the CEV for the Olympic Qualification:

- **Banking:** The Federations' national long-term innovation partner and main sponsor is **comdirect**. Comdirect has a high interest to support the Olympic Qualification financially, and would be present on jerseys/shorts, in the competition hall, on promotional material as well as eventually on further innovative items.

- **Sportswear:** The Federations' national sportswear partner is **Stanno**. Normally Stanno equips all the volunteers, court personal and organization staff, and would potentially do so for the Olympic Qualification. Stanno would be at least present in the competition hall, as well as on promotional material.

- **Betting and Gambling:** The Federations' partner in the category betting and gambling is **Sportwetten.de**. Sportwetten.de has by now supported various events of the DVV (indoor, beach & snow), and is open to discuss further projects.

At this moment, the DVV guarantees the exclusivity for all other protected categories.

4.2.2 Institutional Partners

As outlined in chapter 1 the German Volleyball Federation join forces with some of the most important political institutions to guarantee the organization of the Olympic Qualification Tournament. Due to their strong finical support, the Federal Ministry of the Interior, Building and Community (BMI) and the City of Berlin (Senat) would be present in the competition hall and on advertising material.

To ensure a proper visibility of the institutional partners, the German Federation herewith asks for additional advertising possibilities, e.g.:

- one floorsticker for each partner (two in total)
- integration into the second tier branding of the competition hall

4.3 Ticket Sales

4.3.1 Ticketing Strategy

The main goal of the German Volleyball Federation is not only to maximize ticketing revenue but to have a sold-out venue and to activate the Volleyball community in Berlin, Germany and around Europe. Therefore, regular tickets shall be sold at a reasonable price including special offers for clubs, schools and families. Besides this, a hospitality area will be provided, serving high-class catering and a communication-platform to the VIP guests.

The prices are shown in the following table. The categories are marked in the seating plan in annex 4.

Venue:	Berlin, Max-Schmeling-Halle
Capacity:	8.533 total (7.100 seats, 1.200 terraces)

Pricing Structure 2020 tickets (regular / reduced)

	Cat. 1	Cat. 2	Cat. 3	terraces	VIP
daily ticket – preliminaries (preliminaries – 3 games per day)	45€	38€ / 32€	27€ / 20€	17,50€	140€
preliminaries ticket (4 days – 3 games per day = 12 games)	144€	119€ / 99€	85€ / 64€	55€	-
daily ticket – finals (semi-finals or final)	50€	44€ / 36€	32€ / 25€	17,50€	140€
finals ticket (semi-finals & final = 3 games)	80€	70€ / 57€	51€ / 40€	28€	-

Special offers for:

- groups (10 and more)
- clubs
- school classes
- participating national federations (licensed players, supporters, etc.)

DVV and Ticketing-specialist "Reservix" joined their forces a few years ago to ensure a professional and effective running ticket-sales-platform for all volleyball events in Germany organized by the federation. This system would be in place for the Olympic Qualification Tournament, too. The comprehensive electronic ticketing system enables all national and

international volleyball-fans to book tickets easily in advance on the event's and federation's website as well as through all Reservix channels.

On a local level, tickets are available around the competition venue as well as at the locally known pre-selling locations within the host city. During event-days, there will be box offices at the hall with remaining tickets on sales.

Another major outcome of this long-term partnership is a comprehensive database including relevant data of all former and current customers. This database delivers the perfect basis for digital marketing-campaigns such as newsletters, mailings etc. (see below and in the promotional plan in chapter 5.3).

In addition, a certain number of tickets will be reserved for every participating team. A special fan-block will be provided to the respective fan-groups to create a motivational atmosphere for the athletes.

The required number of VIP tickets and normal tickets including full catering as well a set number of parking passes will be reserved for the CEV and the CEV partners.

The seating plan in annex 4 shows a potential allocation of the sectors.

4.3.2 Ticketing Promotion

The detailed promotional activities are explained in the table under 5.3. To mention the most important activities out of it, ticketing promotions shall include also but not be limited to:

- Cross-event-promotion at all other national volleyball and beach volleyball events including ticket sales and promotions,
- Ticket promotion and ticket raffles of sponsors and affiliates,
- Tickets as prizes at amateur competitions such as regional championships, camps, etc.,
- Ticket promotion through media partners (TV, radio, print),
- Ticket promotion through our ticket partner (via Facebook, Newsletter),
- Ticket promotion for all licensed players of the German Volleyball Federation via their own communication channels such as magazine, newsletter, website,
- Promotion through social platforms (Facebook, Instagram, Twitter),
- Special packages for specific target groups (see details below).

4.3.3 Special Packages

Special tailored packages shall attract some key target groups. Among others, the following groups shall be addressed:

- Families: Special offer for 2 parents with at least one kid at a reduced prize
- School classes: Packages for teachers with their students
- Sport clubs: Reduced prized tickets for sport clubs visiting the matches in a group
- National federations from other sports such as Handball, Basketball or Athletics
- Companies
- Special offers for trainer lections
- Special offers for fan groups of the participating national teams

4.4 Media Rights & Sports Broadcast Production

A high-quality event-organization including a comprehensive sports presentation concept would be the perfect frame to create fascinating and inspiring images of the competition. A common approach of CEV and the organizer should be the extensive media coverage of the Qualification Tournament, in particular through TV-broadcasting in Germany and across Europe. The German Federation is strongly willing to cooperate with all relevant stakeholders, especially with CEV, its appointed sports media agency and all rights holders to maximize the quality of media outcome.

Two dedicated persons will be appointed, responsible for both the production of the TV feed and the management of rights holders and ENG crews on-site.

4.4.1 Media Rights

Referring to the bidding guideline CEV grants the national TV rights to the organizer. Following this, the German Federation has already reviewed the market to identify potential broadcasters. One of the leading TV stations in Germany is "Sport 1", a 360-degree platform providing services via TV channels, online streaming, website, app etc. for various sports. As the strongest partner for the federation and league organization, Sport 1 broadcasts matches of the national teams continously, the German Cup Final (DVV-Pokal) as well as of the German Bundesliga (including last and upcoming season). Additionally, Sport 1 is a rights holder of the CEV Euro-Volley 2019 and 2021 (Women & Men).

As outlined in the letter of intent in annex 4, Sport 1 has expressed its support of volleyball in general and in particular to the bidding of the German Federation. They intend to accompany the Men's National Team on their way to the Tokyo Olympics and therefore to act as the host broadcaster for the German market.

In order to generate modern and relevant content for the social media channels of the German Federations, access to the digital live-feed would be suggested (using a "live-snipping-tool"). Referring to the mentioned social media content campaign in chapter 5, using live-content is always a valuable approach for digital activities.

4.4.2 TV-Production

The scope of services requested by CEV also includes the production of the TV feed and the provision of unilateral broadcast services for the Qualification Tournament. The potential host is required to guarantee to CEV the realization of the production/broadcast services including all uni- and multilateral requirements.

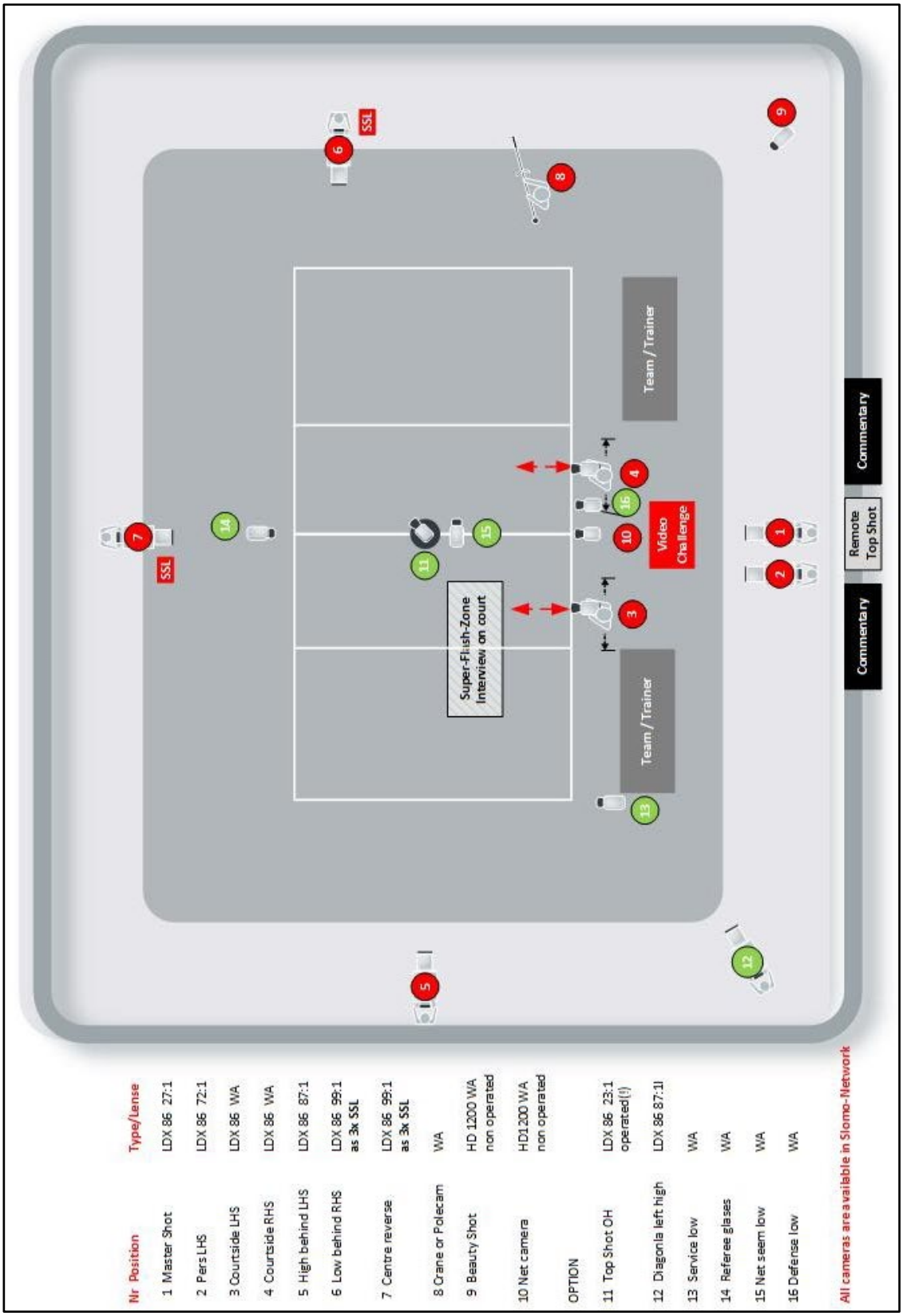
DVV therefore intends to cooperate with LIVECAST TV Production, based on their many years of experience and proven expertise. Please follow to detailed commitment letter in annex 4 including a list of previous events and the technical capabilities to get an impression of the professionalism of Livecast company. Besides the original production of the TV feed further services will be provided with highest quality, e.g.:

- Stand up positions & additional cameras,
- Commentary positions,
- Studio positions,
- Management of the TV-Compound (parking & technical access).

To boost the broadcasting quality, the German Federation and Livecast already discussed some amendments to the required camera standard, e.g.:

- "Topshot" camera (remoted by an operator) – in a central positon above the court,
- Upgrading one 3x super slow motion camera to a 6x ultra slow motion camera,
- Mini-chip camera in the lower net band,
- Diagonal mid-high behind the field camera (plan cam 12),
- Integrated camera in the net pole,
- Low installed chip camera at the service line,
- Referee cam "glasses" and low installed camera(s) at the referee chair.

Please find an exemplary camera plan on the following page, developed by the German Federation and Livecast.



Nr	Position	Type/Lense
1	Master Shot	LDX 86 27:1
2	Pers LHS	LDX 86 72:1
3	Courtside LHS	LDX 86 WA
4	Courtside RHS	LDX 86 WA
5	High behind LHS	LDX 86 87:1
6	Low behind RHS	LDX 86 99:1 as 3x SSL
7	Centre reverse	LDX 86 99:1 as 3x SSL
8	Crane or Polecam	WA
9	Beauty Shot	HD 1200 WA non operated
10	Net camera	HD1200 WA non operated
OPTION		
11	Top Shot OH	LDX 86 23:1 operated(!)
12	Diagonla left high	LDX 86 87:1!
13	Service low	WA
14	Referee glases	WA
15	Net seem low	WA
16	Defense low	WA

All cameras are available in Slomo-Network

Chapter 4

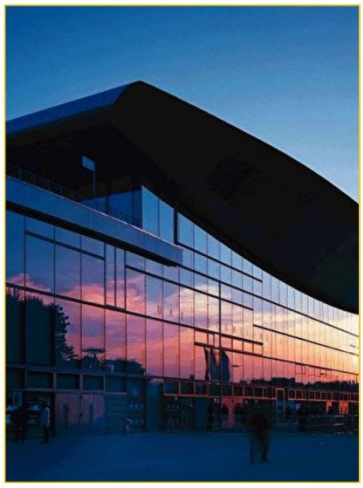
Annex

Presentation of Marketing Strategy & Concept

OLYMPIC QUALIFICATION

- Participation of the best 8 volleyball nations
- Winner: Instant Qualification for Tokio
- Broadcasting of german teams on free-tv planned
- Tournament system: 2 groups with 4 teams included semi-finals & final
- 05. – 10. of January 2020 in Berlin
  → Max-Schmeling-Halle

VENUE – MAX-SCHMELING-HALLE



- Multifunctional hall in Berlin
- Seats and stands for 8.500 spectators
- Exclusive VIP-area and parking slots for 350 visitors
- Main user BR Volleys and Füchse Berlin
- Events in the Max-Schmeling-Halle:
  Basketball, volleyball, handball, boxing, concerts, cultural events and fairs

PYRAMIDE OF SPONSORS

PACKAGE OF RIGHTS 1

National Sponsor
▪ Exclusive branche
▪ 2 LED Slots for 15 seconds
▪ Promotion area in the hall
▪ Distribution of sampling-articles/flyers
▪ Promotion and presentation on the complete event area
▪ 6 video trailer for 30 seconds on matchday
▪ 15 VIP-tickets with hospitality-access
▪ 8 PK1 – entry tickets

PACKAGE OF RIGHTS 2

National Supplier

- 1 LED Slots for 15 seconds
- Promotion area in the hall
- Promotion and presentation on the complete event area
- 3 video trailer for 30 seconds on matchday
- 10 VIP-tickets with hospitality-access
- 4 PK1 – entry tickets

PACKAGE OF RIGHTS 3

National Partner

- 1 LED Slots for 15 seconds
- 3 video trailer for 30 seconds on matchday
- 5 VIP-tickets with hospitality-access
- 2 PK1 – entry tickets

CONDITIONS

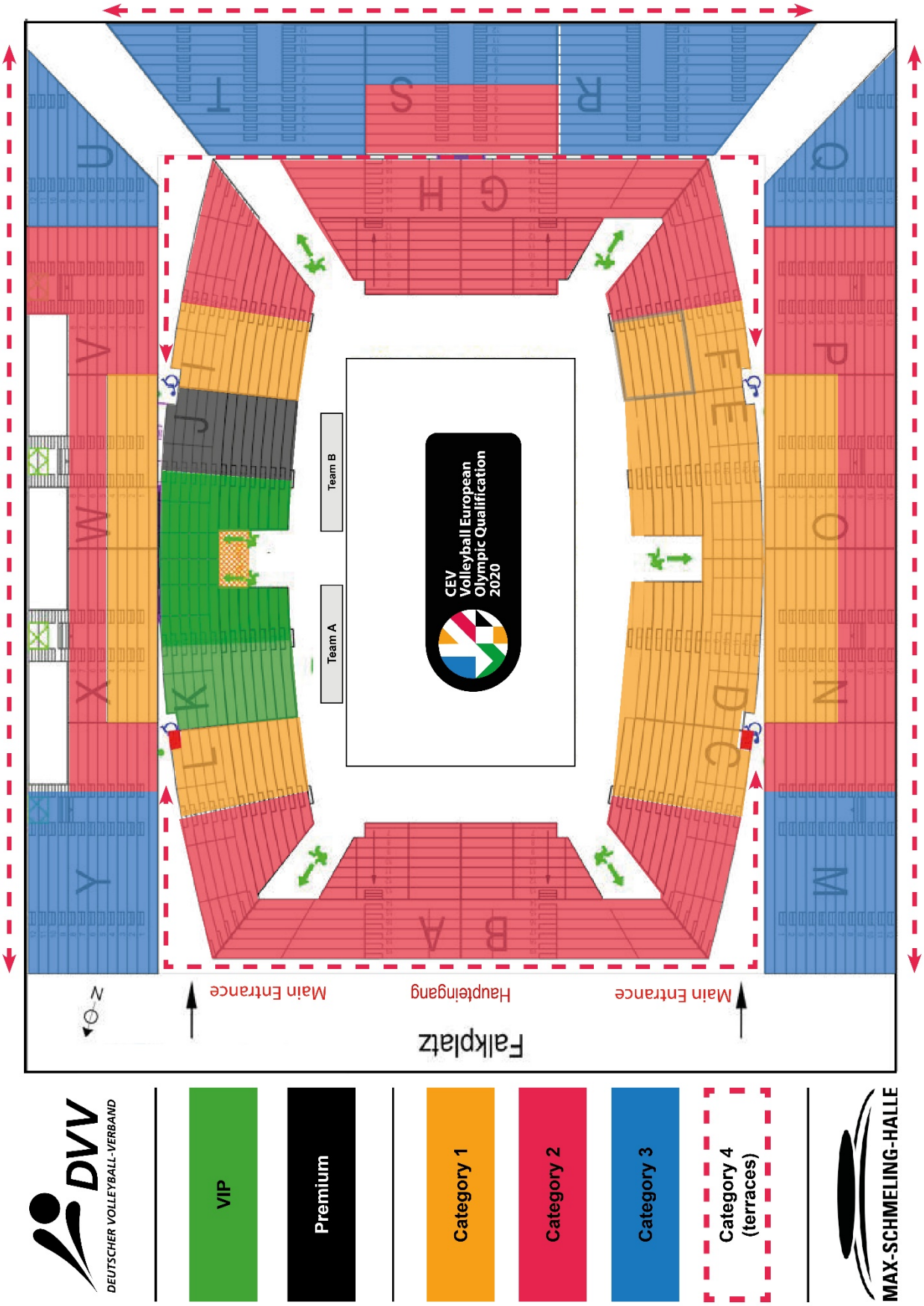
National Sponsor	55.000 €	Exclusive Branche High Visibility on court & in the hall
National Supplier	23.000 €	Visibility on court & in the hall
National Partner	15.000 €	Visibility on court

CONTACT DETAILS

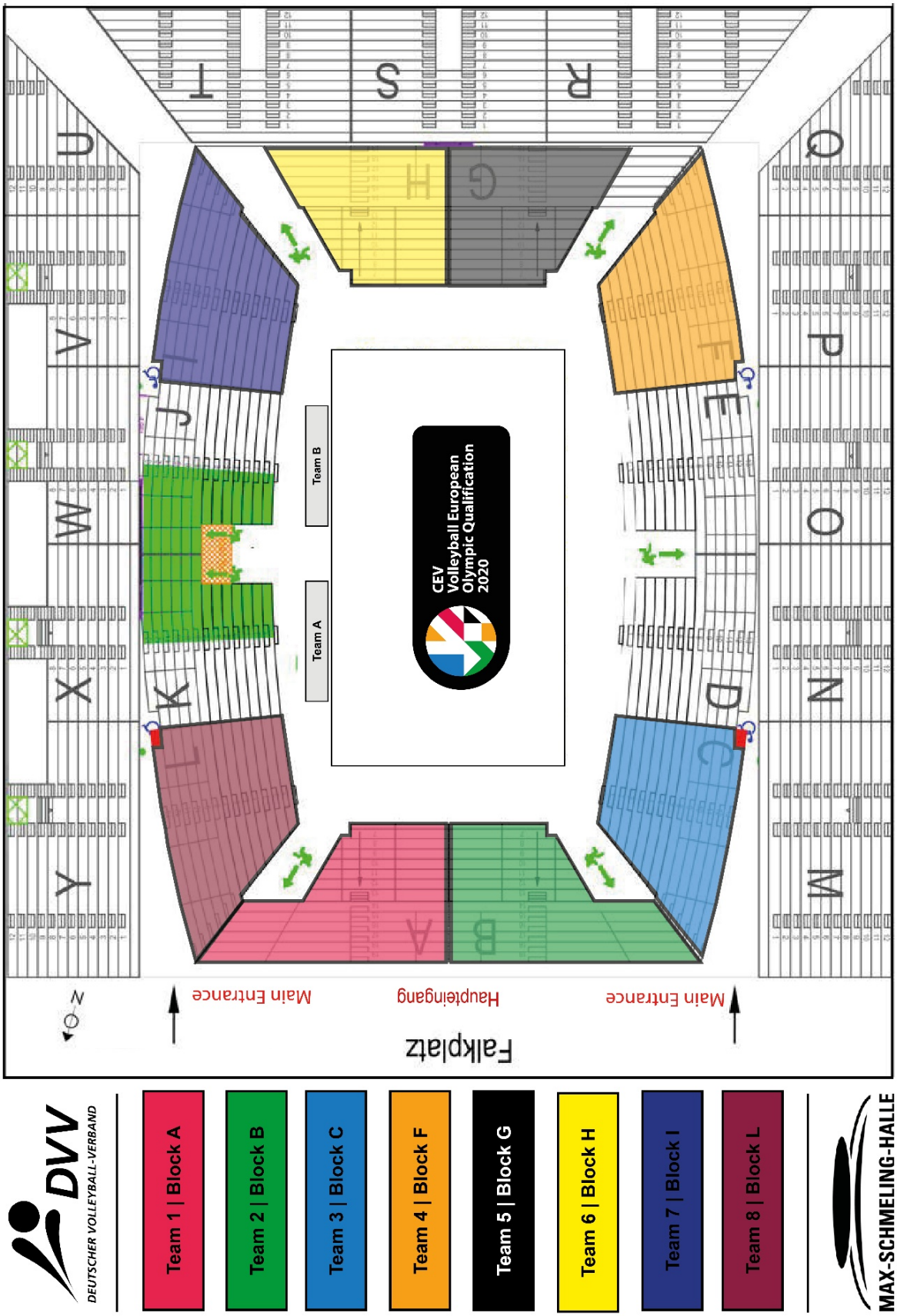
DVS
DEUTSCHE VOLLEYBALL SPORT GMBH

- **Erik Ackermann**
  - Head of marketing DVS
  - ackermann@volleyball-verband.de
  - +49 (0) 69 / 698001 - 40
- **Annette Bechtold**
  - Marketing coordinator DVS
  - bechtold@volleyball-verband.de
  - +49 (0) 69 / 698001 - 34

Seating Plan with price-categories



Seating Plan with sectors for the participating teams



Host Broadcaster Commitment Letter – Sport 1 (TV Coverage)

sport1

Sport1 GmbH Münchener Str. 101g 85737 Ismaning

Deutscher Volleyball-Verband
René Hecht
Präsident
Otto-Fleck-Schneise 8

60528 Frankfurt / Main

01. August 2019

Europäische Olympia-Qualifikation der deutschen Männer-Volleyballnationalmannschaft

Sehr geehrter Herr Hecht,

vielen Dank für die Überlassung der Informationen zur Olympia-Qualifikation der deutschen Männernationalmannschaft für die Olympischen Spiele 2020.

SPORT1 hat in den vergangenen Jahren mit großem Erfolg diverse Volleyball-Events auf der Sport1 Plattform (insbesondere im Free- und Pay TV) verwertet. In 2019 haben wir bereits diverse Spiele der Volleyball Bundesliga übertragen und auch die Finalspiele des DVV Pokals gezeigt. Zusätzlich werden wir die anstehenden Volleyball EMs der Frauen und Männer umfassend auf Sport1 verwerten.

SPORT1 würde die deutsche Männer Volleyballnationalmannschaft sehr gern auf ihrem Weg nach Tokyo begleiten. Daher möchten wir hiermit unser Interesse an einer Liveberichterstattung der Spiele der Männer Volleyballnationalmannschaft im Rahmen der Europäischen Olympia-Qualifikation 2020 hinterlegen. Über konkrete Sendepläne und Übertragungszeiten diskutieren wir gerne mit Ihnen nach dem erteilten Zuschlag.

In der Zwischenzeit verbleiben wir

mit freundlichen Grüßen,

Daniel von Busse
COO TV / Mitglied der Geschäftsleitung

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USt.-IdNr.: DE813 086 954
Geschäftsführung:
Olaf G. Schröder
Prokurist: Christian Barth
und Daniel von Busse

Host Broadcaster Commitment Letter – Livecast (TV Production)

LETTER OF INTENT

between

LIVECAST TV Produktion GmbH,
Kaltenbornweg 2,
50679 Köln,
represented by its managing director Harald Hübner,

– hereinafter referred to as „**LIVECAST**"–,

and

Deutscher Volleyball-Verband e.V.
Otto-Fleck-Schneise 8,
60528 Frankfurt am Main,
represented by its general secretary Nicole Fetting,

– hereinafter referred to as „**DVV**" –,

– LIVECAST and DVV each individually also referred to as a „**PARTY**"
and collectively as the „**PARTIES**" –.

PREAMBLE

DVV is the national association of the volleyball sport in Germany. Its tasks include managing the German national teams, organizing the national cup, promoting volleyball in Germany and presenting it in the media.

LIVECAST is a TV production company. Its core business is the production, recording, editing, and processing of audio-visual signals provided by our its HDTV television vans. Regarding volleyball, LIVECAST has already provided production and broadcast services for the following events:

- 2014 Montreux Volleymasters HB, Sportsman Media Group
- 2015 Montreux Volleymasters HB, Sportsman Media Group
- 2016 Berlin European Olympic Qualification RIO 2016, CEV & DVV
- 2016 Montreux Volleymasters HB, Sportsman Media Group
- 2016 Frankfurt FIVB World League Final Group 3, DVV
- 2017 Montreux Volleymasters HB, Sportsman Media Group/Sportradar
- 2017 Frankfurt FIVB World League Final Group 3, DVS
- 2018 Mannheim DVV Cup Final – German Volleyball Federation
- 2018 Hannover VBL Supercup – German Volleyball Bundesliga
- 2019 Mannheim DVV Cup Final – German Volleyball Federation

DVV intends to apply to the European Volleyball Federation („**CEV**") for the overall organization of the CEV event Volleyball European Olympic Qualification 2020 from January 5th 2020 to January 10th 2020 in the Max-Schmeling-Halle in Berlin („**EVENT**"). The scope of services requested by CEV

also includes host broadcasting and the provision of unilateral broadcast services for the EVENT. DVV is required to guarantee CEV the realization of the production/broadcast services. DVV therefore intends to make use of LIVECAST's broadcast services based on its many years of experience and proven expertise.

With this LETTER OF INTENT the PARTIES wish to summarize the status quo and the results of their negotiations so far. This LETTER OF INTENT does not establish any obligation to enter into a binding agreement. The PARTIES have the right to refrain from further negotiations at any time without stating reasons until the actual agreement has been signed. The envisaged agreement would address the following points:

1. KEY POINTS OF THE ENVISAGED AGREEMENT

1.1 Subject-matter: Subject-matter of the envisaged agreement is the provision of production and broadcast services („**BROADCASTING SERVICES**") and other services by LIVECAST at the EVENT.

1.2 CEV Requirements: The BROADCASTING SERVICES must meet the following requirements set by CEV and the rights agency appointed by CEV, SPORTRADAR. LIVECAST confirms that it would meet these requirements.

a) Host Broadcasting Requirements: The host broadcasting for the CEV must meet the following requirements:

i. Production format: 1080i/25, stereo
ii. Use of the following cameras: 5 cameras fibre chains with sport lenses, 2 hand held cameras fibre chains with ENG/WA lenses, 1 crane camera or pole camera (depending on venue), 1 beauty shot camera, 1 net camera (mini chip);
2 of the above-mentioned cameras must be available for 3x super slow motion
iii. Use of the following microphones: 12 ambient microphones, 2 net microphones
iv. Use of 1 replay system EVS network (all cameras are available for slow motion) and 1 replay lamp
v. Use of 1 graphic unit
vi. Deployment of a trained and experienced production crew (director, cameramen, EVS, graphics)
vii. Transmission of the world feed on satellite EUTELSAT 7B and 10A with 2 HDTV SNG trucks

b) Further Requirements: The following positions at the EVENT must be available for broadcasters or rights acquirer:

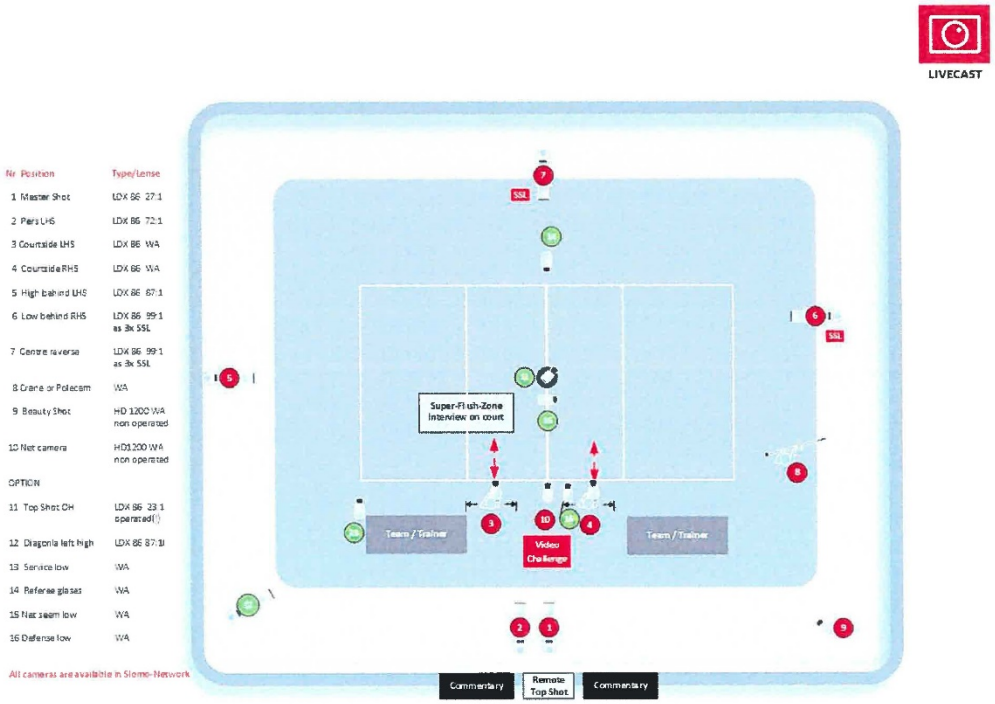
i. Stand up positions
ii. Commentary positions
iii. Studio positions (court)

1.3 Additional cameras and technical solutions: CEV wants DVV to submit proposals for enhancing the World Feed TV signal. For this, LIVECAST confirms that it could offer the following camera perspectives and technical solutions:

a) Topshot camera, remoted by operator
b) Upgrading one of the 3x super slow motion cameras to a 6x ultra slow motion camera
c) Mini chip camera in the lower net seam/selvage

d) Diagonal mid-high behind the field camera (plan cam 12)
e) Integrated camera in the net pole
f) Low installed chip camera at the service line
g) Referee cam "glasses" and low installed camera(s) at the referee chair

1.4 Camera plan: A possible camera plan is as follows. This camera plan could be modified or adjusted at any time in coordination with CEV.



1.5 Ratecard: LIVECAST will discuss and draft with DVV a ratecard listing prices for the BROADCASTING SERVICES and respective license rights. This ratecard will be made available to potential rights acquirer and broadcasters 2 months before the EVENT begins.

1.6 Support services: LIVECAST will undertake to provide the best possible support to acquirer of rights who will be at the EVENT with their own production equipment.

1.7 Parking services: LIVECAST shall be responsible for the parking of all technical vehicles in the TV compound area.

2. ENVISAGED SCHEDULE

At the time of signing of this LETTER OF INTENT (07/2019), the PARTIES are committed to the following timetable:

- 09/2019: Signing of the envisaged agreement
- 10/2019: Provision of a ratecard
- 11/2019: Setting up a camera plan

- 11/2019: Pre-visit of the venue, with the director and others
- 03.01.2020: Arrival Park & Power
- 03.01.2020: Construction / Installation
- 04.01.2020: Construction / Installation
- 05.01.2020: First production day
- 10.01.2020: Last production day
- 11.01.2020: Return journey

3. FORTHCOMING CONTRACTUAL NEGOTIATIONS

3.1 Commencement of negotiations: The PARTIES agree to quickly enter into discussions on the drafting of the envisaged license and service agreement in the spirit of this LETTER OF INTENT with the objective of concluding the envisaged agreement promptly.

3.2 Commitment of the PARTIES: Both PARTIES are willing to perform the necessary prerequisites for entering into the agreement in good faith and to cooperate in a spirit of partnership in order to enter into the agreement. The PARTIES will provide all necessary information.

3.3 Remuneration: In the forthcoming contractual negotiations the PARTIES shall negotiate an appropriate remuneration for the services to be rendered by LIVECAST under the envisaged agreement.

3.4 Liability clause: For the event that the PARTIES enter into the envisaged agreement, that agreement shall contain the following or a similar clause regarding LIVECAST's liability:

a) LIVECAST shall only be liable for any damages if
   - LIVECAST has culpably, i.e. at least negligently, breached an essential contractual obligation in a manner endangering the purpose of the contract or an obligation, the fulfilment of which makes the proper execution of the exploitation contract possible in the first place and on the observance of which the purchaser may regularly rely („**CARDINAL OBLIGATION**"), or
   - LIVECAST has caused the damage by intent or gross negligence.

b) LIVECAST's liability in the cases described in Clause 3.4 a) above shall be limited to the foreseeable damage which is typical for this kind of agreement, if
   - LIVECAST has culpably, but not by intent or gross negligence, violated an essential contractual obligation or a CARDINAL OBLIGATION, or
   - employees or representatives of LIVECAST, who are not board members or leading employees, have violated other duties with intent or gross negligence.

c) In the cases described in Clause 3.4 b), LIVECAST's liability for financial loss and damage to property shall be limited to the economic value of the services to be rendered by LIVECAST.

d) LIVECAST's liability under statutory provisions, in particular under the German Product Liability Act and for injury to life, body and health, shall remain unaffected by Clauses 3.4 a) – c).

e) The Clauses 3.4 a) – e) also apply to companies which are affiliated with LIVECAST pursuant to §§ 15 seqq. AktG („**AFFILIATED COMPANIES**") as well as to board members and other committee members, employees and/or agents and/or vicarious agents of LIVECAST or of AFFILIATED COMPANIES.

4. PRE-CONDITIONS

LIVECAST assures DVV by means of proof or self-declarations that

- it will have the necessary insurance cover (electronics and liability),
- it will comply with the relevant statutory provisions on the minimum wage,
- it will comply with the relevant statutory provisions on work safety and security,
- it will comply with the relevant statutory provisions on working hours,
- it will only deploy qualified and instructed personnel,
- it will appoint a production manager responsible for the planning, preparation and execution on site.

5. EFFECTIVE DATE AND DURATION OF THIS LETTER OF INTENT

5.1 Effective date: This LETTER OF INTENT shall enter into force upon signature by both PARTIES („**EFFECTIVE DATE**") and shall stay in effect until it is terminated pursuant to Clauses 5.2 or 5.3 („**TERM**").

5.2 Cancelation of negotiations: If one PARTY intends to cancel the negotiations, it shall immediately inform the other PARTY of this in writing. Subject to Clause 5.4, this LETTER OF INTENT shall terminate if either PARTY has notified the other PARTY in writing of its intention to cancel the negotiations and to withdraw from this LETTER OF INTENT, unless the PARTIES mutually agree otherwise.

5.3 Conclusion of envisaged agreement: Subject to Clause 5.4 this LETTER OF INTENT shall terminate automatically upon conclusion of the envisaged agreement between the PARTIES.

5.4 Continued validity: The following Clauses shall also apply after termination of this LETTER OF INTENT: Clause 6 (costs relating to this LETTER OF INTENT), Clause 7 (confidentiality), Clause 8.2 (written form), Clause 8.4 (applicable law), Clause 8.5 (place of jurisdiction), Clause 8.6 (severability clause).

6. COSTS RELATING TO THIS LETTER OF INTENT

Each PARTY shall bear its own costs incurred in connection with this LETTER OF INTENT and its implementation (e.g. travel and consultancy costs).

7. CONFIDENTIALITY

7.1 Obligation to maintain confidentiality: Each PARTY is required to not disclose any document or other record, concept, presentation, data, calculation, table and/or similar item of the other PARTY which has commercial value because it is secret and, further, has been subject to, under the circumstances, reasonable steps to keep it secret and which is exchanged between the PARTIES orally, in text form, in writing, electronically or through other channels during the course of preparing, concluding and performing this LETTER OF INTENT, regardless whether it is designated as confidential or whether it is recognizable as such („**CONFIDENTIAL INFORMATION**"), to any third party, but to treat it as secret and to only use the CONFIDENTIAL INFORMATION of the respective other PARTY for the TERM of this LETTER OF INTENT and the purpose of performing this LETTER OF INTENT and, further, to refrain from any other use of the CONFIDENTIAL INFORMATION in any manner either on its own or through third parties, including the analysis, disassembly, decompiling or reverse engineering („**CONFIDENTIAL TREATMENT**"). The obligation of the PARTIES to CONFIDENTIAL TREATMENT applies - save as otherwise provided in Clause 7.4 hereunder - for a period of five years calculated starting at the end of this LETTER OF INTENT; statutory protection

of the CONFIDENTIAL INFORMATION as business and operating secrets is not affected and remains valid during and after the TERM of this LETTER OF INTENT.

7.2 Disclosure: Each PARTY is entitled to disclose the CONFIDENTIAL INFORMATION of the respective other PARTY to its own employees and members of its bodies, as well as to its advisors and subcontractors and the employees and members of the corporate bodies and boards of its affiliates within the meaning of §§ 15 seqq. AktG and to permit them to use the CONFIDENTIAL INFORMATION during the TERM of this LETTER OF INTENT and for the purposes of preparing, concluding and performing this LETTER OF INTENT. Any authorization to disclose requires a prior obligation of these persons or entities, as the case may be, to CONFIDENTIAL TREATMENT of the CONFIDENTIAL INFORMATION in accordance with this Clause 7. Any other disclosure requires the prior consent of the PARTY in text form.

7.3 Exceptions: The obligations of the other PARTY to CONFIDENTIAL TREATMENT of the CONFIDENTIAL INFORMATION do not apply in the following cases:

a) For information which the other PARTY has obtained through

- independent discovery or creation; or
- observation, study, disassembly or testing of a product or object that has been made available to the public or that is lawfully in the possession of the other PARTY in the absence of any legally valid duty to limit the acquisition of that information; or
- from a third party on a non-confidential basis who has obtained, used or disclosed the CONFIDENTIAL INFORMATION and the other PARTY has no knowledge or no negligent lack of knowledge of a breach of a confidentiality agreement or another duty by the third party or regarding any other unlawful acquisition of the CONFIDENTIAL INFORMATION by the third party; or
- another practice which, under the circumstances, is in conformity with honest commercial practices.

b) The PARTY required to TREAT THE CONFIDENTIAL INFORMATION AS CONFIDENTIAL is released from the duty of CONFIDENTIAL TREATMENT to the extent that this PARTY is required to disclose information on the basis of mandatory legal provisions or due to an order by a court or a public authority. The release also requires that the respective PARTY, unless obliged legally mandatory otherwise, notifies the other PARTY without undue delay and, in any event, prior to any corresponding disclosure in order to give the other PARTY the opportunity to proceed against the disclosure or at least to use its efforts to obtain measures for CONFIDENTIAL TREATMENT by the recipient.

c) The PARTY required to TREAT THE CONFIDENTIAL INFORMATION AS CONFIDENTIAL bears the onus of proof that

- it has obtained the CONFIDENTIAL INFORMATION in accordance with Clause 7.3 a);
- is exempted from its duties due to a legally mandatory obligation to disclose in accordance with Clause 7.3 b);
- the information was, at the time of being disclosed or otherwise becoming available to the other PARTY, generally known among or readily accessible to persons within the circles that normally deal with the kind of information similar to the relevant CONFIDENTIAL INFORMATION; and

- the demonstrated steps of the other PARTY to keep secret the CONFIDENTIAL INFORMATION can be circumvented or overcome and are, therefore, inadequate and unreasonable.

7.4 Return or destruction: Each PARTY is required at any time upon request of the respective other PARTY, but at the latest upon the end of this LETTER OF INTENT, to immediately return to the other PARTY its CONFIDENTIAL INFORMATION and any copies or duplicates that might have been made or any own work which might be based on the CONFIDENTIAL INFORMATION unless the other PARTY waives return, and if return is not possible (e.g. emails, server copies and similar items) or the other PARTY waives return, to destroy or delete the CONFIDENTIAL INFORMATION and to confirm this to the other PARTY in writing. In the event, the destruction or deletion is unreasonably extensive (e.g. archived back-up data) or the retention is legally mandatory, each PARTY may, in lieu of return or deletion, retain the CONFIDENTIAL INFORMATION under the obligation of CONFIDENTIAL TREATMENT of the other PARTY during the duration of the retention, also after the expire of this LETTER OF INTENT.

7.5 Miscellaneous: Nothing in this LETTER OF INTENT shall prohibit the acquisition, use or disclosure of information for the purpose of protecting a legitimate interest recognized by or otherwise required, allowed or recognized under EU or national law. In particular, this LETTER OF INTENT shall not deprive the PARTIES' employees of the exercise of the right of workers or workers' representatives to information and consultation in accordance with the EU law and the national laws and practices in the EU or deprive the PARTIES' employees of the exercise of the right from informing their representatives as part of the legitimate exercise by those representatives of their functions in accordance with EU law or national law, provided that such disclosure was necessary for that exercise. Further, this LETTER OF INTENT shall not deprive the PARTIES or any third parties concerned by this LETTER OF INTENT of the right to freedom of expression and information as set out in the Charter of the EU, including respect for the freedom and pluralism of the media or the right to, acting for the purpose of protecting the general public interest, reveal misconduct, wrongdoing or illegal activity.

8. FINAL PROVISIONS

8.1 Complete agreement: This LETTER OF INTENT contains all agreements between the PARTIES relating to the subject matter of this LETTER OF INTENT and replaces all previous agreements, arrangements, declarations, negotiations or offers, regardless whether they were in writing, in text form or oral.

8.2 Written form: There are no oral side agreements to this LETTER OF INTENT. Any amendment of this LETTER OF INTENT as well as any agreement regarding the implementation of the LETTER OF INTENT and the envisaged agreement require written form in order to be valid; this also applies for any amendment or cancellation of the requirement of written form.

8.3 Continuity: Rights and obligations arising from this LETTER OF INTENT shall not be affected by any transformation or restructuring of the corporate organization of the PARTIES, even if such transformation or restructuring results in the transfer of parts of the business or in the creation of new legal entities.

8.4 Applicable law: This LETTER OF INTENT is subject to the law of the Federal Republic of Germany.

8.5 Place of jurisdiction: Exclusive jurisdiction for all disputes under or in connection with this LETTER OF INTENT is Frankfurt am Main, Germany.

8.6 Severability clause: If provisions in this LETTER OF INTENT are or become completely or partially legally invalid or unenforceable, this does not affect the validity of the remaining part of this LETTER OF INTENT. In this event, the PARTIES will negotiate a reasonable provision in good faith which comes as close as possible in terms of intent and purpose as well as economically to the legally invalid or unenforceable provision. This applies accordingly for any gaps in the provisions.

LIVECAST	**DVV:**
Cologne, 06.08.2019	Frankfurt a.M., 06.08.2019
.....	.....
Harald Hübner	b.o. Robert Breitbarth
Managing director	Head of Events

Chapter 5
Communication

5.1 Baseline Situation

The Olympic Qualification Tournament is an event with high international visibility, which will highlight the beauty of the sport of volleyball. A successful communication campaign should not depend on the sporting success or the appeal of the sporting coverage. Volleyball is still a fringe sport and has to fight hard for every media attention in Germany. This is why the power of Social Media should be used to open the doors for an unforgettable volleyball experience.

5.2 Use of Social & Digital Media

Social Media is still one of the fastest growing industries in the world. At the Olympic Qualification Tournament, a content marketing campaign on Facebook and Instagram will be set up. The Social Media channels of the German Volleyball Federation are one of the biggest, with one of the most engaging community, in Germany. It is the goal to use the content marketing campaign to sell as many tickets as possible to the fans in and abroad Germany as well as to reach completely new target groups. The strategy is based on a concept that will give volleyball a higher visibility in Germany.

5.2.1 Social Media Content Marketing

Social media content marketing is a perfect tool to build a brand and increase a brand's visibility, through building relationships and communicating with potential customers. The German Volleyball Federation has changed their strategy from Social Media journalism to Social Media marketing in the past month to increase the organic reach as well as the engagement rates. The strategic marketing approach focused on creating and distributing valuable, relevant and consistent content to attract and retain a clearly defined audience.

In cooperation with the German digital agency SWEEP the German Volleyball Federation launched a Social Media marketing campaign during the Beach-Volleyball World Championships in Hamburg. SWEEP is an agency, which is also responsible for the overall NFL Communication in Germany. Find more about the campaign and the results at the World Champs in chapter 5.4 and in annex 5.

5.2.2 What is the most important fact in digital communication?

"CONTENT IS KING"

- Bill Gates, Founder of Microsoft

This is the most important claim for the digital strategy. The following aspects are a guideline for every release on the Social Media Channels of the German Federation.

Content is king, if…

- It is interesting for a user,
- It is presented in an attractive illustration,
- It is addressed by a great text,
- It is served in the right situation,
- It creates emotions.

These points will play an important role in creating the content before and during the Olympic Qualification Tournament.

5.3 Content Marketing Campaign for the Olympic Qualification Tournament

5.3.1 Target Group

The following target groups have been identified:

- ***Volleyball fans in Berlin*** who have a high motivation in visiting the games on-site.
- ***Volleyball fans in Germany*** who have a medium motivation in visiting the games on-site, but rather watching the games in front of TV or on Social Media.
- ***German sport fans*** that are interested in visiting sport events that awake emotions in their minds.
- ***Volleyball fans from the participating teams*** who have a high motivation in supporting their team on-site and in front of the TV/Social Media

Generally, within all target groups, a special focus will be on the young generation. To attract as many kids as possible is always an investment into the future of the sport.

5.3.2 Strategy

The idea is to install a Social Media content marketing campaign for the Olympic Qualification Tournament. This campaign is almost similar to the campaign during the Beach-Volleyball World Champs where more than 3 million people on Facebook and Instagram were reached. There is also the plan to reach a young target group via the Social Media App TikTok (previously musical.ly). This might be not people who will buy tickets in the first step (with exception of kids in Berlin and the immediate environment), but rather will transform to new Volleyball fans.

A strategy for every target group will be created to reach as many people as possible in the organic and paid Social Media feeds:

To increase the…

Reach by….

- Using local communication channels to encourage the Volleyball fans in Berlin (building partnerships with clubs and local media),
- Using the communication channels of the National Federations to encourage the international Volleyball-Fans,
- Using the German Federations communication channels to encourage the national Volleyball fans,
- Using the German Federations communication channels & nation-wide media to encourage the national sport fans.

Engagement by…

- Penetrating our contents,
- Using identified touch points for every target group by creating special fan content that awake emotions (paid releases).

Monetarisation by…

- Controlling the fan journey to the ticket sale and increasing the willingness to buy tickets.

5.4 Role Model: Beach-Volleyball World Championship

The mentioned Social Media content marketing Campaign during the Beach-Volleyball World Championships in Hamburg 2019 could be a role model for the Olympic Qualification. The approach and results of this campaign is outlined below.

Our goals were:

- To increase the visibility of the German Volleyball Federation,
- To create a strong bond with the fans to engage them to watch the games on TV or via stream,
- To use the increased attention of the event to promote the Techniker Beach Tour (national Beach-Volleyball Tour of the German Volleyball Federation).

Our cornerstones were:

- Usage of the entertainment aspect of the games to show the fans the beauty of Beach-Volleyball,

- Usage of German heroes like Laura Ludwig who is also well known beyond the "borders" of Beach-Volleyball in Germany,
- Usage of the local heroes Julius Thole/Clemens Wickler who were in peoples mind since the World Tour Finals 2018 in Hamburg,
- Usage of the home advantage of the event.

How did we reach the goals?

- Most important content were the match videos of the event
  - The goal was to show all sport fans the beauty of Beach-Volleyball
- We used memes which are a phenomena in internet
  - The goal was to interact with fans which are not familiar with Beach-Volleyball
- We used graphics which compare the great performances at the World Champs with other sports (comparison Thole/LeBron James)

What were our results?

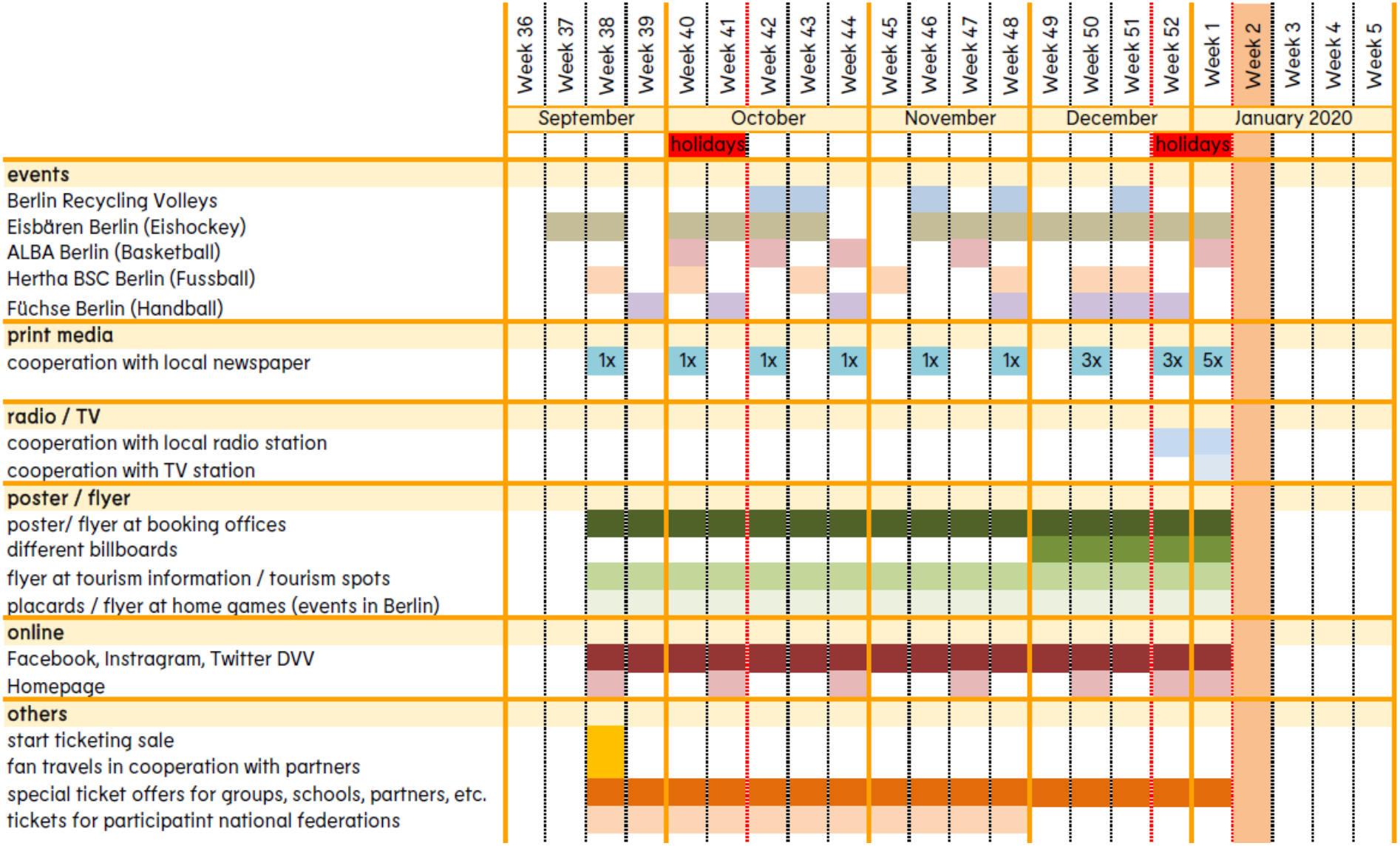
- Our best video reached an organic audience of 1.6 million people on Facebook
- We reached an organic audience of 10.9 million
  - Facebook (5.6 million)
  - Instagram (2.7 million)
  - Instagram Stories (2.6 million)
- We reached 284.000 organic interactions
  - Facebook (79.000)
  - Instagram (205.000)

5.5 Communication & Promotional Plan

According to the marketing and communication strategy, which was explained in details above, the communication focuses on the following key objectives:

- To sell tickets within all target groups,
- To use the particular attentiveness to promote the Olympic Qualification Tournament,
- To increase the visibility of volleyball and the German Volleyball Federation,
- To reach also new target groups; especially the young generation.

Please find below an exemplary communication and promotional plan, which focuses on the defined core target groups volleyball community, sport fans and broad public. The activities towards media - a key player and multiplier for reaching these target groups – are indicated specifically.


Week 36
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Week 51
Week 52
Week 1
Week 2
Week 3
Week 4
Week 5
September
October
November
December
January 2020
holidays
holidays
events
Berlin Recycling Volleys
Eisbären Berlin (Eishockey)
ALBA Berlin (Basketball)
Hertha BSC Berlin (Fussball)
Füchse Berlin (Handball)
print media
cooperation with local newspaper
1x
1x
1x
1x
1x
1x
3x
3x
5x
radio / TV
cooperation with local radio station
cooperation with TV station
poster / flyer
poster/ flyer at booking offices
different billboards
flyer at tourism information / tourism spots
placards / flyer at home games (events in Berlin)
online
Facebook, Instragram, Twitter DVV
Homepage
others
start ticketing sale
fan travels in cooperation with partners
special ticket offers for groups, schools, partners, etc.
tickets for participatint national federations

Chapter 5

Annex

Exemplary Analysis of Social Media campaign during Beach Volleyball World Championships 2019

How did the WCH boom look like on Facbook & Co.?

reached 1,6 mio. people!

Target: reach

Ludwig/Kozuch-highlight reached more people than the "World Champion" post of 2017!

How did the WCH boom look like on Facbook & Co.?

reached 115.000 people!

Target: TV audience

Through the continuous establishment of the "tune-in" format, we were able to reach more people with the final post than at the 2017 World Championship.

How did the WCH boom look like on Facbook & Co.?

Target: reaching other audiences

We've been able to relate non-volleyball fans to the sports of volleyball by putting the athletic performance of DVV athletes in relation to athletes like LeBron James.

What were the quantitative results?

	Touchpoints	Reach	Engagement	Fans
	156 posts	10,9 mio. impressions	284.000 interactions	+5.600 new fans
	62	5,6 Mio.	79.000	+1.400
	77	2,7 Mio.	205.000	+4.200
	17 (190 Slides)	2,6 Mio.		

Periode: 24th June to 14th July

How do we compare with others?

Increase of new fans:

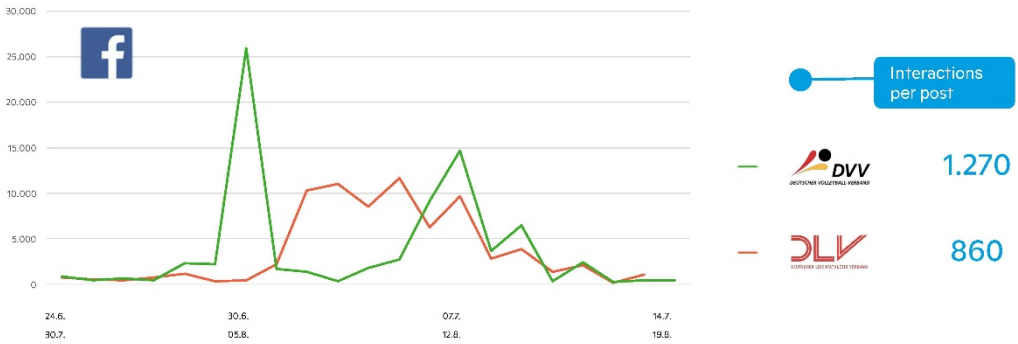
	DVV	VS	DLV	VS	DSV	VS	Mainz 05
	Beach WCH 2019		Athletics World Cup 2018		Biathlon World Cup 2019		Last game day of (Bundesliga)
	24.6. to 14.7.		30.7. to 19.8.		4. to 24.3		6. to 26.5
Facebook	+1.400		+700		+2.700		+275
Instagram	+4.200		+3.600		+2.500		+3.100

How do we compare with others?

DVV VS DLV

Number of interactions per day on Facebook:

- DVV: 24.6. to 14.7.
- DLV: European Championship 2018 (30.7. to 19.8.)

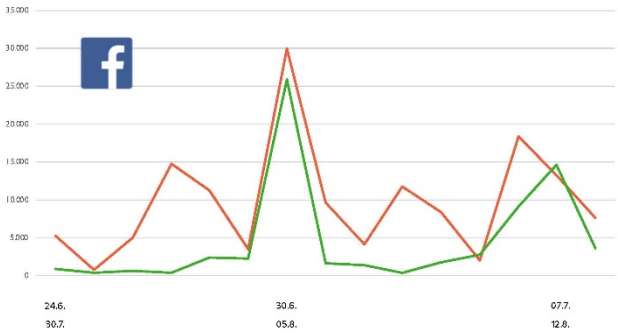


How do we compare with others?

DVV VS DSV

Number of interactions per day on Facebook:

- DVV: 24.6. to 14.7.
- DSV: Biathlon World Championship 2019 (4. to 24.3.)



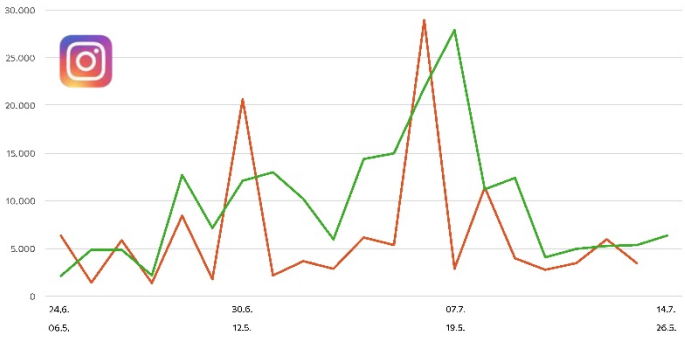
	Fans	Interactions per post
DVV	51.000	1.370
	-47%	-28%
DSV	96.000	1.910

How do we compare with others?

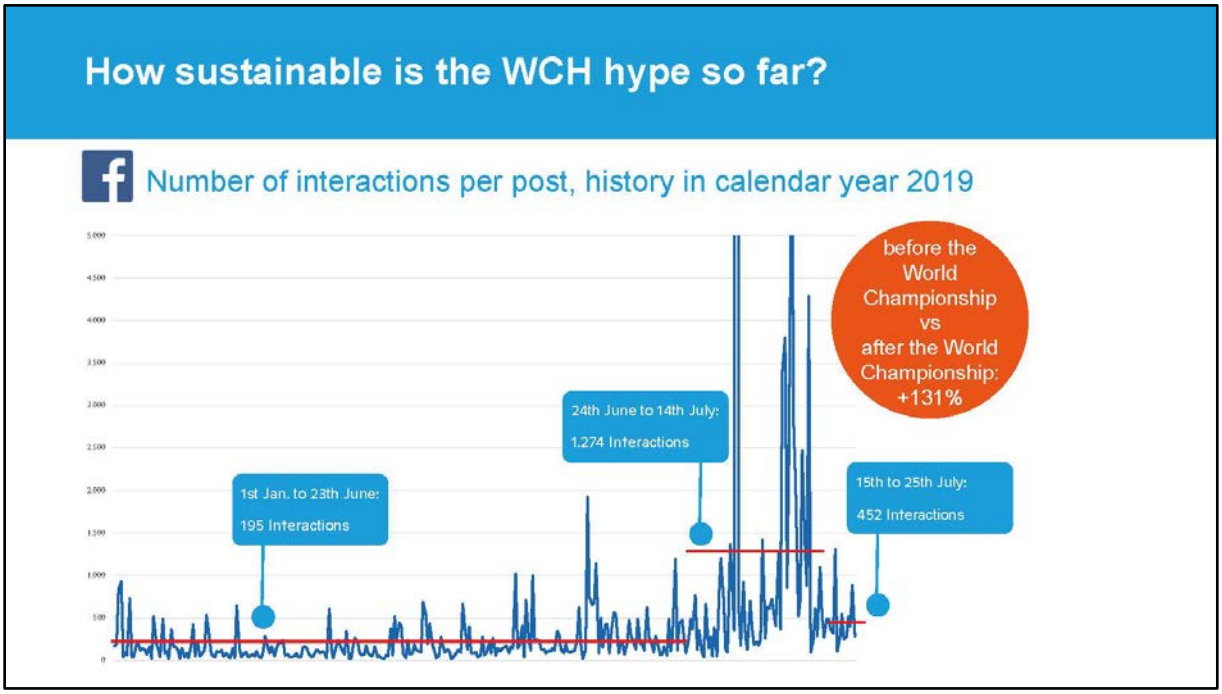
DVV VS Mainz 05

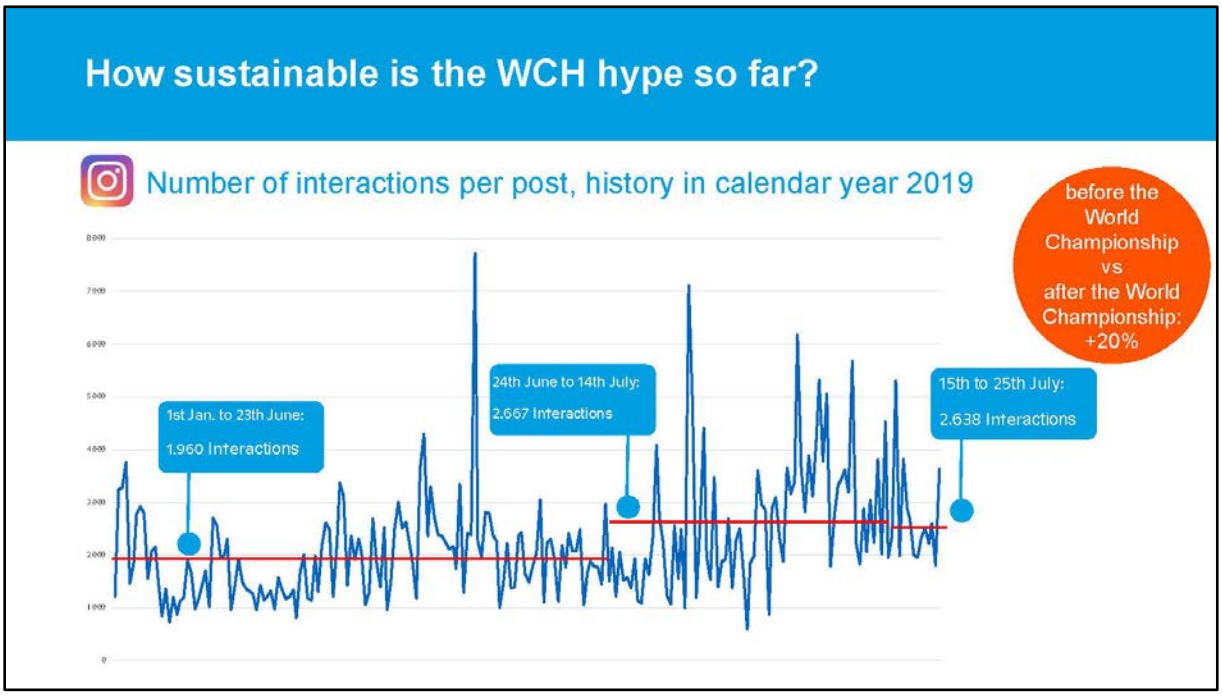
Number of interactions per day on Instagram:

- DVV: 24.6. to 14.7.
- Mainz 05: Last game day of the Bundesliga (6. to 26.5.)



	Interactions per post
DVV	2.650
Mainz 05	2.530


How sustainable is the WCH hype so far?
Number of interactions per post, history in calendar year 2019
before the World Championship vs after the World Championship: +131%
24th June to 14th July: 1.274 Interactions
1st Jan. to 23th June: 195 Interactions
15th to 25th July: 452 Interactions


How sustainable is the WCH hype so far?
Number of interactions per post, history in calendar year 2019
before the World Championship vs after the World Championship: +20%
24th June to 14th July: 2.667 Interactions
1st Jan. to 23th June: 1.960 Interactions
15th to 25th July: 2.638 Interactions

Chapter 6

Services

6.1 Accommodation & Hotels

6.1.1 Potential Hotels

Potential hotels are listed in the table below. At this stage in the process, the allocation of teams, officials (including VIP), press and the organizer is preliminary. Once the German Federation is appointed to host the Olympic Qualification the official allocation will be announced. All hotels meet the desired standards (e.g. free Wi-Fi) and are blocked at minimum three days prior to the start of the first match of the Olympic Qualification.

Hotel	Distance to Airport by car		Distance to Max-Schmeling-Hall by car	Hotel category	Type of rooms	Meeting room capacity
	Tegel	Schöne-feld				
Wyndham Garden (Teams)	9 km 20 min	30 km 45 min	3,1 km 13 min	****	Standard room, Superior room, Junior Suite, Suite, 3-bed room	7 meeting rooms
H4 Hotel (Officials, Press)	12 km 32 min	22 km 38 min	3 km 10 min	****	Comfort room, Business room, Junior Suite, Suite	13 meeting rooms
Park Inn by Radisson (Officials)	12 km 30 min	22 km 38 min	4 km 12 min	****	Single room, Standard room, Panorama room, Spagos Suite, Junior Suite, Colour Suite, Sky Suite	14 meeting rooms
Vienna House Andel's (Officials)	15 km 37 min	21 km 36 min	5 km 14 min	****	Superior room, Deluxe room, Executive room, Junior Suite, Superior Suite, Deluxe Suite	37 meeting rooms
H+ Hotel HVD 4 Youth (Press, Organiser)	11 km 25 min	25 km 43 min	0,6 km (8 min – by foot)	***	2-bed room, 3-bed room, 4-bed room	-

Wyndham Garden Berlin Mitte

Contact:
Wyndham Garden Berlin Mitte Hotel
Osloer Straße 116 a
13359 Berlin, DE
Telefon: +49 800 10 10 88 0
E-Mail: info@wyndhamgardenberlin.com
Website: www.wyndhamhotels.com

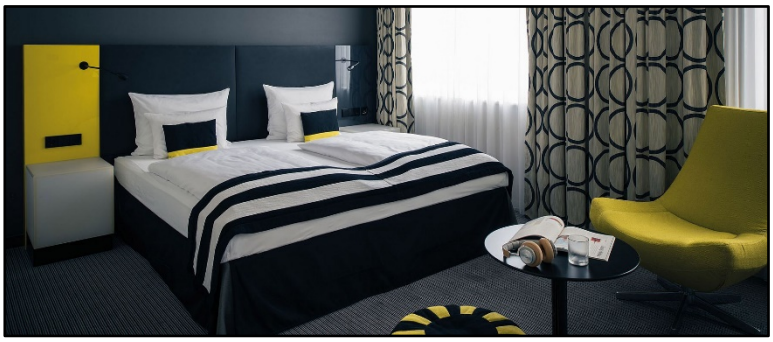
H4 Hotel Berlin Alexanderplatz

Contact:
Karl-Liebknecht-Straße 32
10178 Berlin, DE
Telefon: +49 30 3010411-0
Fax: +49 30 3010411-550
E-Mail: berlin.alex@h-hotels.com
Website: www.h-hotels.com/de/h4/hotels/h4-hotel-berlin-alexanderplatz

Park Inn by Radisson Berlin Alexanderplatz

Contact:
Alexanderplatz 7
10178 Berlin, DE
Telefon: +49 30 2389-0
Fax: +49 30 2389 -4305
E-Mail: info@parkinn-berlin.com
Website: www.parkinn-berlin.de

Vienna House Andel's Berlin



Contact:
Landsberger Allee 106
10369 Berlin, DE
Telefon: +49 30 453 053 0
E-Mail: info.andels-berlin@viennehouse.com
Website: www.viennahouse.com/de/andels-berlin

H+ Hotel HVD 4Youth

Contact:
Bernauer Straße 45
10435 Berlin, DE
Telefon: +49 30 45198880
Fax: +49 30 45198889
E-Mail: berlin.hplus@h-hotels.com
Website: www.h-hotels.com/de/hplus/hotels/hplus-hotel-4youth-berlin

6.1.2 Food & Beverages

The food and beverage services at the hotels will be flexible and in accordance to the competition timetable. Every meal for the teams will be served as a buffet in a separate room. The hotels will provide sportsmanlike food and will respect the volleyball nutrition complexities and requirements of the teams. A menu example is listed below.

Breakfast

- variety of fruits
- cereals (also non-sugared), oat meal
- cold cuts, cheese, cottated cheese, lowfat quark
- eggs
- yogurt (also soy)
- nuts
- coffee, tea, milk, fresh juices, milk-substitute

Lunch and Dinner

- salad with beetroot, served separated from the warm meals
- salad dressing for self-preparation: oil, vinaigrette etc.
- daily vegetables
- pasta (with separated sauce), rice, potatoes (preferably non-produced products & full grain)
- meat (chicken, beef) & fish
- if fish is served, other meat is served (as not all athletes eat fish)

- all meals with less sauce, low fat, not spicy & less spices, non-fried food & meat/fish without breadcrumbs
- for desert: a lot of fruits (definitely bananas), also light sweets

Drinks

- water (sparkling and still)
- apple spritzer

Snacks

- fruits (definitely bananas) and cake (without cream; fruit and dry cakes suit best)
- pasta (if possible on match days)
- coffee, tea, water, juices

6.2 Transportation

Germany is in the comfortable situation to possess a well-developed traffic infrastructure. As all proposed airports, competition and training venues as well as hotels meet high European standards; access and parking do not cause any difficulties.

For local transports including from and to the airports as well as daily transports to and from training/-match, a sufficient number of busses will be provided for the transportation of the teams. Transportation of officials, referees and guests will be arranged by minibuses and managed by the local transportation manager.

6.2.1 Local Airports

For all guests, athletes, officials and referees, transport from the airport to the respective hotel will be organized. All airports are easily accessible by car and the pick-up can be organized close to the arrival hall. Please find below more details on the respective airports.

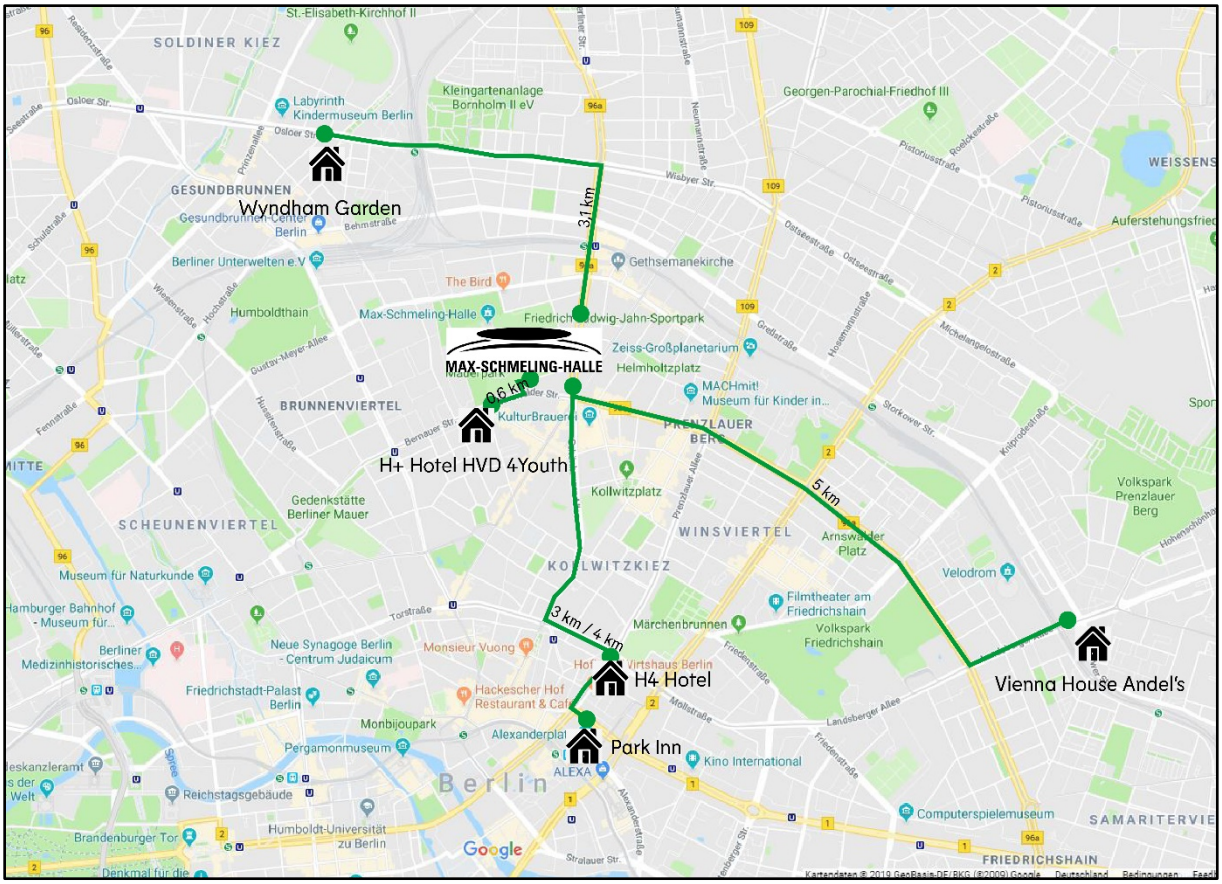
Airport Berlin Tegel (TXL)

Tegel Airport is Berlin's busiest airport and the economic backbone of Berlin Airports. Located in the northwest of the city, it benefits from its central location. Tourists and business travellers alike use the airport. Tegel is an important hub of Eurowings and also offers a wide range of transfer potential. In 2018, Tegel produced around 22 million passengers. Tegel Airport is notable for its hexagonal terminal building around an open square, which makes walking distances as short as 30 m from the aircraft to the terminal exit. The airport is linked by several bus lines, which offer connection to the underground and metropolitan railway as well as to long distance trains.

Airport Berlin-Schönefeld (SXF)

Schönefeld Airport, located in the southeast of Berlin, is the base for low-cost carriers like Ryanair, easyJet, Wizz Air and Norwegian. Attractive destinations at reasonable prices all over Europe make Schönefeld equally interesting for tourists and business travelers. From the airport you can get on the rail and on the road quickly and easily to the center of Berlin and to various destinations in the state of Brandenburg.

Overview of Berlin with the indicated airports TXL & SXF

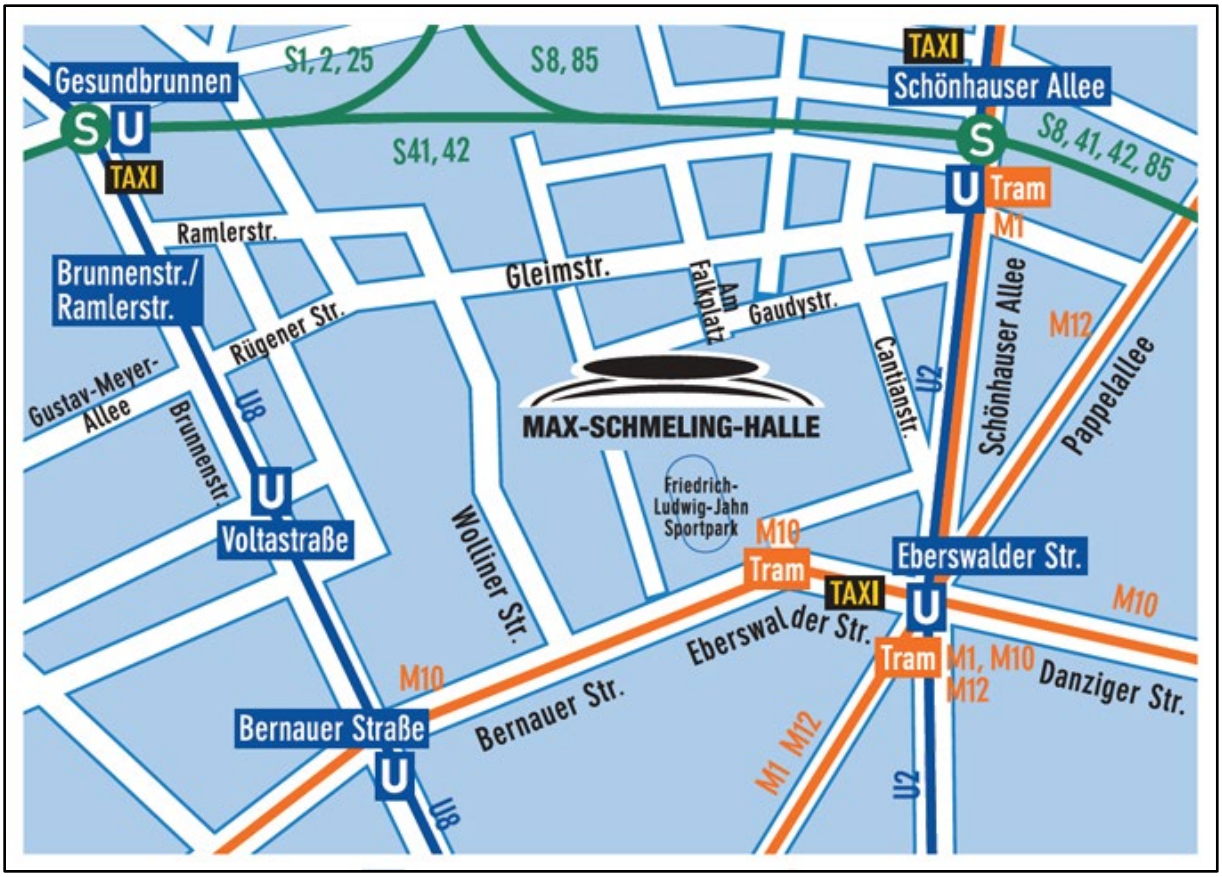


Overview of Berlin showing the suggested hotel & distances

6.2.2 Public Transport

The following table and map show a brief overview of the nearest public transport stations to reach the competition hall. A detailed route map is in annex 6.

Station	Walking Distance to competition hall		Means of transport		
	In meters	In minutes	Local (U, S), regional (RE) and national trains	tram	bus
Eberswalderstraße	800 m	10 min	U2	M1, M10, M12	N2
Voltastraße	1.100 m	13 min	U8		247, N8
Gesundbrunnen	1.500 m	20 min	S1, S2, S25 S41, S42, S45, U8 RB19, RB27, RB60, RE3, RE5, RE6 CNL, EC, IC, ICE		
Bernauer Straße	1.400 m	18 min	U8	M10	247, N8
Schönhauser Allee	700 m	7 min	S8, S41, S42, S85, U2	50, M1, M13	N2



6.2.3 Measures to facilitate Traffic Flow, Punctuality and Reliability

Given the reliability and punctuality, the high standard of traffic system as well as the modest distances between hotels and competition venues, there seems no need for specific measures to ensure punctuality and reliability. The local transportation team will ensure to carefully plan all transportation schedules according to traffic flow and to include enough buffer time to avoid delays.

If due to construction work or special events, the traffic flow might be an issue at this time, the local organizing committees will together with the public authorities take the necessary steps.

6.3 Visa Procedure

The German Volleyball Federation guarantees a smooth expiry of visa procedures. The DVV has a direct link to the National Olympic Committee (DOSB) and to the Federal Ministry of the Interior, who have the authorization to help of case in of any complications. Please find their confirmation of support in the letters in annex 1.

6.4 Accreditation & Security

6.4.1 Overall Accreditation Concept

The DVV has had its own program for many years to carry out the accreditations. For this purpose, the data (name, date of birth, photo, etc.) of all individuals are recorded in one system

and assigned to a certain group (player, referee, service, LOC, CEV official, TV, press, etc.). The number of days as well as the access areas for the subgroups or the individual accreditation holders are determined. The table below shows six access areas, each marked with a color. The corresponding hall sections can be found in annex 6 in the accreditation plans. Security guards will check each person passing a certain accreditation section to ensure no one can enter without the proper permission. In addition, the security guards positioned at the entrance will check all accreditations daily via photo and will punch with a plier on the date, so no invalid accreditation can be passed on. Overall, through the combination of clearly defined access areas with positioned security guards checking accreditations at the entrance and all access areas the safety of the event will be guaranteed.

Most accreditations will be issued before the start of the event. If additional people have to be accredited on-site, they can easily be printed at the accreditation desk. There will be an organization team responsible for the accreditation counter during the whole period of the tournament.

Accreditation Areas	Access & Explanation
(1) Competition	Competition Area (within the LED-boards) Warm-up-hall
(2) Backstage	Backstage / Changing rooms Crew-Catering Storage
(3) Press / Media	Media Centre with working room, press-conference room & catering, Working space on the tribune Mixed Zone
(4) TV Broadcast	Camera Positions Competition Area & Mixed Zone TV Compound

(5) Anti Doping	Anti-Doping Area Medical Area
(6) Organization	Offices NOC, CEV & Sports Media Agengy
Public Area	Foyer / Public Area
Escort function (marked with "+")	If an accreditation area is marked with "+", the holder of the accreditation may take other persons into the area.

6.4.2 Accreditation Procedure for Media

To keep up pace with the high expected demand for accredited media, an online accreditation procedure is foreseen (either via the CEV Media Club or the German Federation). Journalists, photographers and all other involved media can apply for their accreditation on the event website of the German Volleyball Federation (or the CEV Media club) by filling in the details, which are known from the hardcopy accreditation forms. The accreditation request will be checked by the CEV press officer and the press director of the organizer and approved or rejected via e-mail, including a username and a password for the closed media section on the website if the status is confirmed.

6.5 Medical & Anti-Doping

6.5.1 General Medical Issues

The organizer will appoint an experienced local doctor as responsible person for all medical and anti-doping issues. This person will be the main contact for:

- First Aid (athletes),
- Health check and alcohol test of the referees and the competition officials,
- Support of the anti-doping authorities.

Besides the local doctor, a first aid crew will be hired for the whole duration of the tournament to ensure the security and health of all people involved. In case of any emergency several

hospitals nearby the venue are available. Additionally, the doctors of the German Federation are located in Berlin and well connected to the local infrastructure.

Venue	Closest Hospital	Distance to Venue	Further Hospital	Distance to Venue
Max-Schmeling-Halle Berlin	**Vivantes Klinikum Prenzlauer Berg**	1,7 km	**St. Hedwig Krankenhaus**	2,2 km

All required medical facilities are available in the venue. The areas are shown in the zoning plan (Backstage) in annex 6.

6.5.2 Anti-Doping Controls

The National Anti-Doping Agency (NADA) is located in Bonn and is the responsible organ for fighting against doping in Germany. Founded in 2002, it implements the WADA code into national laws and regulations (National Anti-Doping Code) and it is the main counterpart for all national sport federations, medicals and athletes. NADA is an independent institution, which is founded by a stakeholder model of sports, economics and government - but not subject of directives of these stakeholders. The NADA fights for equal opportunities of all athletes worldwide.

NADA strictly follows the "no-tolerance-policy". More than 4.000 athletes are tested out of competition yearly, which all have to agree in an extra anti-doping contract. Public funds are also strictly bound to NADA proofed anti-doping concepts. Main tasks of the NADA are:

- Implementation of the WADA-Code into a NADA-Code,
- Implementation and safeguarding of a standardized doping control system in Germany,
- Issuing of medical special approvals and pharmaceutical replies (TUE) on national level,
- Prevention,
- Legal advice for federations and athletes,
- Institution of an independent sports arbitral court (since January 1st 2008),
- International cooperation.

Generally, NADA decides about the athletes, place and date of doping controls in Germany. Experienced external service provider conducts the controls as well as the transfers of samplings to laboratories:

- **Professional Worldwide Controls GmbH (PWC)**
  Stephanie & Volker Laakmann
  Rudolf-Diesel-Str. 7a
  82205 Gilching
  Fon +49 8105 734 06 304
  Fax +49 8105 734 06 310

- **Global Quality Sports GmbH (GQS)**
  Michael Jablonski
  Eichwiesenring 10
  70567 Stuttgart
  Fon +49 711 460 5715 0
  Fax +49 711 460 5715 9

CEV will be responsible for coordinating and covering the Anti-doping tests during the Olympic Qualification Tournament in Germany according the respective regulations. The German Volleyball Federation guarantees that all needed facilities will meet the international standards and that the personnel in charge of anti-doping will be supported completely.

6.5.3 Anti-Doping Laboratories (WADA)

Two laboratories with an excellent international reputation are accredited by WADA as anti-doping laboratories in Germany, namely the Laboratory for Doping Analysis in Cologne and the Institute of Doping Analysis and Sports Biochemistry (IDAS) in Kreischa near Dresden.

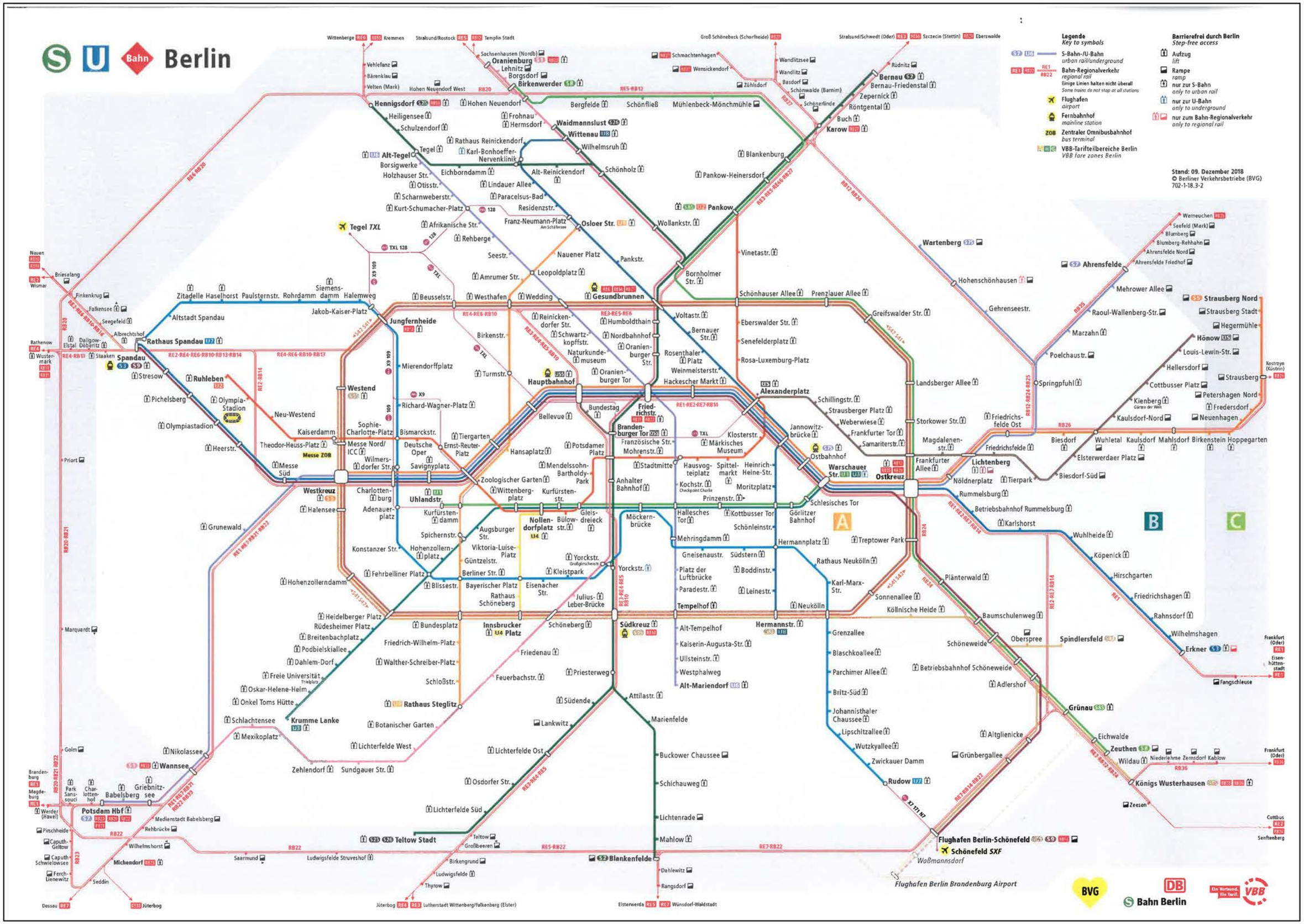
- **Kreischa, GERMANY**
  Institut für Dopinganalytik und Sportbiochemie
  Dr. Detlev Thieme
  Dresdner Str. 12
  D-01731 Kreischa
  Fon +49 35206 2060
  Fax +49 35206 20620

- **Cologne, GERMANY**
  Institut für Biochemie der Deutsche Sporthochschule Köln
  Prof. Dr. Wilhelm Schänzer
  Am Sportpark Müngersdorf 6
  50933 Köln
  Fon +49 221 4982 4920
  Fax +49 221 4973 236

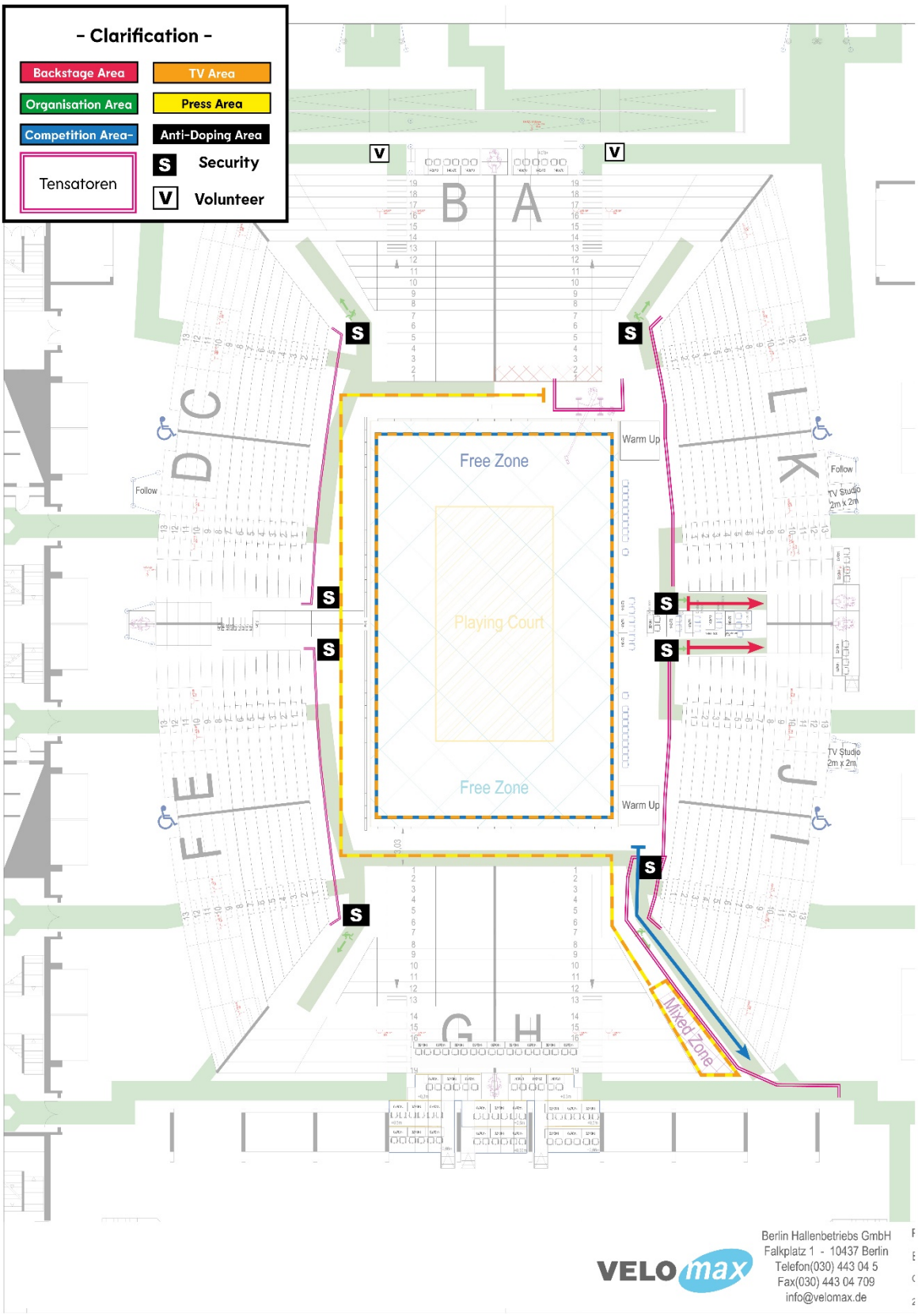
Chapter 6

Annex

Public transportation map Berlin



Zoning plan Competition Court



Zoning plan Backstage

Zoning plan Press-Center & Training hall

Chapter 7
Event impact

7.1 Volunteer Program

Volunteers play an essential role when hosting major sports events. Most competitions are simply impossible to realize without the support of numerous, passionate and enthusiastic people who sacrifice their spare time in order to make the event run smoothly.

The program of former major volleyball and beach volleyball sports events in Germany attracted many volunteers all over Europe. For instance, volunteers from several countries applied and supported the Olympic Qualification 2016 in Berlin. An overwhelming number of volunteers came from the participating nations.

7.1.1 Former Volunteer Programms

- Established for the Olympic Qualification 2016 in Berlin
  - Link: http://volunteers.golympia.org/anmeldeformular/
  - Fact: By using an online application tool, more than 230 people (excluding ball retrievers) applied for the volunteer program.

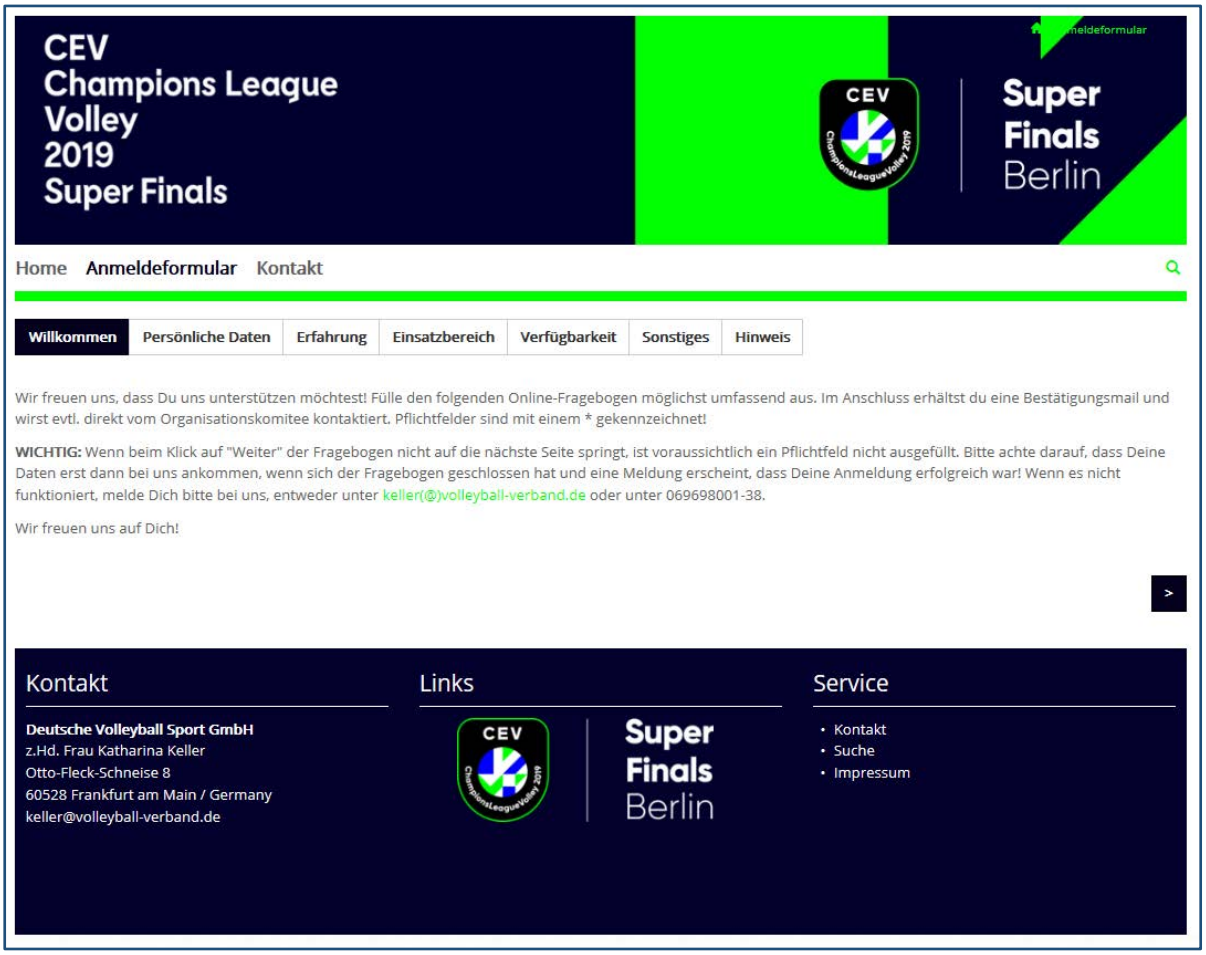
- Volleyball Nations League Tournaments & Friendly Matches of the National Teams

- DVV Cup-Final

- CEV Champions League Volley Super Finals 2019 in Berlin
  - Link: https://volunteers-halle.volleyball-verband.de/anmeldeformular/
  - Fact: About 100 people offered to volunteer

- German National Beach Volleyball Tour „Techniker Beach Tour“ - since 2018
  - Link: https://volunteers.volleyball-verband.de/home/
  - Fact: More than 125 applications in 2019

Various information are enquired via the volunteer program. Below the categories personal data, experience, area of application, availability and others are listed, which are passed through each person.



Due to the various projects listed above, the German Volleyball Federation has a lot of experience defining the necessary number of volunteers for major volleyball tournaments. In addition, the federation can use its established volunteer program structure to acquire motivated and experienced supporters throughout various channels reaching everyone interested. All available channels can be used to get in touch with the largest number of people possible, including:

- the existing volunteer-portal, which can be easily adapted to the Qualification needs,
- a mailing list of supporters who volunteered for former events,
- the event's official website,
- the website of the German Volleyball Federation,
- the official newsletter published by the German Volleyball Federation,
- the social media channels (Facebook, Instagram & Twitter),
- the regional volleyball associations,
- the Host City Berlin.

7.1.2 Time Schedule

10/2019 Start of the official volunteer program

- Defining the divisions: set-up, logistics, court assistance, competition, press, hotel, all-rounder, runner, ticketing, security support & team guides (adequate language skills matching the participating team's language)

Official communication

- via all channels

12/2019 Invitation to applicants

- with detailed information about the next steps and the assigned tasks

01/2020 Kick-Off-Event

- With all volunteers and a motivational speech (e.g. Head Coach or Player of the German national team) a few days before the official start of the Olympic Qualification.
- Distribution of the official clothes & accreditations
- Presentation of the respective working divisions & briefings

Start of the Olympic Qualification

7.2 Sustainability

Supporting a green Olympic Qualification Tournament is the desire of the German Federation. Saving costs and natural resources should be an important aspect for a positive perception of the event. In general, care is taken to save energy and resources, e.g. by only turning on the competition lights when they are required. A further possibility is to provide the official programs as a digital version instead of a printed brochure.

In Germany, household rubbish is generally separated into plastic, paper, biological waste and residual waste. Of course, this system of waste management will be implemented during the Qualification Tournament. It is also common in Germany that a pledge is risen on all bottles.

The catering for crew, volunteers and VIPs will be served as a buffet to reduce packaging material. The supply of drinks will be done as described above using pledge bottles, so that they can be recycled. The requested caterer relies on reusable and disposable dishes that are biodegradable.

All branding material installed in the venue, could be produced of fireproof fabric, which will also avoid using plastic. In addition, the branding material could be transformed into merchandising products (bags, etc.) after the event.

For sustainable transportation of spectators, it is possible to include the public transport permission into the tickets for all matches. In addition, minibuses are used to organize the local transportation of officials and staff in order to reduce the necessary number of rides.

7.3 Legacy & Monitoring of Success

Basically, the success of this event relates to the achievement of the objectives of the German Federation outlined in "Vison and concept" (chapter 1). Nevertheless, success and legacy could never be unidimensional: they have to pay tribute to the expectations and purposes of all stakeholders:

- Organizers (CEV, organizing federation, venue etc.),
- Athletes & teams,
- Sponsors & media,
- Institutional partners & the host city,
- Local institutions (regional volleyball federation, clubs etc.),
- Spectators etc.

In cooperation with Repucom, the German Volleyball Federation has carried out a study for the Olympic Qualification 2016 around the topic "Host City Impact of the Volleyball Olympic Qualifier - Economic Impact and Spectator Satisfaction of the 2016 European Olympic Qualification Tournament in Berlin". The results are shown in annex 7. For the Olympic Qualification 2020 an internal trainee of the Federation will write a master thesis based on the same topic. Thus, the social, economic and sustainable impact of the event will be again evaluated through a scientific survey on-site or afterwards (online).

Concluding, the German Federation believes legacy of this unique tournament comes through the success of achieving the objectives that are set beforehand. For the Olympic Qualification Tournament this means:

General dimension:

- The successful overall organization of the event based on the judgements of the above-mentioned stakeholders.
- The inspiration of the young generation to become potential volleyball players and fans.

Sportive dimension:

- The qualification for the Tokyo 2020 Olympic Games for the German Men's National Team.

- The generation of a high number of (local) spectators to create a big enthusiasm for the sport of volleyball. This will be an important basis for future events in Germany and the long-term strategy of the federation.

Economic dimension:

- The contribution to the local economy within a balanced profit and loss statement.

Chapter 7

Annex

MANAGEMENT SUMMARY
EVENT OVERVIEW

JANUARY
5TH – 10TH, 2016

APPROX. 12,600
INDIVIDUAL VISITORS*

APPROX: 730 TEAM
MEMBERS & ENTOURAGE

241 HOURS
TV BROADCAST TIME

BERLIN
2016 Men's European
Olympic Qualification

* Calculation of individual visitors is based on official ticket sales and market research results on attendance on each of the six event days.

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MANAGEMENT SUMMARY
EVENT OVERVIEW

8,650 ...individual spectators from outside Berlin

90% ...of visitors state that the Olympic Qualification tournament was the main reason for their trip to Berlin

6 days ...spent on average in Berlin

67% ... of the visitors are very likely to return to Berlin beyond the event

Place of residence of individual spectators of the Olympic Qualification tournament

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MANAGEMENT SUMMARY
TOTAL EVENT IMPACT

TANGIBLE IMPACT

EUR 3.4m	Direct economic impact through event visitors, organizer and any entourage in Berlin
EUR 4.7m	Induced economic impact due to this growth in purchasing power in Berlin (multiplier effect)
EUR 18.0m	Media value generated for the City of Berlin
EUR 26.1m	**Total tangible impact for Berlin**

INTANGIBLE IMPACT

- Many visitors acknowledge the uniqueness and great atmosphere of the Olympic Qualification event
- Berlin was able to welcome thousands of visitors from outside the host city who primarily came to the city for the tournament.
- For these visitors the host citiy was able to present itself – and many of the visitors see a positive influence of the event on their perception of the city
- Consequently, the positive perception of the city's image leads to high consideration of a return visit beyond the event

- **Positive image effect among visitors from outside the city**
- **High probability of a return visit**
- **Positive event satisfaction in Berlin**

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MANAGEMENT SUMMARY
LEVELS OF IMPACT

ECONOMIC IMPACT

- EUR 3.4m of direct event-related impact on Berlin through event visitors, organizer and any entourage
- Based on the economic multiplier effect, this direct event impact accumulates to a total economic impact of EUR 8.1m
- EUR 1.9m of local spending by event visitors, primarily for accommodation and travel
- EUR 1m of local spending by organizer
- EUR 0.5m of local spending by entourage for accommodation, travel etc.

MEDIA & MARKETING IMPACT

- EUR 18.0m of media value generated for the City of Berlin through TV, print, and online coverage.
- 7.3m sponsoring contacts reached by Berlin
- Visitors to the event in Berlin perceive a positive impact to the host city's image thanks to the Olympic Qualification tournament, considering Berlin an international and cosmopolitan city with friendly people
- Two thirds of visitors are very likely to return, 62% would recommend visiting Berlin to acquaintances

EVENT PERFORMANCE

- The tournament in Berlin has a mostly positive level of event satisfaction
- The evaluation of the tournament, especially in regard to the uniqueness and the atmosphere, is on a good level

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Letter of Commitment

Please print the following text on the official letterhead of your organization. The names of all parties and their representatives shall be included at the end of the text.

Please return one signed original Letter of Commitment as well as the BID Checklist documentation along with your overall application.

Dear Sir or Madam,

Hereby, we decide to apply for the organization of the CEV Volleyball European Olympic Qualification 2020, hereinafter "the CEV competition":

☑ Men

☐ Women

The present letter expresses our serious and clear commitment to host and organize the above mentioned CEV competition. We will deliver our very best to produce and stage a professional event that is seen by Volleyball fans, media and partners as a true international sport event.

By submitting this Application, we are fully and unconditionally willing to organize the CEV competition; in accordance with the data mentioned in this Application and the requirements set by the CEV in the Application guidelines.

We also confirm that we have duly read, accept and adhere to the CEV Volleyball Competitions Regulations and Organisation Guidelines for National Teams. We also confirm that our Application is complete, accurate, realistic and in accordance with the CEV requests for information. The overall organization budget of the CEV competition as well as the payment of the Organiser fee is already fully guaranteed and secured.

We own, have or will obtain all the necessary and appropriate rights, licenses, consents skills, workforce, experience and other resources to comply with the CEV requirements and implement the content of our Application.

If the CEV appoints us as Organiser, we acknowledge, agree and warrant that our Application will be considered as a binding agreement.

Best regards

Frankfurt, August 2019
Place, Date

Mr. René Hecht
Name, signature and seal

DEUTSCHER VOLLEYBALL-VERBAND E.V. DVV MITGLIED DER FIVB

CEV Tokyo Volleyball European Qualification 2020

Released on 01/10/2019

Official Communications No. 1

cev.eu
#RoadToTokyo

1. Introduction 2
2. Teams qualified 2
3. Team Registration 3
4. Competition Format 3
5. Official ball 4
6. Administrative Deadlines 4

1. Introduction

The European Volleyball Confederation is pleased to launch the preparations for the Tokyo 2020 Olympic Games – CEV Tokyo Volleyball European Qualification 2020 tournaments for Europe.

The organisers for these tournaments are confirmed as:

- Women – Apeldoorn (NED) - competition dates between 05-12/01/2020 (TBD)
- Men – Berlin (GER) - competition dates 05-10/01/2020

The winning team of each genders tournament will qualify directly to the Tokyo 2020 Olympic Games. The women's teams of Italy, Russia and Serbia and men's teams of Italy, Poland and Russia already gained the place in Tokyo 2020 Olympic Games through the Intercontinental qualifications held earlier this summer.

These events in January will be entirely managed and processed via the CEV database and therefore we ask all National Federations to apply the necessary accuracy while using it.

2. Teams qualified

The following 8 teams are entitled to a slot in their respective tournament:

- The respective organiser,
- The top 7 teams, not already qualified, taken from respective CEV European Ranking List after the respective European Championship

According to the respective European Ranking lists, these are the following teams:

STATUS OF TEAMS	#	MEN		#	WOMEN	
Qualified Teams		Country/NF	↓ CEV European Ranking		Country/NF	↓ CEV European Ranking
① The organiser (1) and 7 best ranked teams not yet qualified according to the CEV European Rankin List	1	GER	ORG. / 10	1	NED	ORG. / 3
	2	SRB	1	2	TUR	4
	3	FRA	3	3	GER	6
	4	BEL	6	4	BUL	7
	5	SLO	7	5	POL	8
Men as per 30/09/2019	6	BUL	8	6	BEL	9
Women as per 09/09/2019	7	NED	9	7	CRO	10
	8	CZE	11	8	AZE	11

In case one of the listed teams will not use its right to participate, the next best team (not yet qualified) will be selected from the relevant CEV European Ranking List (as mentioned Men as per 30/09/2019 and Women as per 09/09/2019).

3. Team Registration

In order to fulfil a tournament slot to which a team has qualified to, the National Federation of the concerned above mentioned teams must completed and sign the Team Registration form available inside the CEV Database:

01CH (Team Registration)

The registration deadline for closing and sending the above-mentioned form is:

October 10, 2019 at 23:59 CET

After closing the form on-line, National Federation must click "print form" and then sign and stamp the paper copy and send it by registered letter to the CEV Office.

The original must also be sent by post with a post mark dated on or before the above mentioned deadline, for the registration to be valid.

4. Competition Format

The competition format for each tournament will be as follows:

Round
2 x Preliminary Pools of 4 teams (12 matches in total)
Cross over Semifinals (1st A vs 2nd B / 1st B vs 2nd A) (2 matches)
Final match (Winners of Semifinals) (1 match)

Teams will be seeded according to the Serpentine System based on the relevant CEV European Ranking List (as mentioned Men as per 30/09/2019 and Women as per 09/09/2019).
The host is seeded as top of Pool A.

Following the Team registration deadline, the two pools will be announced by CEV and then once approved the full match programmes.

5. Official ball

All matches during the CEV Tokyo Volleyball European Qualification 2020 – Men/Women will be played with the;

MIKASA V 200 W

6. Administrative Deadlines

Item:	Deadline:	Action:	Other information
CONTACT DETAILS OF PARTICIPATING NFs and THEIR TEAM DELEGATION	**November 25th 2019** Women/Men	All participating National Federations are required to provide email and phone number of the following persons on their NF/delegation: - NF TEAM ADMINISTRATION COORDINATOR - NF HEAD COACH - NF TEAM MANAGER - NF TEAM MEDIA OFFICER	Please send an email to events@cev.eu and with the requested contact details.
PLAYER LICENSES 04 Form (all players)	**November 28th 2019** Women/Men	All participating National Federations are required to apply players by applying for player licenses using the existing CEV 04 form within the set deadline.	The CEV 04 Form can be found inside the NF user area of the CEV Database.
PLAYERS 'LONG LIST' 05 Form	**December 05th 2019** Women/Men	All participating National Federations are required to duly complete and close the CEV 05 Form ('TEAM REGISTRATION').	The CEV 05 Form can be found inside the NF user areas of the CEV Database. It is limited to a maximum of 24 players, out of which maximum 14 players will eventually participate in the match. After it is approved, the CEV 05bis will be automatically created.
PLAYERS "SHORT LIST" 05bis Form	**Before each teams Preliminary Inquiry**	Before attending their Preliminary Inquiry, each team must complete and close the CEV 05bis form inside the CEV Database. (FINAL TEAM REGISTRATION)	The maximum 14 players listed on the CEV 05bis form must have already featured on the CEV 05 form (i.e. the players 'long list').

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info@cev.eu · cev.eu

CEV Tokyo Volleyball European Qualification 2020

Released on 31/10/2019

Official Communications No. 2

cev.eu
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1. Pools....2
2. Match program....3

1. Pools

The registered teams were seeded according to the Serpentine System based on the European Ranking list. The host is seeded, as top of Pool A.

WOMEN				
Pool A In Apeldoorn (NED)			Pool B In Apeldoorn (NED)	
THE NETHERLANDS	(NED)		TURKEY	(TUR)
BULGARIA	(BUL)		GERMANY	(GER)
POLAND	(POL)		BELGIUM	(BEL)
AZERBAIJAN	(AZE)		CROATIA	(CRO)

MEN				
POOL A in Berlin (GER)			Pool B in Berlin (GER)	
GERMANY	(GER)		SERBIA	(SRB)
BELGIUM	(BEL)		FRANCE	(FRA)
SLOVENIA	(SLO)		BULGARIA	(BUL)
CZECH REPUBLIC	(CZE)		THE NETHERLANDS	(NED)

2. Match program

CEV Tokyo Volleyball European Qualification 2020 - Men						
	Berlin (GER) **Hall: Max-Schmeling-Halle**					
Date:	**Pool A**			**Pool B**		
Sun 05/01/20	OQM-02 OQM-03	16:30 19:30	SLO vs BEL CZE vs GER	OQM-01	13:30	FRA vs SRB
Mon 06/01/20	OQM-06	20:10	BEL vs GER	OQM-04 OQM-05	14:00 17:00	NED vs SRB BUL vs FRA
Tue 07/01/20	OQM-08 OQM-09	17:00 20:10	BEL vs CZE GER vs SLO	OQM-07	14:00	BUL vs NED
Wed 08/01/20	OQM-12	20:10	SLO vs CZE	OQM-10 OQM-11	14:00 17:00	FRA vs NED SRB vs BUL
	SEMIFINAL MATCHES					
Thu 09/01/20	OQM-13 OQM-14	Either 17:00 or 20:10	1st in Pool A vs 2nd in Pool B 1st in Pool B vs 2nd in Pool A			
	FINAL MATCH					
Fri 10/01/20	OQM-15	20:10	Winner OQM-13 vs Winner OQM-14			

The CEV holds the rights to modify and update the starting times and order of the matches in regards to the TV reasons.

CEV Tokyo Volleyball European Qualification 2020 - Women						
	Apeldoorn (NED) **Hall: Omnisport Hall**					
Date:	**Pool A**			**Pool B**		
Tue 07/01/20	OQW-02 OQW-03	16:00 19:30	POL vs BUL AZE vs NED	OQW-01	13:00	GER vs TUR
Wed 08/01/20	OQW-06	19:30	BUL vs NED	OQW-04 OQW-05	13:00 16:00	CRO vs TUR BEL vs GER
Thu 09/01/20	OQW-08 OQW-09	16:00 19:30	BUL vs AZE NED vs POL	OQW-07	13:00	BEL vs CRO
Fri 10/01/20	OQW-12	20:00	POL vs AZE	OQW-10 OQW-11	13:30 16:30	GER vs CRO TUR vs BEL
	SEMIFINAL MATCHES					
Sat 11/01/20	OQW-13 OQW-14	Either 17:15 or 20:45	1st in Pool A vs 2nd in Pool B 1st in Pool B vs 2nd in Pool A			
	FINAL MATCH					
Sun 12/01/20	OQW-15	17:30	Winner OQW-13 vs Winner OQW-14			

The CEV holds the rights to modify and update the starting times and order of the matches in regards to the TV reasons.

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DEUTSCHER VOLLEYBALL-VERBAND

Speiseplan Männer Nationalmannschaft

Am besten und einfachsten ist immer Buffet:

Frühstück (normaler Standard)

- viel Obst
- Müsli (auch ungezuckert), Haferflocken
- Aufschnitt, Käse, Frischkäse, Magerquark
- Eier
- kein Speck
- Joghurt (wenn möglich auch Soja)
- Nüsse
- Kaffee, Tee, Milch, frische Säfte, wenn möglich Milchersatz (Hafermilch, Mandelmilch)

Mittag- und Abendessen

- Salat wenn möglich inkl. Rote Bete bitte getrennt von den warmen Speisen stellen (Dressing extra, alle Komponenten getrennt, sodass man es sich selber mischen kann)
- Für den Salat am besten Olivenöl und Essig zum selber mischen
- Täglich Gemüse
- Pasta (mit getrennten Soßen), Reis, Kartoffeln (unverarbeitete Produkte und Vollkorn präferiert)
- Fleisch (Hähnchen, Rind, kein Schwein) und Fisch
- Wenn Fisch gereicht wird auf jeden Fall ½ Fisch und ½ Fleisch planen, weil nicht alle Fisch essen
- alles mit wenig Soße, wenig Fett, keine scharfen und generell wenig Gewürze, nicht frittiert und Fleisch/Fisch ohne Panade
- als Nachspeisen: viel Obst (auf jeden Fall Bananen), auch gerne leichte Süßspeise

Getränke

- Wasser (mit und ohne Kohlensäure)
- Apfelschorle
- ca. 0,5l pro Person

Snack (an Trainingstagen)

- Obst (auf jeden Fall Bananen) und Kuchen (ohne Sahne; am besten Obstkuchen oder trockenen Kuchen)
- Kaffee, Tee, Wasser, Saft

Snack (an Spieltagen)

- Obst, (auf jeden Fall Bananen) Kuchen (ohne Sahne; am besten Obstkuchen oder trockenen Kuchen) und belegte Brötchen (ca. 1 ½ pro Spieler; belegt mit magerer Wurst, magerem Käse; gerne helle und Vollkornbötchen gemischt); die Brötchen können auch als Buffet aufgebaut werden, sodass jeder selber schmieren kann. Dann bitte auch Marmelade und Honig reichen. Ggf. nach Rücksprache und je nach Anfangszeit der Spiele Pasta
- Kaffee, Tee, Wasser, Saft

Aufgabenbereich / Funktion		Gruppen Teams	Volunteer-Programm
Aufbau & Logistik			
	Aufbau/Abbau Material DVV	1	8
	Event-Logistik	2 Teams á 2	4
Courthelfer			
	Ballkinder / Fahnenträger - Vorrunde	2 Gruppen á 21	42
	Betreuer Vorrunde		2
	Ballkinder / Fahnenträger - Finalrunde	1 Gruppen á 24	24
	Betreuer Finalrunde		2
Competition			
	eScoresheet	2 Teams á 2	4
	Bedien. elektr. Anzeigetafel	2 Teams á 2	4
	DataVolley	2 Teams á 2	4
	Video Challenge System - Data Project	1	3
Presse / Medien			
	Pressecounter - Verantwortlicher		2
	Pressecounter - Helfer		2
	Garderobe / Catering / Theke		2
	Läufer / Medienzenrtrum		2
Transfer / Shuttle			
	Fahrer	2	8
Teams & Hotel			
	Teamguides		8
	Hotelcounter (Teams)	1	2
	Hotelcounter (Ofifzielle)	1	2
Ticketing / Security / Info-Counter			
	Hinterlegte Tickets	2 Teams á 2	4
	Platzanweisung / Ordner / Unterstützung Security	2 Teams á 10	20
	Akkreditierungscounter Venue (AP Volunteers / Dienstleister)		1
	Empfangs- & Infocounter Venue (AP Volunteers / Dienstleister)		1
Entertainment			
	Unterstützung Rahmenprogramm		2
	T-Shirt Kanone DVV		2
Technik / 1. Hilfe			
	Rettungswagen & Sanitätsdienst	2	
	Turnierarzt & Anti-Doping-Beauftragter	1	
Sonstiges			
	Verteilung /Verkauf Programmhefte		8

CEV Tokyo Volleyball European Qualification 2020

Competition Handbook

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CEV
Tokyo Volleyball
European Qualification
2020

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1. TV PRODUCTION

1.1. International feed

The International Feed consists of:

- An International signal in high definition (1080i50)
    - VIDEO – HDTV SMPTE 292 – M HD ITU-R BT 709 – aspect ratio 16/9
    - AUDIO – AES/EBU 48 kHz 20bit embedded
- The international CEV Tokyo Volleyball European Qualification 2020 graphics in 16:9. The appointed host broadcaster (HB) implement and integrate such graphics into the international feed.
- A Feed with slow motion and replays.
- No added commercial material, clean of any host broadcaster domestic content, and with no in-vision presenters or studios or any other local or customized features.

For the production of the live feed, the HB is required to implement the following requirements:

- The CEV Tokyo Volleyball European Qualification 2020 opening and closing sequences are used as opener (refer to the running order for the duration of sequence and when they have to be played).
- The HB is producing and broadcasting a post card / presentation of the host city (duration and editing appeal to be confirmed by the CEV and its appointed sport media agency).
- For the production of replays, the HB will make sure to use EVS systems recording all cameras.
- Between the sets and during time-outs, the HB should show as many spectator shots and slow motion highlights as possible, versus switching to a wide shot (please always refer to the running order). The International signal is broadcasted live across the globe, therefore the program format must correspond to CEV standards.
- Domestic interviews in local language are only possible on the domestic signal, none are allowed on the international signal.

1.2. Audio configuration

The uplinks shall transmit at least four (4) high quality audio signals simultaneously. Audios 1 and 2 are dedicated to international sound stereo while audios 3 and 4 are allocated for the commentary tracks:

- Audio 1 – International sound stereo left.
- Audio 2 – International sound stereo right.
- Audio 3 – host broadcaster commentary track (if required).
- Audio 4 – English commentary mix (upon request by the CEV and sport media agency).

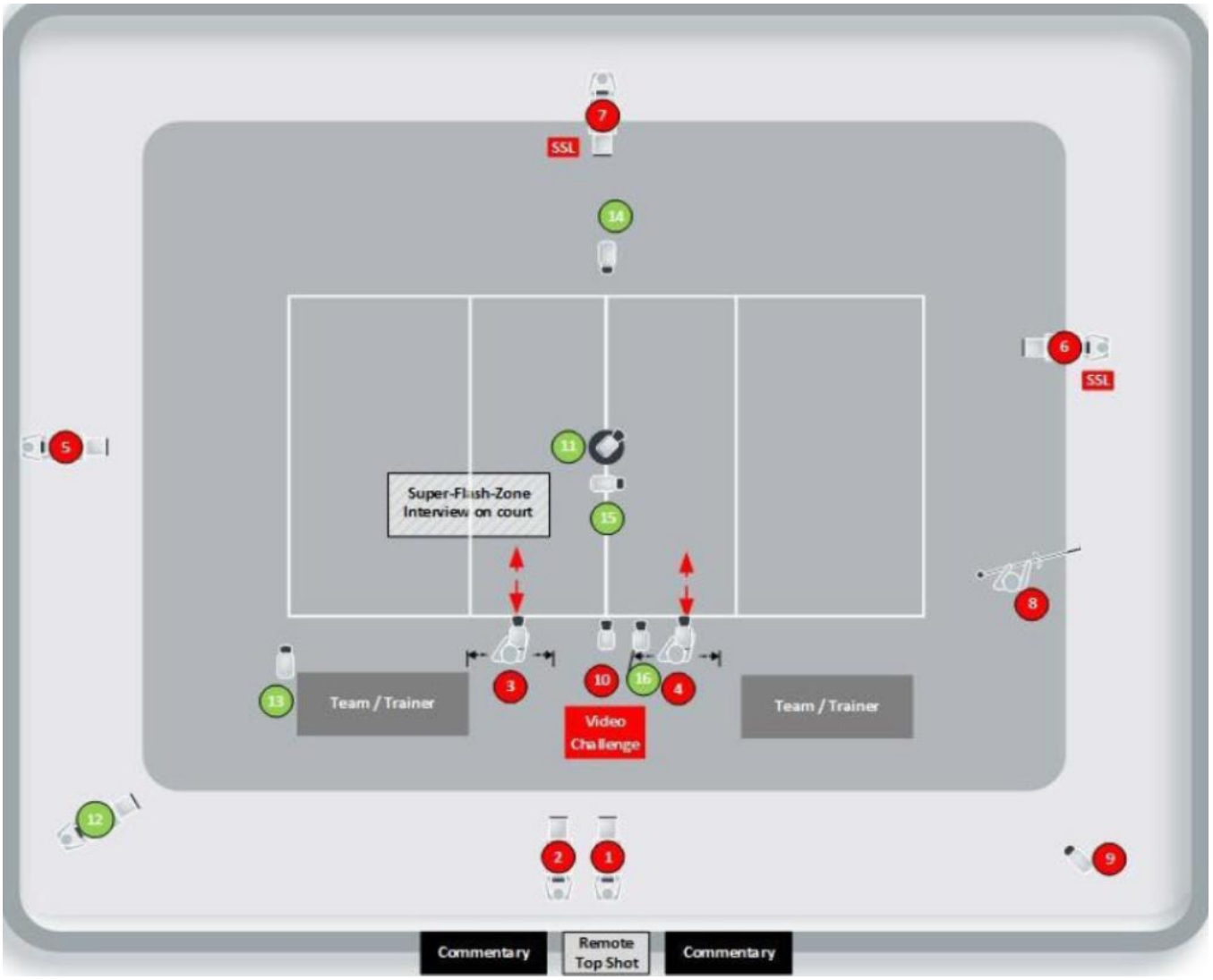
1.3. Host broadcaster production standards & camera plan

Minimum production standard:

Nr.	Position	Type/Lens
1	Master shot	Main camera / LDX 86 21:1
2	Pers LHS	Close-ups / LDX 86 72:1
3	Courtside LHS	Handheld / LDX 86 WA
4	Courtside RHS	Handheld / LDX 86 WA
5	High behind LHS	Fixed camera / LDX 86 87:1
6	Low behind RHS	Fixed camera / LDX 86 99:1 (as 3x SSL)
7	Centre reverse	Fixed camera / LDX 86 99:1 (as 3x SSL)
8	Crane/pole cam	WA
9	Beauty Shot	HD 1200 WA (non-operated)
10	Net camera	HD 1200 WA (non-operated)

To enhance the international signal production, the host organiser is allowed to implement the additional camera options below:

NR	Position	Type/Lense
11	Central position above the court	Topshot camera
12	Diagonal mid-high behind the field	Fixed camera
13	Service line	Low installed chip camera
14	Low installed camera(s) at the referee chair	Referee cam "glasses"
15	Lower net band	Mini-chip camera
16	Spider cam/cable cam	
N/A	Upgrading one 3x SSM to a 6x ultra slow motion camera	Fixed camera / LDX 86 99:1 (as 3x SSL)



1.4. TV graphics

The appointed host broadcaster shall use the official CEV Tokyo Volleyball European Qualification 2020 graphics to generate live match graphics in aspect ratio 16:9 (full). All graphics must be clean, bright, clear, in English language and without any local commercials/sponsors.

The CEV and the Sportradar group will provide the appointed host broadcaster via a cloud transfer link a package including on-screen graphics (in TGA sequence), broadcaster style guide and all animated files (replay wipe, bumper in/out and opening/closing titles). The delivery date of the graphic package to the host broadcaster: mid-November 2019.

The host broadcaster should always provide animated match graphics and follow the multilateral running order to insert the graphics in the world feed during every single match.

Data Volley is the official CEV statistics program, which is used for match statistics, meanwhile the E-scoring software is used for the live scores. The Organiser must guarantee that match statistics are collected for each home match using Data Volley (statistics of the match shall be inserted in the world feed signal). For this matter, an interface (DLL) is able to connect the Data Volley information with the host broadcaster and their graphics workstation.

1.5. World feed running order

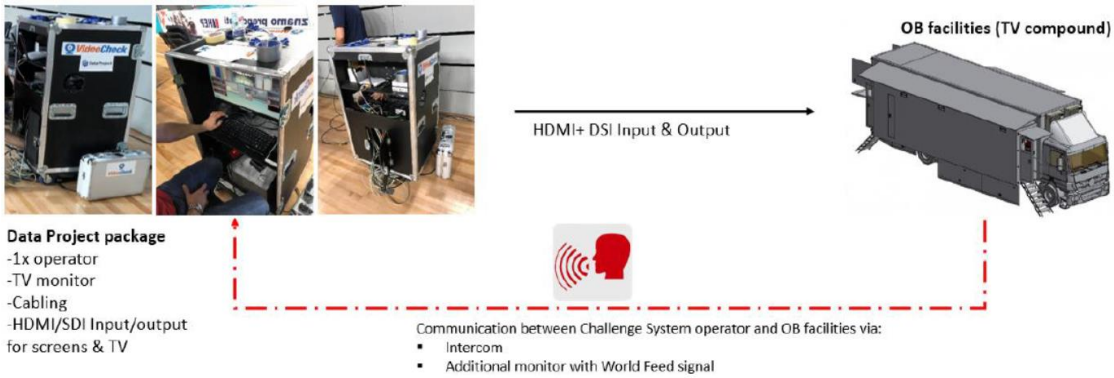
The multilateral running order is designed to ensure consistency between the different matches and inform all media partners and takers about the kind of coverage that will be expected. It includes start/end of the signal and the CEV live match graphics indications. It will be provided by the CEV's appointed sport media agency in a separate document closer to the event date.

Additional note: there will be a 5 minutes break between the 2nd and 3rd set (the standard 3 minutes break remaining between all other sets).

1.6. Video challenge sytem

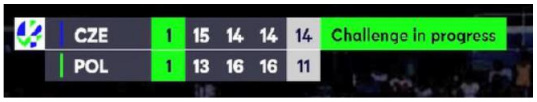
For the CEV Tokyo Volleyball European Qualification 2020, the use of Hawkeye service for the Video Challenge system and Data Project technology for the E-scoresheet is mandatory. For further details on the Video Challenge System and the television requirements in relation to Hawk-Eye, please refer to the chapter Match Technology (Error! Reference source not found.).

In order to have a smooth implementation, the host broadcaster must liaise with the appointed video challenge system provider (see scheme below). Challenge graphic templates in TGA are included in the TV graphics package provided by the CEV/Sportradar.



As soon as a challenge is requested by a team, please insert the following TV graphic in the respective order:

1. Lower third indicating which type of challenge is requested.
2. Indicate in the score bug/crunch: "Challenge in progress.
3. Decision of the Challenge incl. the Challenge system picture



1.7. TV signal distribution & satellite

The International feed must be delivered by the host broadcaster to the international SNG (via an SNG truck facility).

The bookings of the satellite segment for both the match programming (PGM) and end-to-end test (TEST) is also the responsibility of the host broadcaster.

The world feed signal shall be provided to the CEV and its sport media agency free of charge and respect the following standards:

- Uplink to an established European satellite, such as Eutelsat 7B or Eutelsat 10A (minimum 9 MHZ, DVS-2).
- An encrypted satellite feed (BISS code).
- Provide the Sportradar Group and the CEV with the detailed SNG/uplink parameters no later than 10 days before the start of the CEV competition.

In order to guarantee the quality of the signals, the host broadcaster shall organise a satellite test synopsis approximately 2 (two) hours before the start of each match. This will enable broadcasters and receivers of the signal to complete a full test of circuits with the satellite service provider. It is essential that OB van are staffed and camera operators available for the end-to-end test.

1.8. On-site feed distribution

The feed of the matches should be distributed to the following in-venue areas as per the CEV and sport media agency instructions:

- CEV Jury table and office
- Commentary positions' technical booths
- VIP rooms (to be confirmed by the CEV)
- Press/media working room

1.9. Commentary positions

Commentary positions are provided by the Organizer and technically equipped by its appointed host broadcaster or 3rd party provider. The commentary positions are implemented in the best possible location and consist of:

- 1 commentary unit (Incl. ISDN Codec)
- 1 TV monitor (with access to the world feed signal)
- 2 headsets including microphones
- 2 chairs and 1 table
- Domestic power (minimum 5 sockets)
- Internet, ISDN lines and telephone lines to be ordered via telecom provider.

Additional notes:

- Access to service: two (2) people maximum
- Own Com-Cams are subject to review and confirmation by the CEV and its sport media agency.

- Stand-Ups in the commentary positions are allowed on a limited basis only after CEV's and sport media agency approval.
- No Stand-Ups during the live game at any time are allowed.
- Stand-Ups are only accepted if the fellow commentators from the other TV stations do not feel disturbed.
- Stand-Ups are allowed with already installed com-cams and/or ENG cameras (cabled or not cabled based on space availability.
- Stand-Ups are only allowed before the game and after the game.
- Filming of game actions from the commentary position is not allowed at all.
- Additional space in the TV compound for unilateral/visiting broadcasters OB facilities (upon request of the CEV and the Sportradar Group) shall also be provided by the organiser.
- Upon request of the CEV and it is sport media agency, the organizer shall provide TV studio set-ups for visiting broadcasters (in accordance with the venue facilities availability and space).

1.10. Other TV production duties

It is the responsibility of the host broadcaster to tape the following sequence and insert them to the world feed signal (in accordance with the world feed running order).

- Pre-match interviews (of team players or coach selected by the CEV upon arrival of teams)
- Filming of team arrivals
- Filming of locker rooms
- Filming of coin-toss

Music rights used for the promotional teaser are owned by Infront and free of charge for broadcaster to promote the event.

It is the responsibility of the Organized and appointed host broadcaster to provide and cover all related cost for a fully redundant power generator for its OB facilities inside the TV compound for the best delivery of the world feed production.
Lastly, the following match/master recordings shall be provided by the host broadcaster to the CEV:

- One (1) world feed version without graphics (audio: international sound only),
- One (1) version with WF programming (audio international sound + commentary mix). This version should include the opening/closing ceremony and sport presentations sequences.

Delivery method: at the end of the CEV Competition via hard/USB drive (capacity of 3 TB). For the avoidance of doubt, the hard/USB drive is provided by the Organizer and/or its appointed host broadcaster.

1.11. Unilateral production

Playouts can either be done via the SNG of the International feed (with right holders' own camera), or via HB's Ob Van, depending on RH's need and technical equipment, and will be co-ordinated by Infront.

Post-match Interviews are conducted in the Mixed zone and the HB has priority over all other RHs.

<u>Priority:</u>
In case of space or access limitations, the priorities for unilateral services are established in the following order:

- 1st Priority - Host Broadcaster production
- 2nd Priority - RHS from countries of teams playing in the relevant game
- 3rd Priority - RHS from countries of teams participating in the event
- 4th Priority - Other RHS.

1.12. Match filming and directing philosphy

The challenge and the opportunity with TV is to bring the speed and excitement of the game to the home viewer. With this in mind, the HOST TV shall make sure that the games will be transmitted in an appealing – please review the following guidelines:

- Camera shots should never privilege one team over another and must explain the ongoing match with an unbiased look
- The beauty shot camera should never shoot any empty tribunes, but on the contrary they have to show an overall picture with cheering spectators
- Coverage of all matches must be completely unbiased to any team and must favour both teams equally.
- Boom microphone will be used on the team bench that has requested the Time Out
- When serving, the main camera spans from the server to the last player of the opponents, to see the disposition of the players on court; shifts from close up of the server to the main camera should be made on time before the serve, so to be able to read the alignment of the opposing defence
- During rallies, the main camera must shoot the court in a way that no crucial action is missed.
- After the rally, before switching to the close up of the key player, the main camera must catch the referee's hand signals, so to make the audience able to understand his/her decisions.
- The replay at the end of the rally must clarify the play and, usually, it can be divided into 2 parts: 1 replay from a wide shot explaining the action, and 1 replay from a close shot, highlighting the athletic actions, or players' celebration.
- It is not mandatory to show a replay for every rally, only the ones that are worth it.
- At the beginning of every set, every server should be introduced by the identification graphics. These graphics should also be used after a spectacular action done by the player (e.g. great spike, block, ace etc).
- Referee's decision on doubtful situation: As a general rule, when a decision on a doubtful situation is taken by the referee, no replays going against his/her decision should be rolled out.

Use of replay lamp: Usually CEV allows the use of the lamp for a maximum of 5-6 replays per set. The final decision is taken by CEV Jury President one day before the start of the Competition and will be communicated to the HB's director.

1.13. Contact details

1.13.1. The Sportradar Group

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Agentur zur Organisation und Durchführung des Europäischen Olympia-Qualifikationsturniers 2020 in der Berliner Max-Schmeling Halle

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