June 23, 2023

SUBJECT: REQUEST FOR PROPOSAL

Hello,

Valve Software Corporation is in the preliminary stages of sourcing broadcast production companies (“Vendors”) for The International 2023 – Dota 2 Championships to be held this year in Seattle, WA to produce the broadcasts of our officially supported languages. The event will include multiple stages through the month of October, including Group Stage, Playoffs and ending with the Finals Weekend from October 27 - 29, 2023 at Climate Pledge Arena.

This year, we are accommodating Mandarin Chinese, Spanish and Russian languages for the official broadcasts. Broadcast companies interested in covering all other languages should instead refer to our Limited Live Event Broadcast Access RFP.

Please provide us with budgetary estimates and a detailed show proposal for localized coverage of The International 2023 and put an emphasis on what sets your company apart. Details of this endeavor are described in the enclosed RFP, entitled Request for Proposal for Live Event Broadcast Production. Final proposals should be emailed to theinternationalrfp@valvesoftware.com with the subject line: “[COMPANY NAME] - TI 2023 Live Event Broadcast Production - [LANGUAGE]” no later than July 20, 2023. Please also include the following information in the email body or proposal:

1. Full legal name of your production company (e.g. John Doe, ACME Inc., ...):

2. Street address of your production company (e.g. 123 Park Lane):

3. City name:

4. State name (e.g. California):

5. ZIP Code:

6. Country name:

7. Name of the main contact person:

8. E-mail address and phone number of the main contact person:

9. Role of the main contact person (e.g. Director, Business Development)

10. Name of the person authorized to sign an agreement with Valve:

11. Email address of the signatory:

12. Role of the signatory within your company:

Thank you for your efforts in providing this proposal.

Sincerely,

The International Team





REQUEST FOR PROPOSAL

FOR

LIVE EVENT BROADCAST PRODUCTION

VALVE SOFTWARE CORPORATION

June 23, 2023

1. **BACKGROUND**

The International (TI) is an annual Dota 2 esports tournament hosted by Valve Corporation. The full event will run during the month of October and finish with a 3-day Finals Weekend over the dates of October 27 through 29. The broadcast will run for the duration of the live event dates, and we will broadcast an average of 12 hours per day (depending on the length of gameplay). Set, strike, and rehearsal time will be outlined in the “Schedule”. Respondents should focus responses on the total full tournament production, including Group Stage, Playoffs and The International Finals Weekend.

1. **SCOPE OF WORK**

Objectives include live event broadcast production, segment coordination, on-air talent coordination, graphics creation/operation in cooperation with official event branding, additional live edit video packages to supplement show for a localized broadcast.

We are currently considering one of these three methods of execution and encourage you to submit a plan for each one that you can execute:

* + fully remote broadcast (all production and crew off-site, sideline reporters/interviewers on-site)
	+ hybrid production broadcast (analysts and production off-site, casters and sideline reporters/interviewers on-site)
	+ Full on-site production (all production and talent on-site)

You must be able to fulfill the following requirements to be considered for this RFP.

* **If proposing a fully remote broadcast:**
* Provide a home studio and production crew capable of supporting an event production with analyst and caster sets. Appendix A and B outline our expected setup for on-site production for reference.
* Remote broadcasts will interface with the World Feed production coordinators on-site in Seattle, WA via integrated communication systems.
* Provide an estimated budget as outlined in Appendix C.
* **If proposing a hybrid production broadcast:**
* Provide a home studio and production crew capable of supporting event production with an analyst set as outlined in Appendix A and B.
* Valve will provide the caster set and equipment on-site.
* Provide a content team (details outlined in Appendix B) to Seattle, WA to cover the event during Playoffs and Finals Weekend.
* Remote broadcasts will interface with the World Feed production coordinators on-site in Seattle, WA via integrated communication systems.
* Provide an estimated budget as outlined in Appendix C. You may omit the cost of items that Valve will be providing.
* **If proposing a full on-site production:**
* Provide a production crew capable of supporting event production as outlined in Appendix B. Valve will provide set and equipment as outlined (or equivalent) in Appendix A.
* Provide an estimated budget as outlined in Appendix C. You may omit the cost of items that Valve will be providing.

Regardless of the final production plan model, the vendor is required to:

* Execute a white label live event broadcast for localized broadcast in Mandarin Chinese, Spanish or Russian. For purposes of this document, “white label” refers to Valves ownership of the broadcast and content associated with the event and its right to approve all content contained within the broadcast and any other use of the content.
* Provide pre- and post-production support leading up to the event.
* Serve as key resource for all production teams in the field and primary liaison between a wide variety of entities such as Facility Management, Production Crews, Talent, Site Operations, Vendors, Valve and other Broadcast Representatives.
* Supervise facilities, hospitality and staff working at remote home studio and on-site event.
* Oversee the acquisition and distribution of various production elements, including but not limited to event footage, music and music cue sheets, graphic elements, equipment etc.
* Manage and maintain planning documents: trackers & planning spreadsheets in compliance with finance documents outlined in Appendix C.
* Work closely with the Valve team on managing cost, coordination of crew, and show requirements to ensure timely execution of contracts/deal memos.
* Coordinate any local set design and submit all concepts for review to Valve no later than August 15, 2023 (full on-site production is exempt as Valve will provide).
* Provide Valve with broadcast viewership stats as requested after the event concludes.
* Comply with the requirements of the event venue to ensure that appropriate approvals are obtained for any broadcast content that includes trademarks of the venue or any third parties at the venue (e.g., third party trademarks in the concourse area of the venue).
1. **PROGRAM MANAGEMENT**

 It is expected that informal progress and facilitation meetings will be held with the vendor. Ongoing communication leading up to the event will be required.

**Schedule:**

RFP Bid Request Returned for Review – July 20, 2023

Pre-Production – O*ngoing as needed leading up to event.*

Broadcast Schedule (Local Time in Seattle, WA):

* + Road to the International – Group Stage: October 12 - 15, 2023 (Rehearsal dates TBD)
	+ Road to the International – Playoffs: October 20 - 22, 2023 (Rehearsal dates TBD)
	+ The International – Set and technical fax: October 24 - 25, 2023
	+ The International – Full Dress Rehearsals at Climate Pledge Arena: October 26, 2023
	+ The International – Finals Weekend: October 27 – 29, 2023
* Venue Load Out: October 29, 2023 End of Day

**APPENDIX A**

**Localized broadcast facilities may include:**

Broadcast OB Truck or Flypack or Local Production Studio running in 1080p at 59.94fps

GVG 3.5 ME Kayenne K-Frame (or similar)

200 x 200 Router with Multiview system

30- Up Down Cross converters

Calrec Artemis Audio Mixer (or similar)

RTS Adam Intercom and IFB System

2- Digicart or comparable audio playback device

2- Cedar Noise Reduction Systems

1- EFX Mic Package

15- Intercom Boxes

10- Commentator Positions with HMD-26II Headset mics

7- Sony HDC-2500 Cameras with 2- 77x or better, 3- 22x, 2- Wide Angle

(2- Long Lens, 3- Studio Build Up, 1- Jib 1- Wireless Handheld)

3- Studio Build Up Kits

1- Camera Triangle Jimmy Jibs- 12 ft (3.6 m)

3- Camera Wheels

1- RF Camera Systems with multiple receive sites, fiber antenna systems and camera control

1- High Power Wireless IFB System

**RF Camera Package provided by Valve in Seattle:**

* Sony HDC-5500 Camera with tripod
* Fujinon Wide Angle Lens
* Link HD Microwave System with camera control
* Shure Dual channel wireless handheld mics
* Qty 2- 1’ x 1’ LED Light Panels with batteries

On-site content team will be provided access to the post-match interview area at the venue.

**APPENDIX B**

**Localized Broadcast Studio Production Staffing may include:**

1x Producer- Pre-Production and Show

1x Director- Pre-Production and Show

1x Project Manager- Pre-Production and Show

1x Technical Manager- Pre-Production and Show

1x TD

1x A1

2x A2

1x Graphics

2x EVS Operator

1x Video Operator

6x Camera Operators (TBD by studio)

1x Jib Operator

2x Utilities (1- Lead)

2x Engineers

**On-site Content Team Staffing - NOT TO EXCEED:**

* 2x Sideline Reporters/On-Camera Talent to conduct interviews
* 1x RF Camera Operator
* 1x RF Audio Coordinator
* 1x Producer
* 1x Production Assistant/Translator/Flex Position

Valve reserves the right to remove and revoke privileged access from disruptive production members or talent from the venue at any time.

**APPENDIX C**

|  |  |  |
| --- | --- | --- |
| **LANGUAGE BROADCAST SUPPORT** |  |  |
| *Broadcast Support* |  |  |
|   | Broadcast Equipment | $0.00 |
|   | Labor | $0.00 |
|   | Food and Beverage (T&E) | $0.00 |
|  | Hotel (T&E) | $0.00 |
|  | Flights and Transportation (T&E) | $0.00 |
|   | Program Total  | $0.00 |
|  |  |  |