

# CHAMPIONS LEAGUE



**OPEN TENDER**

73, rue Adolphe Fischer, L-1520 Luxembourg -  
LUXEMBOURG

**FINAL  
4**

## 1. OPEN TENDER

The Open Tender is open to anyone including Member Associations, Clubs, Regional and National Governments, City Halls, Private Entities, etc.

## 2. INTRODUCTION

The European Table Tennis Champions League is organised by the European Table Tennis Union (ETTU) and is the most important international club competition in the world.

The first edition of Champions League took place in 1998, replacing the European Club Cup of Champions which had its start in 1960 (men) and 1963 (women).

## 3. ADVANTAGES OF A FINAL 4

Packing the semi-finals and finals of the Champions Leagues in a Final 4 competition has multiple advantages:

- **Increased Excitement and Fan Engagement.** By consolidating the Final 4 into a single location, fans from all participating teams will converge in one location, creating an electric atmosphere that will boost fan engagement. This will also lead to increased excitement and anticipation surrounding the event.
- **Increased Media Coverage.** The Final 4 in one location allows easier TV production of all matches, and better planning for TV stations to book the event, which will provide an enhanced viewing experience for fans watching from abroad.
- **Increased Revenue.** Hosting the Final 4 in one location provides more opportunities for revenue generation, including ticket sales, sponsorships, and media rights. The increased revenue will benefit mainly the host but also the participating teams.
- **Saving Competition Dates.** Hosting the Final 4 in one location will save on 3 additional competition weeks which will be beneficial for players' having an ever-growing international competition calendar and so reduce athletes' risk of injuries and keep their quality by avoiding quantity.

#### 4. PARTIES INVOLVED

- ETTU – European Table Tennis Union
- Sportradar – ETTU’s Official Partner
- LOC – Local Organising Committee (or Host)
- The Teams participating in the Final 4

#### 5. PLAYING FORMAT/SCHEDULE

The Final 4 will be composed of 4 teams who have qualified for the Final 4 through previous Champions League stages.

First 2 semi-final matches will be played and the winners will play a Final.

Dates: 2 competition days in March or April 2024.

#### 6. HOSTING CRITERIA

The application criteria (conditions) for hosting:

- **Option A:** The host will accommodate both the Men’s and Women’s Final 4.  
1 competition table, 2 days of competition: The event must take place over 2 days, with 1 competition table being used for all matches. The venue must be ready one day prior to the event to ensure all preparations have been made and to allow all participating teams to have practice.
- **Option B:** The host will accommodate either the Men’s or the Women’s Final 4.  
1 competition table, 2 days of competition: The event must take place over 2 days, with 1 competition table being used for all matches. The venue must be ready one day prior to the event to ensure all preparations have been made and to allow all participating teams to have practice.

**In either case (option A or B), the host must arrange at its own cost for:**

- Venue:
  - Access and rights free venue with a seating capacity of minimum 2500.
  - 1 Field of Play (FoP) to accommodate 1 playing court (table), in a playing area of 16,8 x 8,4m and at least 5 m high, covered with ITTF approved floor mats, surrounded with LED panels, light intensity over the competition table must be at least 1600 LUX.
  - The temperature in the competition area shall be between 18° C and 25° C.
  - At least 2 training tables (same brand and type as the competition table) in a separate room annexed to the playing venue or in the same building.
  - A speaker service must be provided in the playing venue.
  - A VIP-room, where drinks and snacks are served to VIPs.
  - A winner's podium for 14 persons (7 winning team + 7 runner-up team).
  - A 4x2m Backdrop with the ETTU and sponsors logos (layout provided by ETTU).
  
- TV Production:
  - Provide full TV production for all matches, including live commentators. TV signal rights belong to ETTU / Sportradar but the host may negotiate with ETTU / Sportradar. TV production must be according to the guidelines as in Annex 1.
  
- Hospitality and Transportation:
  - For all participating Teams hospitality\* in a minimum 4 stars hotel, for 5 persons per team in single rooms.
  - Hospitality\* and VIP accreditation for ETTU, its sponsors / partners, in a minimum 4 stars hotel for 15 persons from the evening before until the morning after the event in single rooms.
  - Hospitality\* for the umpire team, for 3 persons, in a minimum 4 stars hotel in single rooms.
  - 20 VIP Tickets per day for ETTU (ETTU sponsors / partners).

For all listed above transportation from / to venue and hotel and from / to nearest airport or railway station.

\*Hospitality includes breakfast, lunch and dinner.

- Labor:

Sufficient volunteers and staff to cover:

Transportation

Security

VIP service

Photographer (1)

Hall speaker (1)

Live ticker (1)

Technicians (LED, sound etc)

Ball Boys/Girls (min. 2)

Others as needed to guarantee fulfillment of the requirements

- Insurance:

Arrange for cancellation and abandonment and liability insurance in order to cover losses due to necessary or unavoidable cancellation, disruption, curtailment postponement or abandonment of the event.

- Financial:

A hosting levy payable to ETTU. The best offers will be considered.

## 7. RIGHTS

### a. Sponsorship: 1 Title sponsor, 1-2 major sponsor(s)

- **Women's Champions League:**

- Right for the Title sponsor is for LOC (Host).
- Right for 1 major sponsor (No1) is for ETTU.
- Right for 1 major sponsor (No2) for the LOC (Host), depending on the financial bid, otherwise the right for the major sponsor (No2) is for ETTU.
- Right for 1 equipment sponsor/supplier (table, net, umpire chairs, score boards, balls etc) is for the LOC (Host).

- **Men's Champions League:**

The allocation of sponsorship rights shall be subject to discussion and agreement between the Host (LOC), ETTU and ETTU's partner Sportradar.

- b. **Sponsorship and other income rights**

- **Title sponsor:**

- Naming right of the event (eg. (Sponsor Name – European Champions League Final 4)).
- 2 top floor stickers (1 on each long side of 5m<sup>2</sup>).
- Advertisement on the net (exclusive right).
- 25% advertisement time on the LED surrounds.
- Right for a sales booth stand at the competition venue (recommended).
- 25% advertisement space on the backdrop.

- **Major sponsor No1:**

- 2 logos (1 on each long side of up to 5m<sup>2</sup>).
- 15% advertisement time on the LED surrounds.
- 15% advertisement space on the backdrop.
- Free hospitality and VIP accreditation for 5 persons.

- **Major sponsor No2:**

- 1 logo at the side (left or right) of the competition table of 2.5m<sup>2</sup>.
- 15% advertisement time on the LED surrounds.
- 15% advertisement space on the backdrop.
- Free hospitality and VIP accreditation for 5 persons.

- **Equipment sponsor/supplier:**

- 1 logo at the side of the competition table of 2.5m<sup>2</sup>.
- 10% advertisement time on the LED surrounds.
- 10% advertisement space on the backdrop.
- Exclusive TT manufacturer right for a sales booth stand at the competition (recommended).

- Additional advertisement right on the competition table skirt (exclusive right).
- **ETTU:**
  - 10% advertisement time (ETTU / competition logo) on the LED surrounds.
  - 10% advertisement space on the backdrop.
  - 15% of the net ticket sales income.
- **Visiting teams:**
  - During matches, each team of the two competing teams is allotted 10% advertisement time for their own advertisement(s), free of charges.
  - Each participating team must receive 40 daily tickets and 10 VIP daily tickets from the LOC (Host) free of charges.
  - 15%\* of the net ticket sales income.

\*If the host (LOC) is a participating team, the remaining 15% will be split in equal parts among the other 3 participating teams.

- **LOC (Host):**
  - 5% of advertisement time for their own advertisement(s) / other local sponsors.
  - 25% advertisement space on the backdrop for their own advertisement(s) / other local sponsors.
  - 30% of the net ticket sales income.
  - All revenues from sales stands, merchandise, value-in-kind sponsors and all other miscellaneous income.

### c. Media, TV, online, data and betting rights

ETTU / ETTU's partner Sportradar holds the following rights for every match within the Final 4:

- Any kind of Television transmission.
- Internet Broadband Streaming.
- IPTV and Data & Scoring Rights (live, delayed and excerpts).

- Mobile devices rights and Radio rights.
- Worldwide media rights in relation to all matches played within the Final 4 for unrestricted exploitation (e.g. also archive rights and any kind of exploitation for betting purposes) in all languages by any kind of media, already existing or invented/created in future, including but not limited to.

## 8. ETTU COMMITMENT

ETTU will cover and be responsible for:

- Prize Money of minimum 40.000€ per competition (increased amount depending on the levy).
- Competition management (ETTU competition manager's, press manager's and marketing manager's role).
- Social media and other media publication and promotion.
- Interviews.
- Umpire team allowances.
- TV graphics.
- On site-visit.
- General organisation and support.

## 9. APPLICATION

Deadline: Monday 5<sup>th</sup> June 2023.

Applications must contain organisational details according to the tender including competition venue, hotel(s) and the financial (levy) proposal.

Applications must be submitted to the ETTU General Secretariat by email:

[pierre.kass@ettu.org](mailto:pierre.kass@ettu.org) and [galia.dvorak@ettu.org](mailto:galia.dvorak@ettu.org)

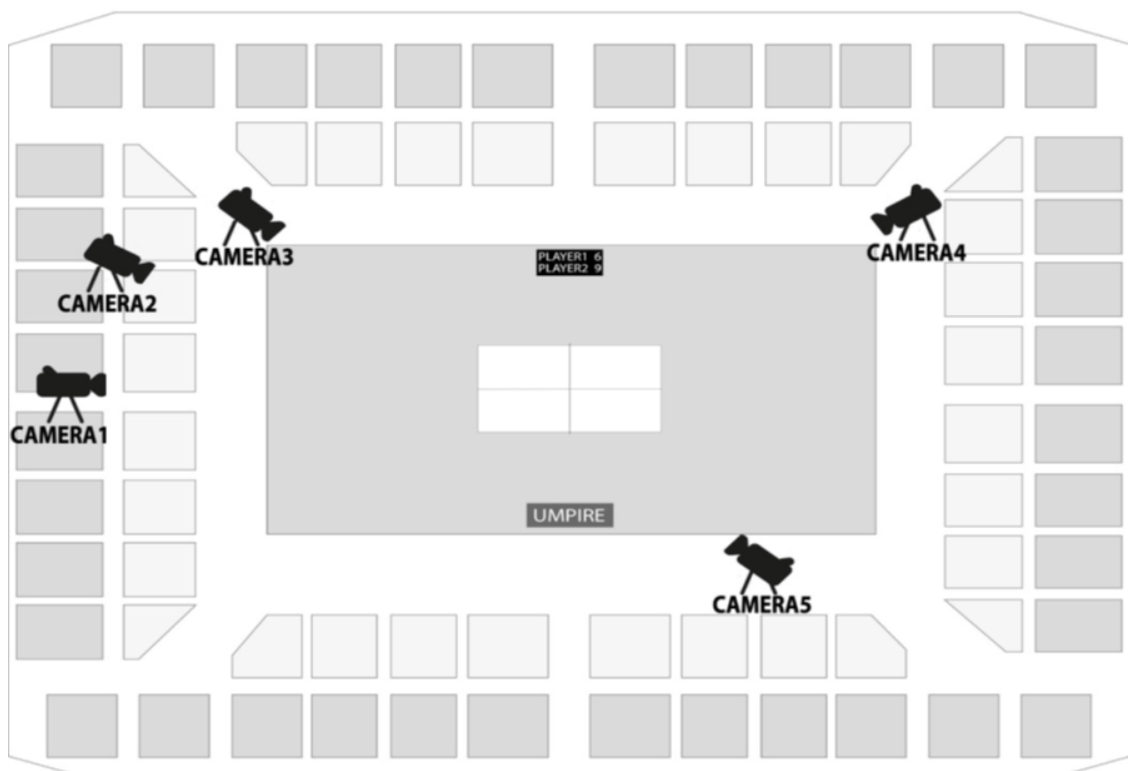


- **ANNEX 1**

Standard TV Production 4-5 cameras requirements:

For selected European TT matches, an international high quality TV signal with the official English match graphics (incl. uplink to satellite) shall be produced. ETTU or its partner shall have access to the TV signal via satellite free of any charges (e.g. no uplink costs or access fees) and will exploit the TV signal in its free discretion.

The cameras have to be positioned as illustrated in below figure.



- Camera 1: most used camera which shall provide the main wide shot of the game. The camera shall be located on a scaffold (5m high) and positioned in the centre behind the table.
- Camera 2: mainly used for (super) slow-motion replays but could also give an alternative to cover the table from a different angle from behind.
- Camera 3 & 4: positioned on tripods on the floor to create close-ups of each player.
- (Camera 3 is optional).

- Camera 5: hand-held camera which shall be used to cover everything which is not covered such as crowd, coaches, referees etc.

The TV signal must carry international sound with the following fixed audio configuration:

- Audio1: international sound stereo left
- Audio2: international sound stereo right
- Audio3: Guest commentary mix or English commentary mix (upon request)
- Audio4: Host Broadcaster's live commentary

For the avoidance of doubt, the English commentary takes priority over the guest commentary.

Upon request of ETTU or its partner, each producer is obliged to provide a fully equipped commentary position (headset with commentary unit, 1 TV monitor, technical assistance) as well as the English live commentary mix via satellite (see Audio Configuration).

The format of the signal should be HD 16:9 including the official graphics in 4:3 safe.

All matches must be produced with the official graphic kit to generate the live match graphics. All graphics must be clean, bright, clear and in English language. The graphic kit and the instructions how to use it will be provided by ETTU or its partner.

The TV signal distribution will be coordinated on a centralised basis by ETTU or its partner. Each producer is obliged to make the TV signal of its matches available to ETTU or its partner on an established European Satellite (such as Eutelsat 7B or 10A or ABS3A) free of charge (incl. uplink). All satellite segments will be booked by ETTU or its partner.

The appointed production company needs to get in contact with ETTU or its partner at least 15 days prior match day to check the technical specifications. The production company guarantees a Eutelsat certified SNG/Uplink and a "BISS-1" encryption for the TV signal.

The official running order must be implemented (no delays acceptable for the announced starting time). It will be provided by ETTU or its partner.