ALL INDIA FOOTBALL FEDERATION FOOTBALL HOUSE, SECTOR 19 DWARKA NEW DELHI – 110075

Bid reference No.: AIFF/HILQ/709

INVITATION OF BIDS FOR PRODUCTION OF FOOTBALL MATCHES TO BE PLAYED IN YUVA BHARAT KRIRANGAN, KOLKATA AND KALYANI MUNICIPAL STADIUM

1. The All India Football Federation ("Authority") for the Hero I-League Qualifiers 2020 ("Tournament") invites bids for production of 10 (ten) football matches to be played in Yuva Bharat Krirangan, Kolkata and Kalyani Municipal Stadium for the Tournament.

2. Critical Date Sheet:

Publication Date	25-09-2020
Bid Submission Date for dispatch by post/hand delivered	30-09 -2020
Bid Submission Date (for submission through email of scan of bid already dispatched by post)	30-09-2020
Financial Bid Opening Date	01-10-2020

- 3. Interested applicant(s) ("Bidder(s)") may also download the bidding documents from the web site of the All India Football Federation ("AIFF") www.the-aiff.com. Bidders shall ensure that their proposals (the "Proposals" or "Bids"), complete in all respects, are submitted as per the directions in this document before the closing date and time as indicated in the critical date sheet above.
- 4. Emailed soft copies as well as hard copies of bids should be submitted as per the instructions given in this document.

SP.

Sunando Dhar CEO League Department AIFF

DISCLAIMER

- 1. This document is being published to enable interested applicants ("**Bidders**") to participate in the Selection Process (as defined later in this document) of a supplier who is competent and eligible for providing the services for the Tournament as required.
- 2. This document is not an agreement and is neither an offer nor invitation by the Authority to the prospective Bidders or any other person. The purpose of this document is to provide interested parties with information that may be useful to them in the formulation of their Bid pursuant to this document.
- 3. The Authority, its employees and advisers make no representation or warranty and shall have no liability to any person including any Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this document or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the document and any assessment, assumption, statement or information contained therein or deemed to form part of this document or arising in any way in this Selection Process.
- 4. The Authority also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused, arising from reliance of any Bidder upon the statements contained in this document.
- 5. The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this document.
- 6. The issue of this document does not imply that the Authority is bound to select a Bidder or to appoint the selected Bidder for the Services and the Authority reserves the right to reject all or any of the Bids without assigning any reasons whatsoever.
- 7. The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be

required by the Authority or any other costs incurred in connection with or relating to its Bid. All such costs and expenses will remain with the Bidder and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Selection Process.

- 8. It shall not be assumed by any prospective Bidders that there shall be no deviation or change in any of the information mentioned herein pertaining to requirements or terms of reference or scope of work. While this document has been prepared in good faith, neither AIFF, nor any of their employees, consultants or officers make any representation or warranty or shall have any responsibility or liability whatsoever in respect of any statements or omissions herefrom. Any liability is accordingly and expressly disclaimed by AIFF and any of their employees, consultants or officers even if any loss or damage is caused by any act or omission on the part of AIFF or any of their employees, consultants or officers, whether negligent or otherwise.
- 9. By acceptance of this document, the recipient agrees that any information herewith will be superseded by any subsequent written information on the same subject made available to the recipient by or on behalf of AIFF. AIFF and any of their respective officers undertake no obligation, among others, to provide the recipient with access to any additional information or to update this document or to correct any inaccuracies therein which may become apparent, and they reserve the right, at any time and without advance notice, to change the procedure for the selection of or any part of the interest or terminate negotiations or the due diligence process prior to the signing of any binding agreement.
- 10. Accordingly, interested applicants should carry out an independent assessment and analysis of the requirements of the information, facts and observations contained herein.

1. SELECTION PROCESS

- 1.1 A financial evaluation will be carried out to ascertain the lowest of the Bids received from the technically eligible Bidders for providing the services as mentioned in the Scope of Work. ("Financial Evaluation").
- 1.2 Bidders are advised that the selection of successful Bidder shall be on the basis of an evaluation by the Authority through the Selection Process specified in this document. Bidders shall be deemed to have understood and agreed that no explanation or justification for any aspect of the Selection Process will be given and that the Authority's decisions are without any right of appeal whatsoever.

2. INSTRUCTIONS TO THE BIDDERS

- 2.1 Interested Bidder(s) are advised and encouraged to study this document document carefully and inform themselves fully about the assignment and relevant local conditions and factors before submitting their Proposals in response to the document. Submission of a Proposal in response to this document document shall be deemed to have been made after careful study and examination of this document with full understanding of its terms, conditions and implications. Proposals must be made strictly in accordance with the requirements of this document.
- 2.2 Any subsequent corrigenda/clarifications/modifications pertaining to the document, if required, will be made available on the following links/websites:

 www.the-aiff.com;
- 2.3 Any failure, oversight or delay to read any such addenda will not entitle any Bidder(s) to any additional time for submission of Bids or any other relief or create any liability in any manner of the Authority towards the Bidder(s).
- 2.4 In case of any discrepancy observed by the Authority in the contents of the electronic soft copy and original paper Bid documents, the information furnished on the paper Bid documents will prevail over the digital softcopy submitted.
- 2.5 The Bid documents submitted must be without any overwriting, interlineations, corrections, double typing, etc. The Authority may however, at its discretion, consider

any document with any overwriting or corrections if the same has been duly initialed and dated by the authorised representative of the Bidder.

- 2.6 The Bidders shall submit the hard copy Proposal in bound form with all pages numbered serially and by giving an index of submissions. Each page of the submission shall be initialled by the authorised representative of the Bidder as per the terms of the document.
- 2.7 Bids should be should be delivered in a plain sealed envelope, bearing the full name, postal address, telephone no., fax no. and e-mail address of the Bidder. Additionally, it shall bear on top, the following:

"CONFIDENTIAL BID PROPOSAL HERO I-LEAGUE QUALIFIERS 2020"

- 2.8 If the envelope is not sealed and marked as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and consequent losses, if any, suffered by the Bidder.
- 2.9 All the documents should be duly stamped and signed by the authorised representative of the respective Bidder(s).
- 2.10 The scanned soft copy of the bid documents, including the financial bid, must be received via email at ileague@the-aiff.com, on 30-09-2020 by 17-30 Hrs. Emails containing bids shall **not be accepted before or after the said day**. Further, the sealed envelope containing the Bids must be received in the office of the Authority at AIFF Office C/O Akshay Rohatgi, HYATT Regency Kolkata before 18:00 HRS on 30-09-2020.
- 2.11 The Bid should be unconditional. In case of any condition, the Bid shall be treated as non-responsive and may be disqualified.

3. QUERIES FROM BIDDERS

The Bidders may request clarifications about this document document, only in writing, by sending an email to ileague@the-aiff.com. The subject line for the email should be specified as "QUERY REGARDING Hero I-League Qualifiers 2020".

4. VALIDITY AND MODIFICATION OF PROPOSAL

- 4.1 The Bidder should quote the Bid price in Indian Rupees only.
- 4.2 The Bids shall be valid for a period of 6 months from the date of opening of the Bids. On completion of the validity period, unless the Bidder withdraws the Bid/ proposal in writing, it will be deemed to be valid until such time that the Bidder formally (in writing) withdraws the same.
- 4.3 In exceptional circumstances, at its discretion, the Authority may solicit the Bidder's consent for an extension of the validity period. The request and the responses thereto shall be made in writing via email.

5. EVALUATION OF BIDS

Financial Evaluation

5.1 The evaluation of the Financial Bids will be done by the officials appointed by the Authority. The Authority, during the time of evaluation, may seek clarification from the Bidder(s) on the amount quoted in the Bid. In case two Bidders have the same financial offer, preference will be given to the Bidder with higher turnover.

6. CORRECTION OF ERROR

- 6.1 Bidders are advised to exercise adequate care in quoting the prices. No excuse for corrections in the quoted figures will be entertained after the commercial proposals are received.
- 6.2 Arithmetic errors in proposals will be corrected as follows: In case of discrepancy between the amounts mentioned in figures and in words, the amount in words shall govern. The amount stated in the Bid, adjusted in accordance with the above procedure, shall be considered as binding, unless it causes the overall Bid price to rise, in which case the Bid price shall govern.

7. AWARD OF CONTRACT

7.1 The Authority will award the contract to the selected Bidder(s) whose bid has been determined to be technically responsive and has been determined as the lowest evaluated

bid, provided further that the Bidder is determined to be qualified to perform the work satisfactorily.

8. TERMS and CONDITIONS

- 8.1 The information contained in this document or subsequently provided to the Bidders in writing by the Authority is provided to Bidders on the terms and conditions set out in this document and such other terms and conditions subject to which such information is or may be provided.
- 8.2 This document is not an agreement and is neither an offer nor invitation by the Authority to the prospective Bidders. The purpose of this document is to provide interested parties with information that may be useful to them in the formulation of their Bids pursuant to this document. This document includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Services. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This document may not be appropriate for all persons, and it is not possible for the Authority to consider the objectives, expertise and needs of each party who reads or uses this document. The assumptions, assessments, statements and information contained in this document, may not be complete, accurate, adequate or correct. Each Bidder should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this document and obtain independent advice from appropriate sources at its own cost.
- 8.3 Information provided in this document to the Bidders is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.
- 8.4 The Authority makes no representation or warranty and shall have no liability to any person including any Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this document or otherwise, including the accuracy, adequacy, correctness, reliability or

completeness of the document and any assessment, assumption, statement or information contained therein or deemed to form part of this document or arising in any way in this Selection Process.

- 8.5 The Authority also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused, arising from reliance of any Bidder upon the statements contained in this document.
- 8.6 The issuance of this document does not imply that the Authority is bound to select a Bidder or to appoint the selected Bidder for the Services and the Authority reserves the right to reject all or any of the Bids without assigning any reasons whatsoever.
- 8.7 The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred about or relating to its Bid. All such costs and expenses will remain with the Bidder and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Selection Process.
- 8.8 By acceptance of this document, the recipient agrees that any information herewith will be superseded by any subsequent written information on the same subject made available to the recipient by the Authority.
- 8.9 It should be noted that entities which are controlled or owned, fully or in part, by the same individual or entity may not submit separate bids under this document, either as separate Bidders or as part of a consortium submitting a separate Bid. Entities with common ownership as specified above may be part of a single consortium which submits a Bid under this document.
- 8.10 The Bidder shall submit its Bid in the form and manner specified in this document.
- 8.11 The Bidder(s) must ensure that all its relevant employees, officers, affiliates, advisors and subcontractors, permanently treat as confidential any data gathered which may

pertain to, or be incidental to, this document, irrespective of whether the Bidder is subsequently awarded the Agreement. The undue use by any Bidder of confidential information related to the process may result in rejection of its bid.

- 8.12 The Bidder(s) shall not have a conflict of interest that may affect the Selection Process or the award of Services Agreement hereunder (the "Conflict of Interest"). Any Bidder found to have a Conflict of Interest shall be disqualified.
- 8.13 The Authority requires that the Bidder renders professional, objective, and impartial services and always holds the Authority's interest paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The Bidder shall not accept or engage in any assignment that would conflict with its prior or current obligations to other clients, or that may place it in a position of not being able to carry out the assignment in the best interests of the Authority.
- 8.14 Notwithstanding anything contained in this document, the Authority reserves the right to accept or reject any bid and to annul the Selection Process and reject all Proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 8.15 The Authority may, in its sole discretion, extend the Bid Due Date.
- 8.16 The Authority reserves the right to verify all statements, information and documents, submitted by the Bidder in response to the document. Any such verification or the lack of such verification by the Authority to undertake such verification shall not relieve the Bidder of its obligations or liabilities hereunder nor will it affect any rights of the Authority thereunder.
- 8.17 The Bidders shall submit the Proposal in bound form with all pages numbered serially and by giving an index of submissions. Each page of the submission shall be initialled by the authorised representative of the Bidder as per the terms of the document.
- 8.18 The rate quoted shall be firm throughout the period of performance of the assignment and discharge of all obligations of the selected Bidder under the Agreement. The rate

quoted should include all the applicable taxes and delivery charges to the respective venues.

- 8.19 The selected Bidder(s) may, if necessary, be invited for negotiations. The negotiations shall generally not be for reducing the price of the Bid, but will be for re-confirming the obligations of the Service Provider under this document. Issues such as understanding of the document and the way Services are to be provided shall be discussed during negotiations. In case the selected Bidder fails to reconfirm its commitment, the Authority reserves the right to designate the next lowest Bidder as the selected Bidder and invite it for negotiations.
- 8.20 The selected Bidder shall, subject to the provisions of the Agreement, indemnify the Authority for an amount not exceeding the value of the Agreement for any direct loss or damage that is caused due to any deficiency in Services and for any liability arising because non-compliance with Applicable Laws.
- 8.21 All documents and other information provided by the Authority or submitted by a Bidder to the Authority shall remain or become the property of the Authority. Bidders are to treat all information as strictly confidential. The Authority will not return any Bid or any information related thereto, except for unopened bid envelopes, if any. All information collected, analysed, processed or in whatever manner provided by the Bidder to the Authority in relation to the assignment shall be the property of the Authority.
- 8.22 The Selection Process and the agreement for the work shall be governed by, and construed in accordance with, the laws of India and the courts in the state in which the Authority has its headquarters shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or about the Selection Process and the works that will be carried out thereafter.
- 8.23 The Authority reserves the right to make inquiries with any of the clients listed by the Bidders in their previous experience record.
- 8.24 During the period of work at the main stadium or the training site, the selected Bidder will take utmost care to the fact that no damage is caused to the property due to its work.

 In the event of any case of damage is brought to the notice of the Authority by the facility

owners, the selected Bidder(s) will be responsible to take care of all the costs arising due to the damage caused.

- 8.25 The Selected Bidder should appoint an official point of contact for communications during the period of contract. The authority will only contact that person. In case the personnel is changed during the period of contract, the selected Bidder will inform the authority about the change in personnel via a written notice.
- 8.26 The selected Bidder shall not at any time use All India Football Federation or FIFA trademark(s) or trade name(s) in any advertising or publicity. If the selected Bidder is found violating this norm it will be considered an IP right violation.

9. FORCE MAJEURE

- 9.1 For the purposes of this document, "Force Majeure" means an event which is beyond the reasonable control of the Authority, is not foreseeable, is unavoidable and not brought about by or at the instance of the Authority claiming to be affected by such events and which has caused the non- performance or delay in performance, and which makes Authority's performance of its obligations here under impossible or so impractical as reasonably to be considered impossible in the circumstances, and includes, but is not limited to, war, riots, civil disorder, earthquake, fire, explosion, storm, flood, quarantine or other extreme adverse weather conditions, strikes, lockouts or other industrial action (except where such strikes, lockouts or other industrial action are within the power of the Authority invoking Force Majeure to prevent), confiscation or any other action by Government agencies.
- 9.2 Force Majeure shall not include: (i) any event which is caused by the negligence or intentional action of the Bidder or Bidder's agents or employees, nor (ii) any event which a diligent Bidder could reasonably have been expected both to consider at the time of the conclusion of this Contract, and avoid or overcome in the carrying out of its obligations hereunder.
- 9.3 Force Majeure shall not include insufficiency of funds or inability to make any payment required hereunder.

- 9.4 The selected Bidder affected by an event of Force Majeure shall continue to perform its obligations under the Contract as far as is reasonably practical, and shall take all reasonable measures to minimize the consequences of any event of Force Majeure.
- 9.5 The Authority affected by an event of Force Majeure shall notify the Bidder of such event as soon as possible, and in any case not later than three (3) days following the occurrence of such event, providing evidence of the nature and cause of such event, and shall similarly give written notice of the restoration of normal conditions as soon as possible.
- 9.6 Any period within which a selected Bidder shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which such Bidder was unable to perform such action because of Force Majeure.
- 9.7 During the period of their inability to perform the Services because of an event of Force Majeure, the selected Bidder, upon instructions by the Authority, shall either: demobilize; or continue with the Services to the extent possible, in which case the selected Bidder shall continue to be paid proportionately and on pro rata basis, under the terms of the Contract.
- 9.8 In the case of dispute in agreement between the Parties as to the existence or extent of Force Majeure, the matter shall be settled per conditions mentioned in this document.

10. FRAUD AND CORRUPT PRACTICES

- 10.1 For the purposes of this section, the following terms shall have the meaning hereinafter respectively assigned to them:
 - (a) "corrupt practice" means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner, directly or indirectly with the Selection Process or has dealt with matters concerning the agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Selection Process); or (ii)

- save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after execution of the Agreement, as the case may be, any person in respect of any matter relating to the Services or the Agreement, who at any time has been or is an employee or service provider of the Authority in relation to any matter concerning the Services;
- (b) "fraudulent practice" means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process;
- (c) "**coercive practice**" means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person's participation or action in the Selection Process;
- (d) "undesirable practice" means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and
- (e) "**restrictive practice**" means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the Selection Process.
- 10.2 The Bidders and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Selection Process. Notwithstanding anything to the contrary contained in this document, the Authority shall reject a Bid without being liable in any manner whatsoever to the Bidder, if it determines that the Bidder has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the "Prohibited Practices") in the Selection Process. In such a situation, the Authority reserves the right to negotiate with the second lowest Bidder and award the work to them, if deemed appropriate, without retendering the whole process.
- 10.3 If a Bidder or service provider, as the case may be, is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, such Bidder may be blacklisted by the Authority and may not be eligible to participate in any tender or document issued by the Authority during a period of 4 (four) years from the date such Bidder is found by the Authority to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.

11. MISCELLANEOUS

- 11.1 The Selection Process shall be governed by, and construed in accordance with, the laws of India and the courts in Delhi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or about the Selection Process.
- 11.2 The Authority, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:
 - (a) suspend and/or cancel the Selection Process and/or amend and/or supplement the Selection Process or modify the dates or other terms and conditions relating thereto;
 - (b) consult with any Bidder in order to receive clarification or further information;
 - (c) retain any information and/or evidence submitted to the Authority by, on behalf of and/or in relation to any Bidder; and/or
 - (d) independently verify, disqualify, reject and/or accept any and all submissions or other information and/or evidence submitted by or on behalf of any Bidder.
- 11.3 It shall be deemed that by submitting the proposal, the Bidder agrees and releases the Authority, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/or performance of any obligations hereunder, pursuant hereto and/or in connection herewith and waives any and all rights and/or claims it may have in this respect, whether actual or contingent, whether present or future.
- 11.4 All documents and other information supplied by the Authority or submitted by a Bidder shall remain or become the property of the Authority. The Authority will not return any submissions made hereunder. Bidders are required to treat all such documents and information as strictly confidential.
- 11.5 The Authority reserves the right to make inquiries with any of the clients listed by the Bidders in their previous experience record.

ANNEXURE A –SUBMISSION CHECKLIST

Pre-qualification Checklist:

S.No.	Documents	Attached (Yes/No)
1	Registration certificate/incorporation details	
2	PAN Card	
3	Income Tax Registration Certificate or Income Tax Return Acknowledgement	
4	Service Tax Registration Certificate	

ANNEXURE B – Scope of Work

Minimum requirements:

- 4 Full HD Camera Setup with Optical Zoom 20X
- Slow-motion instant replays
- Graphics overlays to show
- o Score
- o Half Time Statistics
- o Tournament Stats
- o Points Table
- Pre-Match Shots: Teams Arrival, Warm-up, Dressing Room Shots
- Flash Interview Before and After the match
- Professional Commentator (English Commentary)
- Multiple Stream Generation for Social Media or other platforms such as RTMP
- Supply of feed via Zixi to Broadcaster
- Microphones on the pitch for good sound production along with crowd sound mix in the video feed
- Adequate Crew members to have smooth production
- Video Highlights for each game (within 4 hours after the game)
- MD-1 Test for Production setup and check for live transmission via Zixi and RTMP.

Graphical Requirements:

- Unique replays animation / stinger design for each game.
- Sponsors logo integration.

- Graphics before the game: pre-match info, team statistics, formations with photos, lines-up, head coaches, referees, commentator.
- Graphics during the game: timer, scoreboard, key moments, substitutions,
- Live statistics (game / season): yellow cards, red cards, corners, fouls, offsides, ball possession.
- Match statistics during the break and after the game.

Things to be provided for the production team at the stadium

- Production Room
- Furniture
- Camera Stands are available at the stadium

Things to follow while submitting bid:

- Company Profile including personnel involved
- Projects Executed earlier
- Cost of the Production along with internet cost for relay of feed.
- Internet cost to be shown separately as the same maybe taken up by AIFF directly
- It is to be considered that on 16th October both matches would be in Kalyani, thereby cost for production can be reduced. Fixtures: https://i-league.org/fixtures-page/hil-qualifiers/
- Images and other details of all equipment being used needs to be submitted for our review
- Production plan needs to be defined which includes the camera plan
- Separate meetings may be done with bidders to understand the production capabilities.