



australian  
international  
documentary  
conference

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## The FACTory International Pitching Forum | AIDC

### 2019 Pitch Submission Guide

*Want to submit to AIDC's FACTory International Pitching Forum? This guide provides you with the necessary information you will need to do so.*

The FACTory is open to any documentary, factual or unscripted screen project seeking finance - including TV hours, series and features - at development and production stages.

Entry to the FACTory is competitive, so please ensure pitches are original ideas that appeal to your selected market buyers and are of both Australian and global relevance. Up to two projects may be submitted per production company.

**Submission costs \$49.50 (incl. GST) per project.**  
**Applications close 23:59 AEDT Wednesday 12 December 2018.**

You can submit via AIDC's online portal here: <https://www.eiseverywhere.com/factory2019>

If you have a VR/AR project, a short film, or projects in post-production or near completion, please email the Marketplace team at [pitch@aidc.com.au](mailto:pitch@aidc.com.au) to discuss options other than the FACTory.

\* An important note before submitting: If your session expires, the data you have entered may be lost. Please ensure you have the information ready to go prior to applying. Included in this document is the list of questions you will need to answer to complete your submission.

\*\* All questions marked with an asterisk are required.

## USEFUL INFORMATION

### Application and Selection Process

The AIDC assessment panel will assess the applications and create a shortlist based upon the following criteria: strength and originality of the project; the commercial viability of the project in the marketplace; the track record of the creative team and any finance in place.

Chosen project and application information will be published in The FACTory Program, available to buyers and delegates, and on the AIDC website.

### Pitch Workshop

Pitching is a highly competitive process, and an art in itself. The AIDC invites successful applicants to participate in a one day pitch workshop and one-on-one training with pitch training professionals. These training sessions will be guided by industry experts.

### The Pitch

- Pitches should be no more than 7 minutes in duration, which includes a trailer of up to three minutes
- The panel has 10 minutes in which to provide feedback, seek a meeting or make an offer of finance
- Projects should be at development or production stage.

### Applicant Eligibility

- Australian and International filmmakers are eligible to apply.
- Individuals, teams or companies may apply.
- Applicants must be the rights holder in the work.
- Projects need to be recognised factual documentary formats intended for broadcast and distribution, i.e. no educational, advertising, news, reportage or corporate projects will be accepted.
- Entry is open to feature films, one-hour singles, and one-hour and half-hour series at concept, development, or production stages.
- AIDC will not accept resubmissions of projects previously submitted to the AIDC FACTory at the same or similar stage.
- Short films, half-hour singles, multiplatform projects that do not have a theatrical or broadcast component, and VR/AR projects are not eligible for entry to the FACTory.
- Applicants must be 18 years of age or over.
- There is an AUD \$49.50 fee to cover handling & administration of your application.
- Entry for each project must be submitted via the FACTory portal:  
<https://www.eiseverywhere.com/factory2019>

## Successful Projects

- Chosen projects will have one week to accept a place in the FACTory, purchase All Access passes for those pitching, and confirm text and images for publication as per the requirements advised by AIDC.
- Successful participants are required to be registered to attend the conference and will be eligible to receive the All Access Pass at the early bird rate of \$730 (incl. GST) at a maximum of two per team.
- In the case that a financier trigger (broadcaster, national or federal funding agency, institute, or Executive Producer, etc) is already involved with the project, their presence at the pitch is highly encouraged. However, such involvement will not influence the selection of the project.
- If you live interstate, and your project is successful, we encourage you to contact your state agency for travel support.

## Important Note

Every endeavour will be made during the short-listing process to ensure that projects are matched to relevant marketplace representatives, ie: arts projects to arts commissioners, etc. It is therefore advisable for applicants to review the buyers who will be attending The FACTory and what they are looking for to ensure that your pitch is tailored to the relevant buyers.

## Key Information and Dates

**Closing Date:** 23:59 AEDT Wednesday 12 December 2018

**Successful Projects notified:** 11 January 2019

**Pitching Workshop:** Sunday 3 March 2019

**The FACTory International Pitching Forum:** Tuesday 5 March 2019

**AIDC:** Sunday 3 March - Wednesday 6 March 2019

For all enquiries, please contact: [pitch@aidc.com.au](mailto:pitch@aidc.com.au)

## SUBMISSION QUESTIONS

### APPLICANT INFORMATION:

\*Project Title:

\*Contact First Name:

\*Contact Last Name:

\*Email Address:

Additional Email (alternative; assistant):

\*Contact Phone Number:

\*City:

\*State:

\*Country:

\*Submitter Role on Project

- Producer
- Director
- Writer
- Executive Producer
- Other \_\_\_\_\_

### WHAT TYPE OF SUPPORT ARE YOU SEEKING?

\*Select as many as apply:

- A full commission
- Pre-sale
- Co-production
- Acquisition
- Distribution
- International Sales representation
- Other \_\_\_\_\_

**Does your project have an interactive component?**

Yes/No

**Does your project have a multiplatform component?**

Yes/No

**\*Strand**

- Documentary
- Specialist Factual
- Factual Entertainment
- Popular Factual Entertainment

**\*Genre**

Please select no more than three (3) options, selecting the genres that best describe your project.

- Arts and Culture
- Biographies
- Crime
- Current Affairs and Investigative
- Education
- Environment
- Formats
- Gender
- Geopolitics
- History
- Human Interest
- Indigenous
- Lifestyle
- Music
- Natural History
- Race
- Religion and Ethics
- Science
- Social Justice
- Sport
- Technology
- Travel & Adventure
- Youth
- Other \_\_\_\_\_

**\*Style**

- Observational documentary
- Presenter-led/Participatory
- Poetic/Stylised/Animated documentary
- Hybrid
- Other \_\_\_\_\_

**\*Length/Format**

Select as many as apply:

- Series
- Single/One-off
- Feature
- Theatrical
- Online
- Format
- Multiplatform

- 30'
- 52'/60'
- 70 to 90+ mins
- Other \_\_\_\_\_

## PROJECT DETAILS

\*Production Company / Companies:

\*Country/Countries of Origin:

\*Languages:

\*Logline (up to 30 words):

\*100 word Synopsis:

\*Treatment: 500 to 1000 word Synopsis (including story arc, main characters, brief description of the project's style):

\*Short status report: a brief description of planned production schedule, access, pending finances, etc. (maximum 500 words):

\*Estimated Completed Duration:

\*Stage of Production:

- Concept
- Early Development
- Late Development
- Production
- Post-production

Project Website:

*Please upload a treatment, if available.*

## TRAILER, TEASER, OR KEY SCENE DETAILS (up to 3 minutes)

\*Single streamable Link:

(if project is selected link must remain active until late February 28, 2019)

Password:

## FINANCIAL INFORMATION

\*Total Budget AUD:

\*Secured Finance AUD:

Sources/Confirmed financial partners:

\*Shortfall AUD:

**Are there any financing partners, pre-sales or distributors attached to the project? Please list.**

**Are any rights UNAVAILABLE? If so, list territories and type of rights sold.**

\*Please upload your most **current finance plan** including any financial support you have secured, or expect to receive. Please include the status of each sum, ie 'confirmed', 'pending', 'projected', etc. For international projects please also include in your finance plan your budget figures in GBP, USD, or Euros.

*If available*, please include a one-page top-line production budget in the applicant's local currency and in AUD.

## **CREATIVE TEAM DETAILS**

\*Key Creative Name #1:

\*Credit:

\*Biography (80 words):

Key Creative Name #2:

Credit:

Biography (80 words):

Key Creative Name #3:

Credit:

Biography (80 words):

### **Cut to the Chase**

Cut to the Chase is AIDC's curated marketplace, placing projects in one-on-one meetings with Decision Makers. All selected FACTory projects are eligible for pre-scheduled meetings with Decision Makers in Cut to the Chase.

Cut to the Chase producers will also track all projects submitted to the FACTory, and may invite unsuccessful projects to participate. If the submitter agrees, they will be required to purchase an All Access Pass to participate in Cut to the Chase.

Projects submitted will be made available in the Cut to the Chase catalogue and to interested Decision Makers.

Do you wish to be considered for Cut to the Chase?

YES/NO

### **Getty Images Offer**

*To help you prepare your best possible pitch, Getty Images have partnered with AIDC to provide you - **absolutely free** - up to 10 footage clips you can use for your application.*

*The Getty Images online library has **over 8 million footage clips** on every subject under the sun - from moon landing to wildlife to timelapses of cities and much, much more. You can search by keywords, filming technique, viewpoints and composition, among other options. For more information [click here](#).*

## TERMS & CONDITIONS - AIDC

### The FACTory 2019

#### 1. Terms and Conditions

- 1.1. By applying to submit a project to The FACTory, you agree to accept and be bound by the following terms and conditions, and acknowledge that failure to comply with them may result in disqualification. All national and local laws and regulations shall apply.
- 1.2. Any enquiries relating to the FACTory should be emailed to: [pitch@aidc.com.au](mailto:pitch@aidc.com.au)

#### 2. Dates

- 2.1. Project submissions for The FACTory open at 00:01 am (AEST) on October 3, 2018 (Opening Date). Submissions will be accepted until 23:59 pm (AEDT) December 12, 2018 (Closing Date).
- 2.2. Shortlisted FACTory project applicants will be notified by the Organisers on January 11, 2019, and their names announced publicly in the second half of January, 2019.

#### 3. Applicants

- 3.1. All employees of AIDC Ltd and any of its subsidiaries and their families are not eligible to submit projects for The FACTory.
- 3.2. The Organiser will accept up to two submissions per production company.
- 3.3. Each applicant must provide up to date and accurate contact information when they submit their entry to enable AIDC to contact them for further information or update on the status of the entry before or after the Closing Date.
- 3.4. If there is any dispute as to the identity of an applicant, AIDC reserve the right, in their sole discretion to determine the identity of the applicant.

#### 4. Entry Requirements

- 4.1. The FACTory accepts projects from Australian and International filmmakers.
- 4.2. Applicants must be the rights holder in the work.
- 4.3. Projects need to be recognised factual documentary formats intended for broadcast and distribution, i.e. no educational, advertising, news, reportage or corporate projects will be accepted.
- 4.4. Entry is open to feature films, one-hour singles, and one-hour and half-hour series at concept, development, or production stages.
- 4.5. Short films, half-hour singles, multiplatform projects that do not have a theatrical or broadcast component, as well as VR/AR projects are not eligible for entry to the FACTory.
- 4.6. Individuals, teams or companies may apply.
- 4.7. Applicants must be 18 years of age or over.
- 4.8. There is an AUD \$49.50 submission fee to cover handling and administration of your application.
- 4.9. Entry for each project must be submitted via the FACTory portal:  
<https://www.eiseverywhere.com/factory2019>
- 4.10. The Organisers accept no responsibility for submissions not received for any reason.
- 4.11. The Organisers reserve the right, at any time, to verify the validity of entrants (including an entrant's identity and citizenship status) and reserves the right, in its sole discretion, to disqualify any individual who the Organiser has reason to believe has breached any of



these Terms and Conditions or engaged in any unlawful or other improper conduct calculated to interfere with the fair and proper conduct of the promotion.

- 4.12. Applicants successful in having a project selected for The FACTory are required to be registered to attend the conference, and will be eligible to receive the All Access Pass at the early bird rate of \$730 (incl GST), at maximum of two discounted passes per team. They will need to confirm by purchasing an All Access Pass within a week (7 days) of being notified, and provide verified copy and a still image for publication, to the specifications advised by the Organiser.
- 4.13. In the case that a financier trigger (broadcaster, national or federal funding agency, institute, or Executive Producer, etc) is already involved with the project, their presence at the pitch is highly encouraged. However, such involvement will not influence the selection of the project.
- 4.14. Pitching teams may consist of two people, unless a financier trigger is present, and three people may present the pitch.
- 4.15. If you live interstate, and your project is successful, we encourage you to contact your state agency for travel support.

## **5. Intellectual Property Rights**

- 5.1. Copyright in each project entry submitted remains with the author/s of the entry, subject to this clause 5.
- 5.2. By submitting a project to The FACTory the submitter grants to the Organiser a non-exclusive, royalty free, perpetual right to use, publish, reproduce and reprint project images and descriptive text on a worldwide basis through all media (including print, digital, radio and social media). Without limiting the above, each entrant acknowledges and agrees that this includes:
  - 5.2.1. publication by AIDC (print and digital).
- 5.3. By submitting a project to The FACTory, each applicant also consents to the Organisers using their name, likeness, image and /or voice in any media for an unlimited period without remuneration for the purpose of promoting the Organisers.

## **6. Unacceptable Entries**

- 6.1. Project submissions received after the Closing Date and/or which are not in accordance with the entrant and entry requirements set out in clause 3 and 4 respectively will not be accepted.
- 6.2. AIDC will not accept resubmissions of projects previously submitted to the AIDC FACTory at the same or similar stage.

## **7. Outcome**

- 7.1. The AIDC's decisions will be final and no correspondence will be entered into in relation to their deliberations or decisions.
- 7.2. Entrants must direct any questions or comments in relation to the FACTory submissions at [pitch@aidc.com.au](mailto:pitch@aidc.com.au).

## **8. Warranties**

- 8.1. By submitting a project to The FACTory, the producers warrant to AIDC that they own all intellectual property rights in their submission and, that their submission:
  - 8.1.1. is an original, incomplete and unbroadcast nonfiction screen work;

- 8.1.2. does not infringe the copyright or any other intellectual property rights of any other person;
- 8.1.3. does not defame or invade the privacy rights of any third party;
- 8.1.4. does not infringe any other legal rights, regulations or laws.
- 8.2. By submitting a project to The FACTory, the applicant agrees to be bound by the rules and terms and conditions as set out by the Australian International Documentary Conference.
- 8.3. AIDC shall use its best endeavours to treat all submissions confidentially. However, the applicant acknowledges that the applicant's project may potentially receive wide exposure as a result of the submission process.
- 8.4. There is a chance that a number of ideas submitted as part of this program – including the applicant's – may contain subject matter, themes, activity, characters and other material that is similar to other projects submitted to AIDC. The applicant acknowledges that AIDC is not liable in the event that the project submitted by the applicant is in any way similar to a project selected by AIDC for the FACTory or otherwise now or in the future.
- 8.5. The applicant acknowledges that whilst every endeavour will be taken to match financiers with the applicant's project as part of The FACTory decision maker selection process, AIDC does not guarantee that the project will be successful in attracting partnerships/finance.
- 8.6. The applicant agrees that if the applicant's project is selected for the AIDC FACTory pitching event and participation results in a business outcome, the applicant is obliged to acknowledge the support of the AIDC in the credits of the completed project and in all relevant promotional material.

## **9. Liability**

- 9.1. Except for any liability that cannot by law be excluded including the statutory guarantees under the Competition and Consumer Act 2010 (Cth), AIDC (including their respective officers, employees and agents) are not responsible for and exclude all liability (including negligence) for any personal injury; or any loss or damage (including loss of opportunity); whether direct, indirect, special or consequential, arising in any way out of: (i) any technical difficulties or equipment malfunction; (b) any theft, unauthorised access or third party interference; (iii) any submission or that is late, lost, altered, damaged or misdirected (whether or not after their receipt by the Organisers) due to any reason beyond the control of the Organiser; (d) any tax liability incurred by the winner or entrant.

## **10. Data**

- 10.1. Any information provided in relation to the FACTory that constitutes personal information under the Privacy Act 2001 (Cth) will be governed by the AIDC Privacy Policy located at [http://www.aidc.com.au/user\\_asset/b795/1107](http://www.aidc.com.au/user_asset/b795/1107) and these Terms and Conditions. All applicants agree to be bound by the AIDC Privacy Policy by submitting a project for consideration.

## **11. Miscellaneous**

- 11.1. These terms and conditions shall be governed by the laws of Victoria, Australia and each entrant submits to the non-exclusive jurisdiction of the courts of Victoria, Australia and courts of appeal from them.

## **12. The Organisers contact details are:**

- 12.1. AIDC Ltd ACN 098 558 313 of PO Box 81 Flinders Lane, Melbourne, Victoria, 8009.