



**Information on the requested format for your application is included on the final page of this RFP**

## **Updated Request For Proposals: Scripted Pacific and Asian Storytelling**

### **Introduction**

NZ On Air received a one-off allocation of additional funding in this year's budget to support the production of diverse local content that will reach under-served audiences. As part of this funding, [six new initiatives will be delivered](#).

This RFP addresses the Pacific and Asian storytelling initiative.

### **Purpose**

NZOn Air is seeking new Scripted proposals from Pacific and Asian content makers for between 2-4 series that will extend the range of Pacific and Asian storytelling available to New Zealand audiences.

### **Timeline**

30 Nov 2018	Guidelines for proposals issued and applications open
4pm 11 Feb 2019	Deadline for submission of applications
15 Mar 2019	Up to 8 shortlisted projects confirmed
6 – 7 Apr 2019	Stage 1 Development Workshop
Apr – May 2019	Stage 2 Follow-up mentoring
31 May 2019	Stage 3 Pitching Day with Platforms
7 Jun 2019	Eligible, shortlisted projects re-submit their applications for production funding
w/c 24 June 2019	Up to 4 projects confirmed for production (subject to funding contracts being agreed and platform support secured) and applicants notified

### **Overview**

NZOn Air has dedicated \$1.5m to this initiative, with \$750k allocated per Pacific and Asian strand. These projects are intended to deliver to the Newer Storytellers category of our [Scripted Roadmap](#). The selected content will explore local perspectives and stories not generally seen on New Zealand screens.

In order to support newer storytellers and produce the strongest content outcomes possible, Script to Screen will provide a facilitated project development programme. This will include a workshop and follow-up mentoring for *shortlisted* projects to assist with the final

development and refinement of proposals prior to submission for production funding.

Proposals can be submitted with or without platform support, shortlisted projects will be introduced to platforms interested in commissioning these Pacific and Asian stories as part of the development process. Projects are required to have platform letter/s of support following the Pitch Day to be considered for production funding.

Production budgets will vary from around \$300k–\$750k per project depending on the scale, secured platform support / co-investment, and likely audience reach. We expect budgets to be project-lead, rather than all projects seeking the maximum funding available. The format and duration of produced content will vary but should be a minimum of 30 minutes for these funding investment levels, and will depend on the primary platform and the proposed story.

Co-investment from supporting platforms is expected. Secondary or additional platforms are encouraged. Funding from other third parties is encouraged where appropriate.

### **Development Workshop**

Script to Screen Te Tari Tuhi Kupa a Whakaahua will design and run a programme especially tailored for the shortlisted participants and their projects. This will provide a supportive environment for project development and includes a weekend Development Workshop held 6-7 April, follow-up mentoring and support, and a Pitching Day on 31 May to present projects to interested platforms.

The Stage 1 Development Workshop will include group workshop sessions and one-on-ones between each team and mentors well-matched to the needs of the project. Platforms will be invited to present to the participants about their audiences and platforms; what they like to see in submissions and other relevant details relating to market needs.

After the Development Workshop, each participant will be eligible for a \$1,000 grant and will be assigned a mentor to help the team get their project ready to attach a platform, seek secondary co-investment, and to apply to NZ On Air for production funding.

Stage 3 of the programme is a Pitch Day where participants pitch their projects to suitable and interested platforms – with the aim of securing letters of support from platform/s.

After the Pitch Day participants finalise their proposals and re-submit their project to NZ On Air by 7 June 2019 for consideration for production funding. At this stage the project will require platform letter/s of support, a script (or partial script), budget and production schedule. Projects may receive multiple letters of support from platforms post-Pitch Day. Final platform confirmation is required within two months of production funding announced (w/c 15 July).

Both workshops will be held in Auckland. Participants who live outside of Auckland will have their travel and accommodation paid for. Applicants must be available for all dates listed in the timeline.

### **Eligibility**

Projects should be led or co-led by personnel reflecting the Pacific or Asian cultures depicted within the content. A producer, writer or director can be a sole applicant, but we recommend you apply with a team, or part of a team in place. For this application, a team is a producer, writer and director and may include actors/performers. Applicants will have to be able to confirm their key creative team prior to the Development Workshop.

Consideration for production funding after the workshop phase will assess the strength and production experience of the key creatives alongside any attached mentors or Executive Producers. Mentors and Executive Producers (if required) can be confirmed after the pitching session and prior to submission of a production funding application.

Projects should be stand-alone given the one-off nature of the funding. There should be no expectation of ongoing or additional funding support from NZ On Air.

Funded projects are required to be distributed on a free-access basis to the New Zealand public and freely accessible online for at least 12 months.

### **Guidelines**

NZ On Air's usual application requirement to submit applications via our [online portal](#) apply.

### **Reserved Rights and Terms and Conditions**

The following government standard terms and conditions apply to the RFP and the RFP process:

- a. you must bear all of your own costs in preparing and submitting your proposal
- b. you represent and warrant that all information provided to us is complete and accurate
- c. we may rely upon all statements made in your proposal
- d. we may amend, suspend, cancel and/or re-issue the RFP at any time
- e. we may change the RFP (including dates), but will give all submitters a reasonable time to respond to any change
- f. we may accept late proposals and may waive any irregularities or informalities in the RFP process
- g. we may seek clarification of any proposal and meet with any submitter(s)
- h. we are not bound to accept the lowest priced conforming proposal(s), or any proposal
- i. if none of the proposals are acceptable to us we may enter into negotiations with one or more of the submitters (if any).
- j. we both agree to take reasonable steps to protect the other's confidential information
- k. our obligation to protect your confidential information is subject to the Official Information Act 1982 and other legal, parliamentary and constitutional conventions
- l. there is no binding legal relationship between us, and your proposal is only accepted if we both sign a funding contract
- m. our Request for Proposals (RFP) comprises this document, and any subsequent information we provide to suppliers
- n. the laws of New Zealand shall govern the RFP process
- o. in submitting your proposal you are deemed to have read, understood and agree to be bound by these terms and conditions, and the additional terms and conditions below, if applicable.

## Pacific and Asian Storytelling

### Suggested Application Structure

**Projects should be led or co-led by personnel reflecting the Pacific or Asian cultures depicted within the content. Please identify the ethnicity of the key creatives for your project within your proposal.**

Assemble the following material:

#### Verbal Pitch and trailer or sample footage

- We encourage you to upload a verbal pitch (no longer than 5 mins)
- Upload any footage for this project that supports your submission (Optional)

#### Synopsis

In one page or less, outline the subject and story of the program and the larger context that inspired the story.

#### Project

In one page or less provide details about your project that may include information such as story structure, theme, genre and style, format, voice, point-of-view...

#### Production

In one page or less provide information (if known) about

- The cost of your project (NB: to be \$300-\$750k, dependant on scale)
- Existing support including in-kind support
- Potential time line to produce your project
- Any online marketing plans or potential cross marketing possibilities
- Any enhanced online or interactive elements

#### Key Personnel

Provide your biography or resume along with your key team already attached i.e. producer, director, writer and/or talent.

#### Example of key personnel's work

Please attach links to key personnel's prior screen work

If you are a screenwriter who has not had your work produced please attach a sample of your writing (10-15 pages)

Submit – you will receive an automated email confirming your application once it has been successfully submitted.

January 2019