Invitation to Express Interest
Audiovisual Equipment for Hospitality Areas - UEFA EURO 2020™
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1. Introduction

UEFA EURO 2020™ will be held in twelve (12) host cities across Europe in June and July 2020. UEFA, together with any of its subsidiaries, wishes to select a company responsible for the provision of Audiovisual Equipment in all Hospitality Areas, as is described in more detail in Appendix 1 (“Services”). For such purposes, UEFA intends to organise a tendering process (“Tender”).

2. The Selection Process

The process for the selection of a company(ies) responsible for the provision of the Services for UEFA EURO 2020™, as currently planned, is divided into two-phases:

- Phase 1 – Invitation to Express Interest: the initial, pre-Tender phase during which UEFA collects information regarding the candidate(s) based on which it evaluates eligibility of such candidate(s) to participate in Phase 2; and

- Phase 2 – The Tender: the tender for the selected candidate(s) and/or any other entities invited by UEFA, during which UEFA will evaluate proposals and subsequently select and appoint a qualified company to provide the required services for UEFA EURO 2020™.

All participants in the Tender will receive the Invitation to Tender document (“ITT”), which will set forth all applicable terms and conditions for the Tender. To give each candidate(s) an overview of the timing and further proceedings, UEFA has put into place the following Tender process plan (which may be subject to change at any time, as deemed necessary by UEFA):

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candidate(s) receive invitation to express interest</td>
<td>15 April 2019</td>
</tr>
<tr>
<td>Deadline for candidate(s) to express interest</td>
<td>26 April 2019</td>
</tr>
<tr>
<td>Selected entity(ies) receive the ITT</td>
<td>30 April 2019</td>
</tr>
<tr>
<td>Deadline for Candidate(s) to submit offers</td>
<td>17 May 2019</td>
</tr>
<tr>
<td>Evaluation and selection of successful candidate</td>
<td>21 June 2019</td>
</tr>
<tr>
<td>Site visit for appointed supplier at all venues</td>
<td>July - November 2019</td>
</tr>
<tr>
<td>Onsite delivery of the required services</td>
<td>As of May 2020</td>
</tr>
</tbody>
</table>
3. Submissions of Expression of Interest and the Selection Process

In order to be considered eligible to participate in the Tender, interested candidate(s) shall respond to this ITEI by submitting the relevant information and documentation as set out below.

Candidate(s) shall submit to UEFA an official letter, on headed notepaper and in English (the “Letter”) expressing their interest in participating in the Tender and requesting the ITT, no later than **18:00 CEST on 26 April 2019**. The Letter shall include the following supporting information:

- Full details of the return address and contact person for all matters in connection with this ITEI;
- All of the information/documents (in English) required in Section 4 below entitled “Required information and documentation”; and
- The “Statement of Undertaking” in the form provided in Appendix 2 below, duly signed by an authorised representative.

The Letter with all supporting information and documentation must be sent by email to: Euro2020.TechTenders@uefa.ch

In addition, the entire documentation can also be sent as a hardcopy and by registered post to the following address by no later than **18:00 CEST on 26 April 2019** (arrival at the address laid out below):

**UEFA Events SA**
**Venue Ops / Technical Services & Overlay**
**Route de Genève 46**
**1260 Nyon 2**
**Switzerland**

Incomplete submissions which do not include all of the above information and/or documentation will be immediately rejected by UEFA. Upon receipt of the Letter with all required supporting information and documentation, UEFA shall determine, at its sole discretion, if it requires further information/documentation or clarification from any or all of the candidate(s).

In such cases, UEFA reserves the right to contact the relevant candidate accordingly and to request that they provide such additional information/documentation.
4. Required Information and Documentation

Before selection of the candidate(s) that will participate in the Tender and receive the ITT, UEFA shall evaluate the eligibility of any candidate(s) based on the review of the following information and documentation (all documentation must be returned in English):

- Description of proven experience in provision of the Services;
- Annual reports or key accounting figures from the last three years;
- Proof of strong financial standing with up-to-date declarations from the inland revenue, national treasury department or other relevant governmental body;
- Evidence of sufficient resources and appropriate infrastructure to provide the Services; and
- Provision of an organisational chart with key personnel (need to be English-speaking and adequately trained management personnel).

NOTE: During the Tender, UEFA reserves the right to request additional information / documentation as deemed necessary including but not limited to any guarantees.

5. Legal Provisions

1. This ITEI does not constitute an invitation to make offers or an invitation to participate in the Tender, nor does it constitute the basis of any contract which may be concluded upon conclusion of the Tender.

2. Information collected through this Invitation to Express Interest will be used by UEFA solely for its analysis and will not be disclosed to the public.

3. UEFA reserves the right to reject any and all submissions of expression of interest, amend or supplement any rules set up herein as well to cancel part of or the entire selection process (and/or the Tender). If part of or the entire selection process is cancelled, it may be restarted at any time and any given interested candidate may or may not be invited to participate in the new selection process, at UEFA’s absolute discretion.

4. UEFA has taken all reasonable care to ensure that any information provided by UEFA in relation to this ITEI, the Tender and/or the ITT is accurate in all material respects. However, any such information is provided solely by way of explanation of the services which UEFA intends to use, and neither UEFA nor any of its representatives, agents or employees make any representation or warranty or accept any responsibility for the accuracy or completeness of any such information. Nor shall they be liable for any loss or damage suffered by any applicants in reliance on such information or any subsequent communication made by UEFA.
5. The candidate agrees that:
   a. it (and its officers, employees, agents and advisers) shall keep confidential the terms of
      this ITEI and any information relating to affairs or business of UEFA which comes into its
      possession in relation to this ITEI and/or the Tender;
   b. it shall not disclose confidential information (or any parts of it) to any third party without
      the prior written consent of UEFA, which may be given or withheld in its absolute
      discretion (save, where required by law);
   c. it shall only be entitled to use confidential information for the purpose of the Tender; and
   d. it shall not discuss the financial terms of the Tender with rival candidates.

6. Each candidate is responsible for all costs, expenses and liabilities incurred in the preparation of
   its Letter, any responses to requests for further information by UEFA and any negotiation with
   UEFA following receipt by UEFA of its Letter (whether or not an invitation to participate in the ITT
   is issued). UEFA shall bear no liability whatsoever in this respect.

7. Each candidate is strictly prohibited from making any form of public announcement or statement
   relating directly or indirectly to this ITEI, the Tender, UEFA, and/or any UEFA competition (whether
   it is invited to participate in the Tender or not) without the prior written consent of UEFA, which
   may be given or withheld in its absolute discretion.

8. The appointment of the company to provide the Services will be subject to such selected
   company and UEFA or any of its subsidiaries entering into a long-form agreement(s) provided
   by UEFA in due course, which shall contain the full terms and conditions of such appointment.

9. UEFA shall not be liable to any interested candidate for any costs or losses arising in connection
   the submission of information and documentation related to this Invitation to Express Interest.
Appendix 1: Description of Services

Audiovisual Equipment in Hospitality Areas

UEFA Technical Services requires a supplier to provide event equipment in the various hospitality areas, including audio, lighting, video, stages, trussing, cabling and power distribution. For UEFA EURO 2020™, all hospitality areas are allocated in existing structures within the stadia. Hospitality areas are divided into sub-categories according to the respective target groups, requirements will be specified for each of the hospitality areas, for each venue.

The full scope will require temporary installations to fulfil the needs of the Hospitality Concept and its Entertainment Acts as well as on-site support during the events at each of the 12 (twelve) venues in the 12 (twelve) Host Countries of UEFA EURO 2020™. Candidate(s) shall indicate in their response whether they wish to bid to provide the services for one (1), several or all Host Countries of UEFA EURO 2020™. UEFA will favour applicants who can provide services for all the venues and thus ensure a simplified coordination structure and a unified event appearance. The candidate(s) must be able to demonstrate the ability to provide services for all Host Countries or the country(ies) they apply for. A “full service solution, turnkey ready” with high quality level is required to meet the expectations for each target group. Services should include planning, layouts, transport, set-up, dismantling, operation and maintenance of the relevant structures.

Figure 1: Map of EURO 2020 Host Cities
Scope

Among the 12 stadia between, 75 and 90 dedicated event lounges can be assumed, each giving room to the respective target groups among the expected 110,000 guests. Numbers of guests per lounge can vary from 50 to 800, depending on the sizes of the room. Entertainment programs will include walking acts, projections, DJs, bands, live cooking, etc.

Timing

Setup for each venue is planned between 26 May 2020 and 14 June 2020. The start of the dismantling depends on the last match in each venue and varies between 27 June 2020 and 12 July 2020. Dismantling must be completed at the latest 5 days after each last match day per venue. At the moment, these dates are estimates and UEFA reserves the right to amend these dates during the course of the planning phase.

Figure 2: UEFA EURO 2020 Match Schedule
Appendix 2: Statement of Undertaking

Name of company: _________________________________________________________

Tax number:      _________________________________________________________

Address:              _________________________________________________________

Referred to hereinafter as the “Company”, hereby expresses interest in participating in the Tender for the provision of the Services (as defined in the ITEI) for UEFA EURO 2020™ and requests the ITT from UEFA, and undertakes that:

1. no information provided nor representations made to UEFA are false, inaccurate or misleading;

2. none of the Company’s representatives or employees shall make any form of public announcement or statement relating directly or indirectly to UEFA, the Invitation to Express Interest and/or the Tender to any media without the prior written approval of UEFA and that any non-compliance will lead to the penalty of being held responsible for any damages caused;

3. it (and its officers, employees, agents and advisers) shall keep confidential the terms of this ITEI and any information relating to affairs or business of UEFA which comes into its possession in relation to this ITEI and/or the Tender, it shall not disclose confidential information (or any parts of it) to any third party without the prior written consent of UEFA, which may be given or withheld in its absolute discretion (save, where required by law) and it shall only be entitled to use confidential information for the purpose of the Tender;

4. all intellectual property and commercial rights in relation to UEFA, UEFA EURO 2020™, this Invitation to Express Interest and/or the Tender belong exclusively to UEFA;

5. it is capable of and shall comply with all legal provisions contained in the ITEI or otherwise agreed in writing with UEFA;

6. UEFA shall not be held responsible for any costs, expenses and/or liabilities incurred in by the Company in the preparation and submission of the information and/or documentation in response to the Invitation to Express Interest and/or any responses to requests for further information by UEFA;

7. any association with UEFA or UEFA EURO 2020™ in any manner whatsoever without UEFA’s prior written approval is strictly prohibited;
8. UEFA shall not be required to invite the Company to participate in the Tender and reserves the right to organise any services related to the Tender itself or to re-open part of or the entire tendering process at a later stage; and

9. this statement of undertaking and any related documentation shall be governed by and construed in accordance with the law of Switzerland. The place of jurisdiction shall be Nyon, Switzerland;

By submitting this Statement of Undertaking (where capitalised terms shall have the meaning as defined in the Invitation to Express Interest, unless otherwise defined herein), I/we confirm that I/we have read and understood the foregoing terms and conditions issued by UEFA regarding the process for selection of a candidate(s) to provide the Services for UEFA EURO 2020™, and agree that the Company that I/we duly represent is/are bound by such terms and conditions.

Signature:  ________________________________________________________________

Name and Title: _________________________________ Date:  ______________________

Place:   _________________________________ Official Stamp: