2nd European VoD Meetings by EuroVoD

Workshop 2

Venice - Italy
1 - 4 September 2020
• VoD Market Day on September 4th

Deadline to apply: June 30th on eurovod.org
The European VoD Meetings are the only international residential training course for audiovisual professionals working in the Video on Demand sector.

Conceived to answer the needs of the industry, with a focus on the independent European services, the training course takes place twice a year, shaped as a hub for the transmission of know-how, peer-to-peer learning, analysis of best practices and current challenges for the online distribution of creative content, fostering the cooperation and project development among the participants, and on the middle term to strengthen the industry and the circulation of European works.

Unique in its kind, the training is signing the beginning of a concrete synergy among independent European VoD services, within the chain of rights and the digital tech industries. The training benefits from the support from the Creative Europe MEDIA programme since its very first edition.

In 3 workshops to date, the European VoD Meetings gathered 118 participants from 55 companies and 29 nationalities. Participants consist in VoD professionals, who are running platforms or providing tech services, but also film festivals, film institutes, distributors and producers with a strong interest in developing or collaborating with the VoD sector. The 4-day training course take place during an important European film festival and market (Venice International Film Festival/Venice Co-production Bridge, Berlinale/European Film Market) to provide more opportunities for networking and promote the European VoD sector.

Venice, Italy 3-6 Sep 2018
Berlin, Germany 6-9 Feb 2019

Venice, Italy 2-5 Sep 2019
Venice, Italy 1-4 Sep 2020
## SECOND EDITION

### WORKSHOP 1
**VENICE 2-5 Sept 2019**

**ATTENDING**
- 49 PARTICIPANTS
- 44 COMPANIES
- 19 NATIONALITIES

### DAY 1 MONDAY 2ND SEPTEMBER / SALA TEATRO
- **14:30 - 17:00** CHECK-IN
- **17:00 - 17:30** OPENING
  - EUROVOD: Jean-Yves Bloch, Silvia Cibain
  - VENICE FILM FESTIVAL: Pasqual Dot
- **17:30 - 19:00** PARTICIPANTS’ PRESENTATION
- **19:00 - 22:00** OPENING DINNER AT SALA & TERRAZZA BASAGLIA

### DAY 2 TUESDAY 3RD SEPTEMBER
**EUROVOO CONFERENCE / AUDITORIUM**
- **10:00 - 10:10** INTRODUCTION & PRESENTATION OF EUROVOO NETWORK
  - EUROVOO: Jean-Yves Bloch, Silvia Cibain
- **10:10 - 10:20** TRENDS OF VOD MARKET IN EUROPE
  - EUVOD (EUROPEAN AUDIOVISUAL OBSERVATORY): Christian Grace
- **10:20 - 10:50** OVERVIEW ON VOD LANDSCAPE
  - Kaos Stpir: Wendy Borefield
- **10:50 - 11:00** Q/A / COFFEE BREAK
- **11:00 - 11:10** EVOLUTIONS IN THE VIDEO ON DEMAND SECTOR
  - Ars: Annelie Leonardhert / FMMQY: Bruno Delecour
  - FIAM: Laurence Rigal / TEMS: Jean-Laure Rignault
  - NETFLIX: Manresa Rembowska
- **11:10 - 13:00** INNOVATION AND EMERGING TECHNOLOGIES IN VOD
  - KAUSTBA: Rami Hak / FIAMOSIS & NUGOS: Willem Page
  - JUSTWATCH: David Croy

### DAY 3 WEDNESDAY 4TH SEPTEMBER / SALA TEATRO
- **09:30 - 11:00** TECHNICAL WORKSHOP
  - AVEOVO: David Croy
  - FMMQY: Pierre Louis Marie Murphy / LACINETE: Alexandra Arual 
  - KINOW: Pierre Antoine
  - EDY MEDIA: Daniel Siquina / ZOO DIGITAL: Mazin Al Jumally, Julian Day
- **11:00 - 12:10** EVOLUTIONS IN THE VIDEO ON DEMAND SECTOR
  - KAUSTBA: Rami Hak / FIAMOSIS & NUGOS: Willem Page
  - JUSTWATCH: David Croy
- **14:00 - 17:00** MARKETING WORKSHOP BY THE DESIGN THINKING SESSION
  - THE FILM AGENCY: Raquel Cabrera
- **17:30 - 19:00** EUROVOO GENERAL ASSEMBLY (for members only and guests invited)

### DAY 4 THURSDAY 5TH SEPTEMBER / SALA TEATRO
- **09:30 - 12:30** ACCESS TO FINANCE AND BUSINESS MODELS: Navigating the financing landscape for VoD services.
  - KIN EUROPEAN AFFAIR: Arthur Le Gall / KIN EUROPEAN AFFAIRS: Pierre Pautard
- **11:00 - 15:30** WHICH PLACE FOR CINEMA ONLINE COMPARED TO TV SERIES?
  - MIVIMOVE: Giuniluca Guzzi / EDY MEDIA: Andreas Wildfang
- **15:30 - 16:30** DEBRIEFING & CLOSING SESSION
- **17:30 - 20:00** CLOSING DINNER PARTY AT AURORA BEACH - LIDO DI VENEZIA
1st edition 3 Sept 2019
Venice, San Servolo island
80 participants  69 companies

2nd edition 4 Sept 2020 Venice, Lido
Co-organised in partnership with
Venice Film Festival
Venice Production Bridge
# PARTNERSHIP OPPORTUNITIES

European VoD Meetings & VoD Market Day  
Venice, 1-4 September 2020

## OFFICIAL SPONSOR - €5000

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Your logo on all the communication material (press releases and diffusion from our communication partners like Variety, Ecran Total, Cineuropa, Film New Europe)  | Your logo on all promotional material (flyers, bags)  
Your logo on the pedagogical material (booklet, reports)  
Your logo on our banner of the European VoD Meetings  
Your logo on our banner of the VoD Market Day  | Organization of a private session and meetings, in cooperation with the Venice Film Festival / Venice Production Bridge  
Banners / Posters of your company at the VoD Market Day  | Sponsoring the VoD Market Day cocktail (logo on the invitations) |

## GOLD SPONSOR - €3000

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## PARTNER – €1000

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THE EUROPEAN FEDERATION OF VOD PLATFORMS FOR INDEPENDENT CINEMA

30 VOD MEMBERS / 18 COUNTRIES / 1 NETWORK
Founded in 2010 in France, EUROVOD is the only association of European VoD platforms.

Regrouping under a common umbrella **30 VoD services** (national, international covering 36 territories, and global)

Average of 78% of European content in catalogue

Objectives:
- Facilitate a collaborative management within the VoD sector (networking, benchmarking, business dev.)
- Inclusive point of reference for EU funding schemes and regulations
- Enhancing transparency & data sharing
- Strengthening the dialogue with chain of rights and tech industries
- Defend and promote cultural diversity and the use of VoD as a legal channel for the distribution of audiovisual content
Triplicate the number of members in 1 year

Opened to associate members
Service providers & tech companies, 40% EU films, non-EU

Gathered +200 companies in our activities
European VoD Meetings, VoD Market Day

Supporting initiatives to better target and reach the audience

Key word: cooperation!
Networking, benchmarking, learning, mutualisation of resources
Our members are based in **18 countries**
(17 EU, 1 Non-EU):
Austria, Belgium, Croatia, France, Germany,
Italy, Lithuania, Luxembourg, North Macedonia, Mexico, Netherlands, Portugal,
Romania, Slovenia, Spain, Sweden, Switzerland, United Kingdom

**36 territories covered** by the national and international platforms:
Albania, Andorra, Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Finland, Germany, Greece, Hungary, India, Ireland, Italy, Kosovo, Lichtenstein, Lithuania, Luxembourg, North Macedonia, Mexico, Monaco, Montenegro, Netherlands, Portugal, Romania, Serbia, Slovenia, Spain, Sweden, Switzerland, Turkey, United Kingdom
www.eurovod.org

@EuroVoD_network

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