

Multi-year Supply Commissioning 2020/21

FAQ's

These questions arose in discussion with companies interested in the Pasgain 21 commissioning round.

- **1.** Does each individual multi-year supply strand require to be produced by one company or can each individual strand be broken up and allocated to more than one company?
 - Each strand requires to be produced by one company and cannot be broken up.

- **2.** Should co-funding be considered in all proposals?
 - The commissioning document sets out assessment criteria and this includes co-funding. We appreciate that co-funding may not be applicable in all strands, but should be considered where appropriate.

- **3.** Do you require information such as company information and business plans etc. to be included within a multi-year supply submission?
 - Yes, we require company information. We suggest the following: training plans, talent development plans, company Gaelic policy; company structure, future plans, business models, succession planning. Note that business plans do not need to be overly detailed as long as they clearly show strategic direction. We do not require detailed financial projections.

- **4.** How much detail do you require about proposed programming for each year covered by the multi-year agreement?
 - Proposed programming for year 1 should be presented in good detail with programming / series synopses and key talent identified. Proposed programming for years 2 and 3 does not require to be as detailed, but should still clearly demonstrate that there is a sufficient quantity of programme ideas to maintain the programme supply for the full period of the contract.

- **5.** Is it possible for two companies to submit a joint multi-year supply submission?
 - Yes, it is possible for two companies to submit a joint submission. Any contract would be between MG ALBA and the two companies acting, for example, in partnership or as a joint venture. MG ALBA would not contract separately with the two companies.

- **6.** For the Factual Acquired strand are programmes intended to be revoiced/dubbed?
 - For the Factual Acquired strand we intend that programmes will be re-voiced/dubbed into Gaelic.

- **7.** Is it specifically documentaries that are required for the Factual Acquired strand?
 - No, the Factual Acquired strand can be broader than just documentaries. It could also include, for example, observational documentaries, biographies and other factual programming.

- **8.** For Dubbed Animation will MG ALBA have programmes in place that are ready for dubbing from the proposed contract start date on 1 July 2021?
 - Yes, MG ALBA will have acquired animation programming that will be ready for dubbing from 1 July 2021.

- **9.** Will the duration for Dubbed Animation be calculated based on slot length or actual minutage?
 - How to measure durations of acquired animation on BBC ALBA:

Actual Programme Duration	Slot duration
11 mins to 15 mins	15 mins
20 mins to 30 mins	30 mins
46 mins to 60 mins	60 mins

All other durations	As per actual programme duration
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- **10.** Can a company submit bids for existing series or formats that are produced by other companies?
 - Companies may have format rights over certain existing brands but general subject matter and areas of interest would not be governed by format rights.

- **11.** Can programme series submitted be both standalone and suitable for returning series?
 - Yes, both options can be submitted, standalone series and returning series.

- **12.** Can companies submit programme ideas into both multi-year supply commissioning rounds and seasonal commissioning rounds?
 - Yes, companies can submit programme ideas into both multi-year supply commissioning rounds and seasonal commissioning rounds.

- **13.** How many programmes are sought for each strand?
 - We cannot specify how many programmes should be submitted for each strand as this is entirely at the discretion of each company.

- **14.** Is it possible for companies which have historically produced programming in certain genres to bid for other genres listed in the tender document?
 - All programme strands are open to bids from suitable independent production companies.

- **15.** Can suppliers get access to viewing figures relating to their own programmes?
 - Audience data for programmes made in 19-20, e.g. the latest data for one full run of a series, can be shared in confidence with the supplier of that programme.

- **16.** Is there a weighting system for the criteria listed in the tender document?
 - The criteria will be applied equally.

- **17.** Do you require individual budgets for each programme within a multi-year supply submission?
 - No, it is not necessary to provide a budget for individual programmes within a submission.

- **18.** What level of Gaelic language would you expect for programmes intended for the Scotland-wide audience?
 - There are Gaelic language guidelines on our website
<http://www.mgalba.com/about/corporate/publications.html?lang=en>

- **19.** What level of Gaelic speaking personnel should be involved in the production of multi-year supply programmes?
 - It should be noted that ‘Company Policy towards the maintenance of the Gaelic language in Scotland’ is one of the criteria stated in the commissioning round.

- **20.** Would you consider funding from non-broadcast commercial sources as an acceptable source of third party finance for multi-year supply programming?
 - Yes, this would be considered provided that it did not breach any BBC guidelines regarding external funding.

- **21.** When will companies hear from MG ALBA post-submission?
 - As soon as possible after the closing date we will be contacting suppliers regarding the next steps in the process.

- **22.** Does MG ALBA envisage the development of a small number of larger independent companies or a broad spread of smaller scale companies from the multi-year supply commissioning round?
 - MG ALBA wishes to develop the BBC ALBA supply sector in general and for the purposes of multi-year supply commissioning it is the strength of the creative proposition and the ability to deliver impact with that that is key, rather than the scale of the independent company.

- **23.** Should Training plans be included in the multi-year supply submissions and if so what main training aims do MG ALBA currently expect from producers?
 - Criteria 5 encompasses training and Training & Development plans should be included. We encourage the use of Gaelic-speaking Modern and Graduate Apprenticeships and draw your attention to funding such as the [Apprenticeship Employer Grant](#).

- **24.** What genres have been successful in attracting co-finance for BBC ALBA?
 - Over recent years the genres of Music and Factual have been successful in attracting co-finance for BBC ALBA.

- **25.** How will impact be measured?
 - Refer to Criteria 1 in the tender document. Impact may be measured in many ways – including but not limited to awards, audience reach and traction on social media.

- **26.** Should multi-platform content be considered in all proposals?
 - Refer to Criteria 3 in the tender document. It's important to ensure that valuable impact can be made in addition to linear broadcasting.

- **27.** Why has the duration of multi-year deals changed?
 - The duration has changed as a response to the fast moving dynamic environment in which BBC ALBA competes. Programme supply must ensure content is provided that compels audiences to choose BBC ALBA.

- **28.** How will funding of these multi-year contracts be distributed?
 - Currently, we generally operate on a quarterly payment basis, but this could be tailored to suit individual companies' requirements subject to discussion.

- **29.** Should proposals be mindful of Covid-19 in relation to deliverability?
 - Contracts will be commencing in July 2021, and so producers should monitor the situation themselves and consistently assess the potential impact of Covid-19 to the extent that they can.

- **30.** Should any proposals be entirely non-linear?
 - Refer to Criteria 3 in the tender document. Linear programming is the engine room of the channel, but considering how this can be re-purposed to increase impact on non-linear platforms is important.

- **31.** When will the first programs in the multi-year deals be broadcast?
 - Late Autumn 2021.

- **32.** Would apprentices be expected to work primarily on co-productions and co-funding aspects?
 - Apprentices can work across any aspect of the business in which they will gain experience to satisfy the requirements of the apprenticeship. Creative and Digital Media apprenticeships are available as a Modern Apprenticeship and offer useful flexibility. Creative and Digital Media is not currently offered as a Graduate Apprenticeship. The objective of specifically encouraging Business Management Graduate Apprenticeships is to support the development of companies' commercial capacity and to increase the numbers of Gaelic speakers with these commercial skills.

- **33.** What is the expected salary for a modern apprentice, and would MG ALBA contribute to this?
 - MG ALBA are expecting to source at least 50% contribution to the salary. The salary is set by each company, and should be based on what is realistic and competitive relative to their situation.

- **34.** How long are apprenticeships expected to last?
 - 4 years – this is longer than the length of the multi-year deal, but we expect the company's commitment to match MG ALBA's, in maintaining employment for the full 4 years.

- **35.** What MG ALBA resources are available to producers, at a cost, to aid production of proposed programming?
 - A description of the facilities available to producers can be found here: [MG ALBA Facilities](#). Bidders requiring specific financial information concerning these resources can be supplied of this in confidence. Contact pasgan@mgalba.com for any relevant enquiries.

- **36.** Are there specific aspects of diversity BBC ALBA seeks to address?
 - We follow the BBC code of practice in relation to diversity, ensuring that all of the ways that we differ are represented – differences such as gender, race and ethnicity and visible disabilities, sexual orientation, social class, heritage, religion, unseen disabilities, different perspectives and thought processes, education, family status and age. It also includes where our audiences and employees live and work, and we are acutely conscious of the need to be as diverse as possible both on screen and in production.

- **37.** In dubbed animation, what is the ratio of child to adult talent typically used?
 - In the last two years of animation versioning work for MG ALBA, 105 hours of dubbed animation was produced. Of this, 80 hours (76%) involved no child voice artists, and 25 Hours (24%) involved child artists.

- **38.** Are there target audiences for these multi-year contracts that haven't been targeted previously?
 - We are working in an incredibly competitive environment and want to make sure that young viewers are attracted to BBC ALBA . We are acutely aware of the increasing tendency to non-linear consumption, but the actual target audiences are not changing.

- **39.** What is expected to be proposed for the strand 'Music & Events Strand 2'?
 - We welcome proposals that enable geographic diversity, and the showcasing of underrepresented locations and events, ensuring these are based on resilient partnerships.

- **40.** Could a production company enter a co-production with MG ALBA in order to make use of MG ALBA's production resources?
 - We anticipate the use of MG ALBA resources on a facilities hire basis at cost as opposed to that of a co-production model.

- **41.** What change can be expected for normal commissioning rounds after this multi-year commissioning round?
 - BBC ALBA currently has two main methods of commissioning; multi-year deals and commissioning rounds. The aim is to continue with this approach, funding permitting.

- **42.** Would there be any interest in originated children’s content as well as re-versioning?
 - Originated children’s content does not form part of this multi-year commissioning round, but this could potentially be included in future commissioning rounds.

- **43.** For multi-year deal budgeting purposes, is the scale of production fee the same as for regular commissions?
 - This is a judgement for the production company to make, to secure its own commercial return, while at the same time delivering the creative impact sought. We would not expect production fee levels to be outwith industry standards.

- **44.** What rights would producers be expected to secure for Factual programmes based on acquired content?
 - Producers should use reasonable endeavours to secure rights that allow unlimited transmissions on BBC ALBA for a minimum clearance period of 5 years but it is acknowledged that this level of prepaid media may not be possible in all cases with acquired content. However, the producer should not acquire content on terms which do not include, prepaid, a minimum of 4 television transmissions (with up to 4 narrative transmissions within 7 days) over a period of 2 years on an exclusive basis in the UK and catch-up / iPlayer rights (preferably 12 months).