

Audi FIS Ski Cross World Cup

Marketing Guide 2018/2019





# Table of contents

- 1. Contacts
- 2. General marketing information

- 2.1 Audi FIS Ski Cross World Cup Sponsors
- 2.2 Responsibilities FIS
- 2.3 Responsibilities FIS Marketing AG
- 2.4 Responsibilities Organizing Committee

3. Audi FIS Ski Cross World Cup venue

- 3.1 Start and finish area
  - 3.1.1 Start
  - 3.1.2 Finish
  - 3.1.3 Finish Exit gate
  - 3.1.4 Finish Presentation backdrop
- 3.2 Advertising on course
- 3.3 Banners
- 3.4 Award ceremony
- 3.5 Video wall

4. Bib numbers

- 4.1 General information
- 4.2 Training, qualification bib
- 4.3 Competition bib
  - 4.3.1. Cross Alps Tour Competition bib
- 4.4 Leader bib

5. TV, web and print material
 5.1 Use of Audi FIS Ski Cross World Cup logo

 5.1.1 General guidelines for use of logo
 5.1.2 Official Audi FIS Ski Cross World Cup titles
 5.1.3 Logo use for Cross Alps Tour
 5.2 Audi FIS Ski Cross World Cup promotional material
 5.3 TV and web

 6.1 Marketing material for LOC and FIS Sponsors

 6.2 Requirements of FIS and FIS Marketing AG
 6.3 Technical infrastructure and power supply
 6.4 Ideas for the LOC website

# 1. Contacts

FIS

FIS International Ski Federation Blochstrasse 2 CH- 3653 Oberhofen Switzerland Tel.: + 41 33 244 61 61 Fax: + 41 33 244 61 71

JP Baralo Ski Cross Race Director @: baralo@fisski.com

#### Kathrin Hostettler

Freestyle Skiing & Snowboard Assistant Tel.: + 41 33 244 6165 @: hostettler@fisski.com

Jürg Capol FIS Marketing Director Tel.: +41 33 244 6161 @: capol@fisski.com



FIS Marketing AG Wolleraustrasse 15n CH-8807 Freienbach Switzerland Tel.: + 41 44 224 69 60 Fax: + 41 44 224 6909

Andi Marugg Project Manager

Tel.: + 41 44 224 69 08 @: marugg@fismarketingag.com

Julia Ziemska Sponsor Services Manager Tel.: + 41 44 224 69 66 @: ziemska@fismarketingag.com

# 2. General marketing information

2.1 Audi FIS Ski Cross World Cup Sponsors

#### Audi FIS Ski Cross World Cup Title Sponsor

Audi has been secured as the official Title Sponsor of the Audi FIS Ski Cross World Cup.

#### Branch Exclusivity of FIS Title Sponsor

The FIS Title Sponsor has branch exclusivity within the car industry. The Organizing Committee assures that no competing car companies are present with their branding in any commercial or public area of the event.

#### Audi FIS Ski Cross World Cup Sponsor rights

The FIS Title Sponsor (Audi) and the FIS Central Sponsor have the right to promote their products and services on site during the events at no extra cost. The details of these promotional activities must be coordinated between FIS Marketing AG and the LOC. All advertising related matters are shown in this document below.

#### **Frequent updates**

Frequent updates between the Organizing Committee and FIS Marketing AG are important. Keep FIS Marketing AG informed about Local Sponsor activities, open advertisement space that could be acquired, arising issues etc. FIS Marketing AG will contact the Organizing Committee if FIS sponsors are planning on doing sponsorship activation on-site.



2.2 Responsibilities FIS	To define the advertising rules and guidelines for marketing and implementation of sponsor rights. FIS has an overview of all marketing related issues whereas at the event the Race Director is the main contact person.
2.3 Responsibilities FIS Marketing AG	FIS Marketing AG will be the primary contact for marketing related questions during the preparation and implementation of the Audi FIS Ski Cross World Cup event. During the Audi FIS Ski Cross World Cup, FIS Marketing AG will be present with a professional implementation team at each venue. The implementation team will collaborate with the Organizing Committee and will be responsible for the set up of all the Audi advertising material inside and outside of the TV-range.
2.4 Responsibilities Organizing Committee	The Organizing Committee has to provide the necessary preparation of the sponsor area inside the TV-range in prior consultation with the FIS Marketing AG implementation team. In addition the Organizing Committee is responsible for a clean appearance of the sponsors outside of the TV-range.



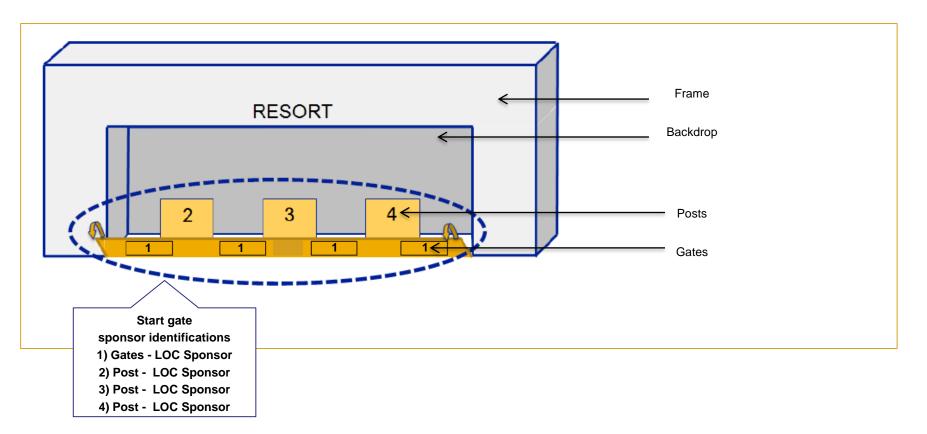
# 3. Audi FIS Ski Cross World Cup venue

3.1 Start and finish area

The Organizing Committee must use the official start and finish installations provided and installed by FIS Marketing AG. The Organizing Committee is responsible to organize and set up the start gates in collaboration with the team from FIS Marketing AG.



3.1.1 Start



#### Start installation

The advertising space on the start installation is allocated as follows:

Frame		Title and LOC Sponsor Resort
Backdrop	_	Title Sponsor
Gates and posts	-	LOC (maximum 4 sponsors/maximum 1 sponsor per gate)

## **Requirements OC:**

Provide FIS Marketing AG with sizes and drawings of the start gate Produce the advertising material for the LOC spaces on the Gates and Post.



3.1.1 Start







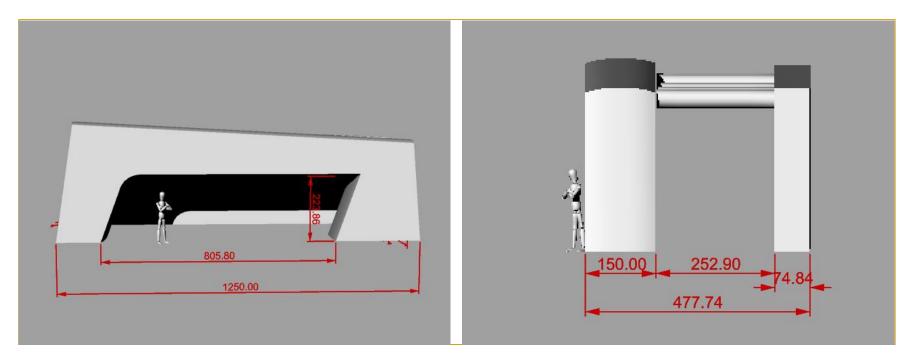
Start backwall installation sponsor identifications: Resort: 1 x (2.5m x 0.75m)

# Advertising Spaces LOC:

Marking: 1x resort board Size: 2.5m x 0.75m White text on red background Design: Production: FISMAG LOC to send FISMAG logo/layout



3.1.1 Start

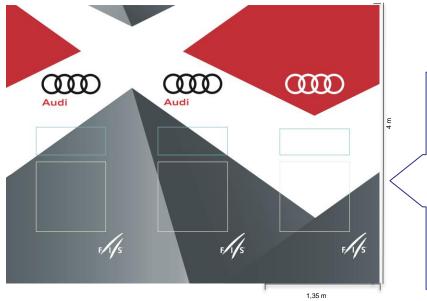


# **Requirements OC:**

- Flat space of minimum 15m wide x 5m deep for start installation set up; already prepared upon FISMAG arrival
- Permanent power supply of 1500 Watt, 220/240 V 50 Hz



## 3.1.2 Finish installation

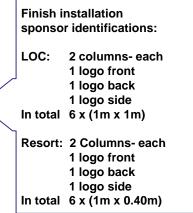




#### **Finish installation**

The advertising space on the finish installation is allocated as follows:

- 100% LOC Sponsor
- 3 positions per pylon for the Resort



# Advertising Spaces LOC:

Marking:	6 x resort boards
Size:	1m x 0.40m
Design:	Resort Logo
Production:	FISMAG
	LOC to send FISMAG logo/layout

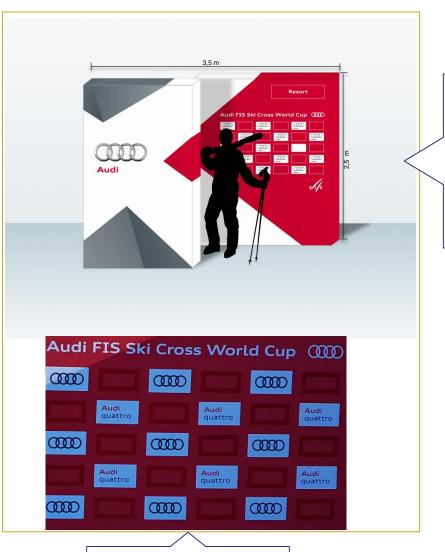
Marking:	6 x LOC sponsor
Size:	1m x 1m
Design:	Sponsor Logo
Production:	LOC.
	PVC fabric with velcro (scratchy part), to attach to PVC
	covering on installation

## **Requirements OC:**

Define space between the columns with FIS technical delegate. Ensure clean finish line area.



#### 3.1.3 Finish - Exit gate



Please note: scratchy parts of velcro are necessary on all 4 sides of sponsor patches

## Exit gate

The advertising space on the exit gate is allocated as follows:

Title and LOC Sponsor

# Exit Gate sponsor Identifications: Title Sponsor 15 x (0.22m x 0.12m)

LOC Sponsor 15 x (0.22m x 0.12m)

# Resort 1 x (0.8m x 0.3m)

# Advertising Spaces LOC:

Marking:	1x resort board
Size:	0.8m x 0.3m
Design:	White text on red background
Production:	FISMAG
	LOC to send FISMAG logo/layout

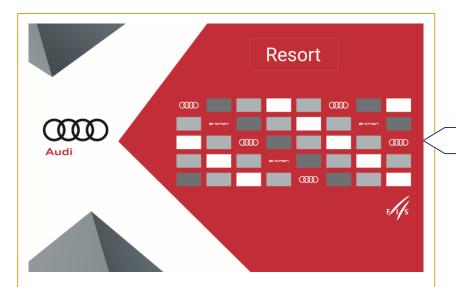
Marking:	15 x LOC sponsor
Size:	0.22m x 0.12m
Design:	Sponsor Logo
Production:	LOC.
	PVC boards, matt finished print with velcro (scratchy part) on top and bottom of backside to attach to PVC covering on installation

## **Requirements OC:**

Flat space of 4m wide x 3m deep in the finish area Multi electrical socket 220V close to the exit gate position



#### 3.1.4 Finish - Presentation backdrop





Please note: scratchy parts of velcro are necessary on all 4 sides of sponsor patches

#### **Presentation backdrop**

The Presentation backdrop will be designed, provided and installed by FIS Marketing AG. Size: 3.5m wide x 2.5m high; deep: approx.: 0.7m

#### Presentation backdrop sponsor identifications:

20% Title Sponsor	8 x (0.22m x 0.12m)
60% LOC Sponsor	24 x (0.22m x 0.12m)
20% Resort	8 x (0.22m x 0.12m)

#### Advertising Spaces LOC:

Marking: Size: Design: Production:	1x resort board 0.8m x 0.3m White text on red background FISMAG LOC to send FISMAG logo/layout
Marking: Size: Design: Production:	24 x LOC sponsor, 8 x resort logo 0.22m x 0.12m Sponsor/Resort Logo LOC PVC boards, matt finished print with velcro (scratchy part) on top and bottom of backside to attach to PVC covering on installation

#### **Requirements OC:**

Availability of an appropriate position in the finish area in consultation with FIS/FISMAG, flat space of  $4m \times 3m$ .

Athletes must have a clear view on the video wall Electrical socket 220V close to the presentation wall



#### Last jump/last position

The advertising space on and around the last jump/last position (including bannering) is allocated as follows:

Exclusive branding for Title Sponsor

#### **Technical Information:**

Banner frames with Audi banners will be positioned next to the last jump

Size of banners:

4m wide x 1 m high

#### Production: FISMAG

## Gate flags

The advertising space on all gate flags along the course is allocated as follows:

- 100% LOC
- On the control gate flags two identifications (name or logo) shall be permitted. It shall also be permitted to identify the name of the locality or skiing area instead of a sponsor. The size of the control gates is 80cm width x 120cm high.

Production: LOC



#### 3.3 Banners

#### **Banners on course**

The bannering on course is allocated as follows:

- · All banners on course (except last jump/position) LOC
- There may be up to 20 advertising banners along the course, in the field of vision of any single camera
- · Banners must not exceed 8 meters in width and 1 meter in height

#### Banners on and around last position on course

The bannering on and around the last jump/last position is allocated as follows:

Exclusive branding for Title Sponsor

#### Banners in finish area

The bannering in the finish area is allocated as follows:

- 100% LOC
- The size of the banners may not exceed 5 meters in length and 1 meter in height

#### **Platinum Circle**

- An advertising board (long, narrow) may be placed above the banners with a maximum height of 30 cm
- On such boards a maximum of 3 different sponsors may appear on a length of at least 12m either on a repeated sequence or with logo of the sponsor.
- Advertising is allocated as follows: 100% NSA

#### Banners on functional buildings

Advertising on the functional buildings is allocated as follows:

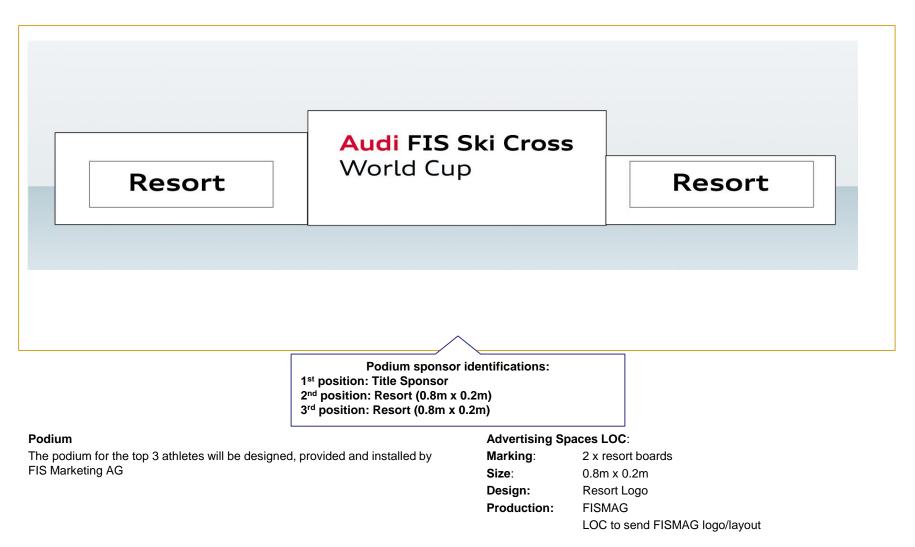
- 50% Title Sponsor
- 50% Organizing Committee

#### Corridor

The Organizing Committee must create a fenced off corridor in order to secure an immediate and smooth carrying out of the winner's presentation/award ceremony and a live TV transmission at the end of the event, as well as good working conditions for photographers.

2 People holding a rope in front of the Podium and Ceremony Wall in order to create a line for the photographers not to be crossed is a good and simple way to keep the Award Ceremony clean and organized.





#### Award ceremony backdrop

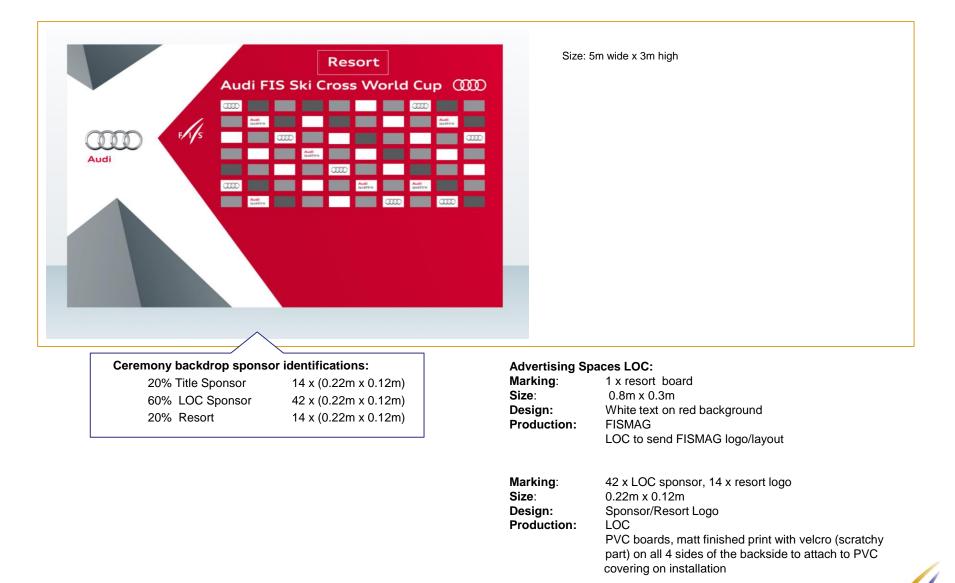
The backdrop for the award ceremony will be designed, provided and installed by FIS Marketing AG.

Advertising possibilities on the award ceremony backdrop are allocated as follows:

- 20% Title Sponsor
- 60% LOC
- 20% Resort

#### Placement

The placement of the podium and the backdrop shall be determined by the FIS Race Director in cooperation with the Organizing Committee and FIS Marketing AG based on the best possible TV exposure.



#### 3.5 Video wall

The video wall will be provided by Faber Audiovisuals wherever the Video Wall Truck can be used. In resorts where the use of the Video Wall Truck is not possible, another solution needs to be found.

Organizig Committee to provide in accordance with FABER Audiovisuals:

- Transport of the video wall on to the mountain
- SD or HD-SDI BNC video signal
- Power (125A CEE for 50 m2 screen and 63A CEE for smaller screens)

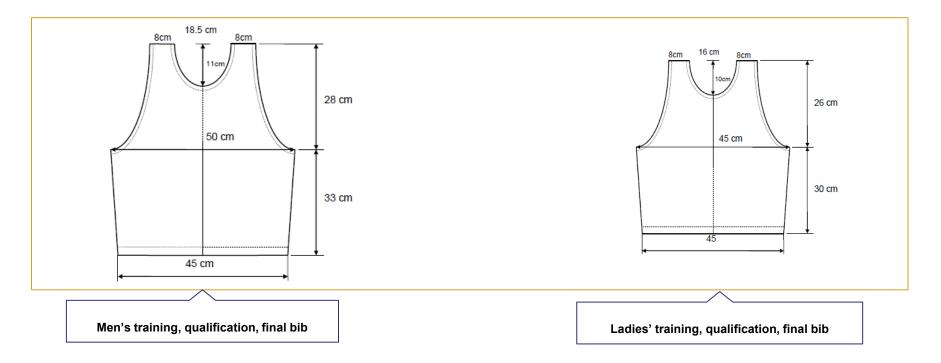
#### **Requirements OC:**

E-Mail Julia Ziemska (ziemska@fismarketingag.com) in order to get all the preparations right.



# 4. Bib numbers

## 4.1 General information

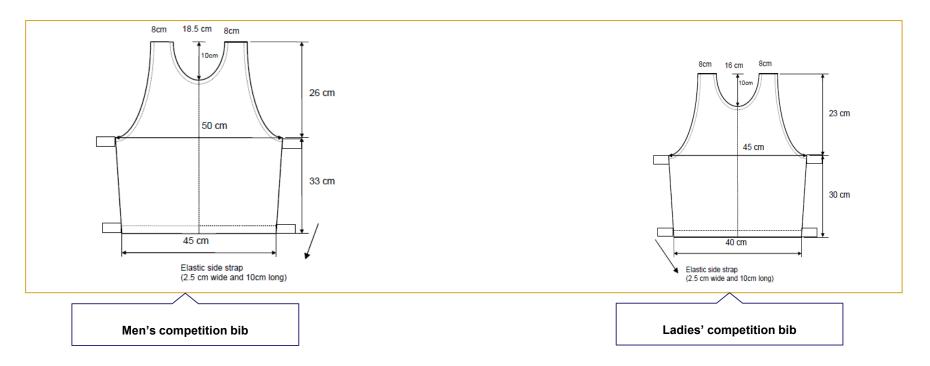


## Training,qualification,final bibs:

The style of the bib is an 'alpine style' the same as what is used in Alpine ski racing

F/I/S

## 4.1 General Information



# Competition bibs:

The style of the bib is 'freestyle' with open sides and elastic straps holding the front and back sides together.



4.2 Training, qualification bib



#### **Qualification bibs**

The advertising on the qualification bibs is allocated as follows:

- Official FIS Ski Cross World Cup logo on the left shoulder (when bib is worn) 6cm x 6cm
- Official FIS logo on the right shoulder (when bib is worn) 6cm x 6cm
- LOC Sponsor (above and below number)
- above the resort the maximum height of the logo is 20 cm below the resort the maximum height of the logo is 8cm
- Resort (below number) max. 10 cm

The layout of the race bibs must be in accordance with the FIS Advertising Rules. The size of the bibs must be in accordance with the guidelines set forth in the FIS Specifications for Equipment rules. For the season 2018/2019 a generic set of training and qualification bibs without local sponsor but with resort markings will be produced by FISMAG, unless the NSA/LOC notifies FISMAG that they will produce their own.

The deadline to notify FISMAG is 60 days before the event.

## **Requirements OC:**

OC is responsible to collect all the generic bibs after training/ qualification and hand over to FIS for the TCM/ bib draw.



4.3 Competition bib



#### **Competition bibs**

The advertising on the competition bibs for the finals is allocated as follows:

- Official FIS Ski Cross World Cup logo on the left shoulder (when wearing the bib)
  max. size of logo: 6cm x 6cm
- Official FIS logo on the right shoulder (when wearing the bib) max size of logo: 6cm x 6cm
- LOC Sponsor (above and below resort) above the resort the maximum height of the logo is 20 cm below the resort the maximum height of the logo is 8cm
- Resort
   the maximum height of the resort logo is 10cm

## Technical Information:

The layout of the bibs must be in accordance with the FIS Advertising Rules. The size of the bibs must be in accordance with the guidelines set forth in the FIS Specifications for Equipment rules and the ICR for Freestyle.

#### **Requirements OC:**

Production of bibs – 12 sets of 4 bibs each (red, yellow, blue, green). Each bib must meet the respective color code provided in the table on the next page.



#### 4.3.1 Cross Alps Tour competition bib



For the Audi FIS Cross Alps Tour, the competition bibs shall have the wording «Cross Alps Tour» on the middle part of the bib, as well as the Cross Alps tour shoulder strap logo (6cm x 6cm) on the left side of the bib (when bib is worn).

Please check respective color code for the respective competition bibs on page 27 (4.3 competition bib).



# 4.3 Competition bib

СМҮК	C=0 ,M =100,Y=100, K= 0	C=4 ,M =0 ,Y=93, K= 0	C=88 ,M =77 ,Y=0, K= 20	C=75 ,M =0 ,Y=100, K= 0
PANTONE	485C	Yellow C	Blue 072 C	361C
RGB	R=237, G=28, B=36	R=255,G=242,B=0	R=0, G=0, B=255	R=57, G=181, B=74

Each bib must meet the respective color code provided in the table.



#### 4.4 Leader bib



#### Leader bib

The leader of the overall Audi FIS Ski Cross World Cup will wear a red leader bib during the race and winner's award ceremony. This bib will be produced by FISMAG. OCs must provide the layout of LOC sponsor logo and resort logo within the deadlines communicated by FISMAG.

The advertising on the leader bib is allocated as follows:

- Official FIS Ski Cross World Cup logo on the left shoulder (when bib is worn) max. size of logo: 6cm x 6cm
- Official FIS logo on the right shoulder (when bib is worn) max. size of logo: 6cm x 6cm
- Title Sponsor logo on the middle of the bib the maximum height of the logo is 12cm
- LOC Sponsor (top part of bib) the maximum height of the logo is 20 cm
- Resort (bottom part of bib) the maximum height of the logo is 10cm

#### Technical Information:

The layout of the bib must be in accordance with the FIS Advertising Rules. The size of the bibs must be in accordance with the guidelines set forth in the FIS Specifications for Equipment rules.

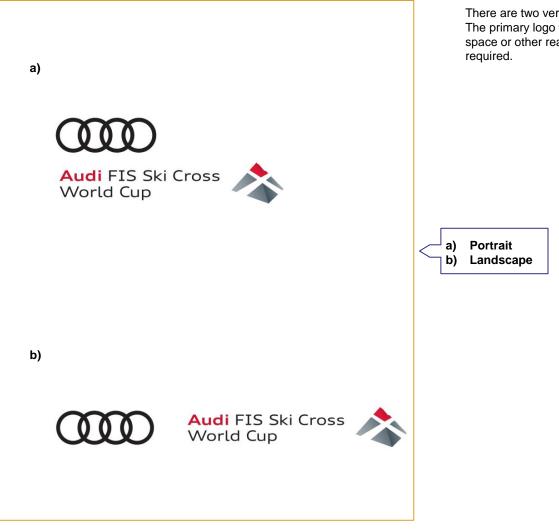
#### **Requirements OC:**

The leader bib will be produced by FISMAG. OC`s must provide the layout of LOC Sponsor and Resort within the deadlines communicated by FISMAG (please see checklist).

# 5. TV, web and print material

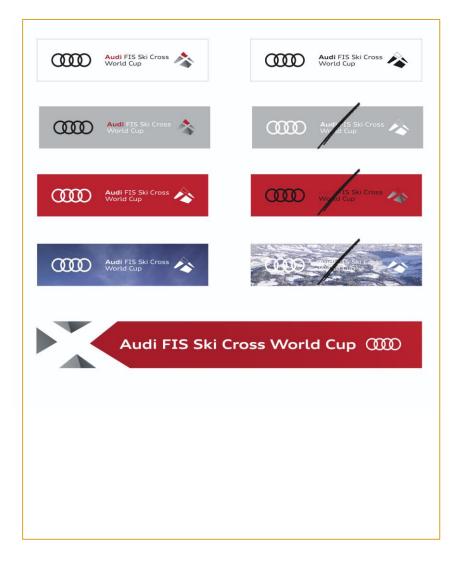
5.1 Use of the Audi FIS Ski Cross World Cup logo	The use of the official Audi FIS Ski Cross World Cup logo is subject to a set of guidelines as outlined on the next page. This logo is part of the corporate identity of the International Ski Federation (FIS). The FIS logo that it contains, as well as the abbreviation FIS and FIS Ski Cross World Cup are registered trademarks of FIS.
	The Organizing Committees are not allowed to bring the official World Cup logo in connection with any other sponsor other than the FIS World Cup Title Sponsor.
	The Organizing Committees are not allowed to bring their event name in conjunction with the World Cup logo. The official event name should be mentioned in an area close by but not connected to the logo. See below for an example of correct positioning.

5.1 Use of the Audi FIS Ski Cross World Cup logo



There are two versions of the official Audi FIS Ski Cross World Cup logo. The primary logo to be used is the portrait (vertical) version. At times, for space or other reasons, the landscape (horizontal) version of the logo is required.

#### 5.1.1 General guidelines for the use of logo



#### Size:

As a rule of thumb the official Audi FIS Ski Cross World Cup logo must cover 5% of the overall surface of any promotional tool it is placed on. In any case the size of the logo may not be smaller than 30 mm (width for the portrait) version of the logo.

#### Logo context , frame, position, dimension:

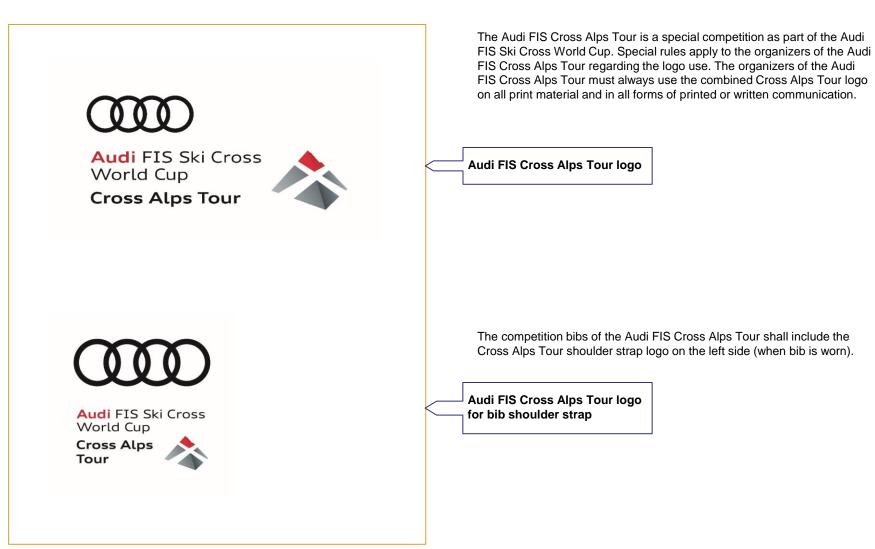
In general the Audi FIS Ski Cross World Cup logo:

- · is without a frame
- two-dimensional
- should be positioned horizontally
- must be placed on a white or light coloured background (preferred Audi grey)
- must not be placed on mixed or dark coloured backgrounds
- must not be altered in any shape or form
- must have an open space around the logo which must be minimum half the height of an Audi ring



5.1.2 Official Audi FIS Ski Cross World Cup titles:	English:	Audi FIS Ski Cross World Cup
	German:	Audi FIS Ski Cross Weltcup
	French:	Audi FIS Coupe du Monde de Ski Cross
Cross Alps Tour:	English:	Audi FIS Cross Alps Tour

5.1.3 Logo use for Cross Alps Tour





#### 5.2 Audi FIS Ski Cross World Cup promotional material

#### Event advertising material and roll-ups

The following must be included on all event advertising /promotional material:

- Official Audi FIS Ski Cross World Cup logo
- Official World Cup title "Audi FIS Ski Cross World Cup"

Event related promotional materials include, but are not limited to:

- Posters
- Programs
- Invitations
- Accreditation
- Start and result lists

#### Approval

All event related print materials must be sent to FIS Marketing a minimum of 10 days before production for approval. Please send to:

Julia Ziemska: ziemska@fismarketingag.com



#### **TV** graphics

The FIS Title Sponsor is entitled to have its logo included in the Audi FIS Ski Cross World Cup TV Graphics.

#### Local Organizer's website

All Audi FIS Ski Cross World Cup Organizers are obliged to include the Audi FIS Ski Cross World Cup composite logo and official WC title "Audi FIS Ski Cross World Cup" on their website.

#### FIS Freestyle Ski website

The FIS Freestyle Ski website gives each Organizing Committee the opportunity to promote their World Cup event and activities. Please see:

http://www.fisfreestyle.com/

If you would like to promote your event or have information to contribute to the website please contact:

communications@fisski.com



# 6. Organizer's check list

# 6.1 Marketing material for LOC and FIS Sponsors

Advertisement material	Size/ material	Time	Status
Presentation Wall			
Email resort logo to FISMAG	Vector based file with information of color code	Asap, latest 30 days before event	
Produce boards for LOC sponsor 24x and resort 8x	0.22mx0.12m - PVC boards (ca. 1mm), matt finished print with velcro (scratchy part) on top of backside to attach to PVC covering on installation	Deliver to FISMAG implementation team upon arrival	
Award Ceremony Backdrop and Po	dium		
Email resort logo to FISMAG	Vector based file with information of color code	Asap, latest 30 days before event	
Produce boards for LOC sponsor 42x and resort 14x	0.245m x 0.13m PVC boards, matt finished print with velcro (scratchy part) on top and bottom of backside to attach to PVC covering on installation	Deliver to FISMAG implementation team upon arrival	
Qualification bibs			
Communicate whether Audi qualification bibs are needed.		Asap, latest 60 days before event	
Print Material			
Send all event related print material to Julia Ziemska (FISMAG) for approval	PDF	10 days before print deadline	
Communicate size for ad page in the official program (if any) to Julia Ziemska (FISMAG)		1 month before print deadline	
LOC Website			
Integrate official World Cup Logo, offic	ial World Cup title and Sponsor Logos		



# 6.1 Marketing Material for LOC and FIS Sponsors

Advertisement material	Size/ material	Time	Status
Competition bibs			
Send layouts to FISMAG for approval	PDF	10 days before production	
Training, Qualification bibs (if produced by LOC)			
Send layouts to FISMAG for approval	PDF	10 days before production	
Leader BIB			
Email sponsor and resort logo to FISMAG	Vector based file with information of color code	Asap, latest 30 days before event	
Start Installation			
Email resort logo to FISMAG	Vector based file	Asap, latest 30 days before event	
Finish Installation			
Email resort logo to FISMAG	Vector based file with information of color code	Asap, latest 30 days before event	
Exit Gate			
Email resort logo to FISMAG	Vector based file	Asap, latest 30 days before event	
Event Programm			
Include advertisment from the FIS title sponsor in event program. Please email file size and requirements to FISMAG	One page full color	10 days before deadline of handing in	
All materials listed above to be sent to FISMAG to Julia Ziemska ziemska@fismarketingag.com			



# 6.2 Requirements of FIS and FIS Marketing AG

Requirements	Time	Status	
VIP Tickets			
10 VIP tickets for FIS sponsors	Prepared in the name of FIS sponsors and have ready for collection at the accreditation office at the start of the race week.		
Accreditations (all access)			
For FISMAG implementation team	List with names will be communicated to the Organizing Committee by FIS Marketing AG prior to the event.		
	Accreditations are to be ready for pick up at arrival of implementation team.		
Hotel rooms			
4 hotel rooms (single rooms with half board) for FIS Marketing AG, in the FIS hotel at the FIS rate CHF 70.00,- per day)	Arrival day until departure of implementation team (exact dates will be communicated by FISMAG)		
2 Hotel rooms (single rooms with half board) for FIS Sponsors in the FIS Hotel (according to Organizer agreement)	Arrival day until departure day (exact dates will be communicated by FISMAG)		
Support crew			
3 fit people per day to help the implementation team of FISMAG	Arrival day until departure day of implementation team		
FIS Marketing AG implementation team- parking and transportation			
4 parking spots next to event venue (base station - "Talstation" (incl. 3 big vans) ) and 4 ski passes (day pass)	Ready at arrival day of implementation team		
Provision of Transportation vehicles (ratrac, snowmobiles) including driver	Ready at arrival day of implementation team		
TV broadcasting			
Invite FIS and FISMAG to TV briefings on-site (if any) and inform FIS (Jürg Capol) about planned Broadcasting times and channels	ASAP		



# 6.2 Requirements of FIS and FIS Marketing AG

Requirements	Time	Status
Event Program		
Email the official event programme to FISMAG	20 days before event	
Contacts LOC		
Send contact list of key persons in the LOC to FIS and FISMAG	ASAP	



# 6.3 Technical infrastructure and power supply

Infrastructure & Supply	Placement	Time	Status
Start Installation			
Flat area at least 15m width x 5m depth		Arrival day of implementation team	
Setup of start gate Permanent power supply of 1500 Watt, 220/240 V 50 Hz		Set up of start installation	
Exit Gate			
Electrical multi socket: 220V (adapter for a German plug, if necessary)	Inside the Finish area	Arrival day of implementation team	
Flat area of 4m wide and 3m deep	Inside the Finish area	Arrival day of implementation team	
Presentation Wall			
Electrical multi socket: 220V (adapter for a German plug, if necessary)	Inside the Finish area	Arrival day of implementation team	
Finish Pylons			
Electrical multi socket: 220 V (adapter for a German plug, if necessary)	At the finish line	Arrival day of implementation team	



# 6.4 Ideas for the LOC website

Content	Comment	Status
General Information		
Maps & Profiles	Event Area	
Race Program	Competition programme, side events (if any)	
Contact information	OC offices, press center etc.	
News Section		
Behind the scenes	FAQ, information about the venue	
Tickets	Prices, points of sale, link to online shop	
Transport & Accomodation	Contact information, fares, schedules, pick-up and drop-off points, rental car offer, etc.	
Teams		
Team Invitation	PDF Version	
Team Captains Meeting	PDF Version	
Competition Information	Programme changes, official trainings	
Important deadlines		
Link to entry system		
Media		
Media Invitation	PDF Version	
Download section	Logos, Pictures	
Opening Hours	Press and sub press center, accreditation, race office, etc.	
Internet connection Information	Up- and Downstream , Wi-Fi, LAN, rates, networks	
Sponsors (mandatory!)		
Official World Cup Logo	with hyperlink	
Official World Cup Title		
FIS Sponsor Logos	With hyperlink to Sponsors' websites.	