

INTERNATIONAL DELEGATIONS

Global Producers Exchange: GUIDELINES

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Screen Australia and Australians in Film (AiF) are partnering to provide Australia's leading producers with the skills, knowledge, access, and relationships necessary to succeed in the global market, and to attract foreign investment and marketplace partnerships for Australian scripted content.

Up to six production companies / producers will be selected to participate in the Global Producers Exchange development lab of roundtables and master-classes with key US based screen decision makers, and individualised 1:1 mentorships. Each delegate will receive grants of up to \$60,000 to enable them to take part in the program which runs from Feb 2024 to June 2024.

The Global Producers Exchange aims to give Australian IP and cultural stories the opportunity to be developed with internationally based collaborators who possess a global outlook and a proven track record of success with international audiences, and to help position projects for success in the global market.

Who can apply?

To be eligible for this program, applicants must:

- be Australian citizens or residents and meet Screen Australia's [Terms of Trade](#)
- have credits to evidence a strong track record as a lead producer on multiple completed long form scripted episodic series and/or features, at least one of which that has recently completed (last 4 years):
 - screened on broadcast television or streamed on a subscription-based platform, and having been 1 of the top 10 most-watched shows on that platform at time of transmission. [It is noted that data is not always readily available, especially historically, and assessors will give benefit of the doubt based on press links and other media reactions about the title from time of release], or
 - streamed online on any reportable platform, with evidence of audiences/views in excess of 1 million or other evidence of trending on You Tube at time of release, or
 - premiered in official selection at Cannes, Toronto, Venice, Sundance, Berlin, SXSW, Series Mania festivals, or
 - been distributed and theatrically released in multiple major international territories, or
 - been a recipient of a significant international award such as awards from Cannes, Toronto, Venice, Sundance, Berlin, SXSW festivals or been nominated for Academy, BAFTA, or Emmy awards
- and have:
 - slates with at least 3 long form scripted episodic series or features in any genre that would appeal to a global audience and that could potentially be co-developed with US partners
 - projects on their slate that are uniquely and culturally identifiable as Australian stories and are bold, ambitious and have universal appeal

You are not eligible for this program if you have:

- a parent company with offices in Los Angeles, and/or,
- been selected for and completed other AIF/ Screen Australia programs such as Gateway LA, Global Producers Exchange, Mentor LA, Talent Gateway, or Talent USA: LA.

Priority will be given to applicants who:

- have international co-production experience and/or have executed long form scripted series and/or features of reasonable budget
- can demonstrate ability to leverage significant recent success through international critical acclaim and awards and/or international audience awareness for their completed work
- have eclectic upcoming slates with a diverse array of internationally known and exciting Australian key creatives attached

What support is available?

Up to six production companies/producers will be selected to take part in the Screen Australia / AiF Global Producers Exchange. Production companies can elect to have a team of two producers participate, however the program will only cover the costs of one grant (\$60,000) to cover the two participants per production company.

Each production company will receive a grant of \$60,000, to:

- actively participate in the bespoke five-month (part-time) online (virtual) program of roundtables and master-classes with key US based screen decision makers, as well as individualized 1:1 mentorship and,
- based on and after feedback throughout the lab from mentors and US executives - work with their attached key creatives to quickly refine and develop creative concepts and materials on the projects on their slate that receive traction, as well as create any suggested marketing materials and other strategies (including travel) to successfully pitch projects and/ or the company to potential co-development and/ or marketplace partners

When and how can applications be made?

Applications close **5pm AEST Thursday 2 November 2023** and can be made via the Screen Australia [application portal](#) with the following materials:

- Fully completed application form including contact details and applicant eligibility
- CV including credits applicable to the required credit criteria and details of any commercial, significant viewership and/or major festival or awards success
- A proposal (maximum 10 pages) that includes:
 - detailed information on your current slate of projects - with 2-3 lead projects that you think would be best suited to workshopping and eventually pitching as part of Global Producers Exchange. For each title mentioned on the slate provide: logline, synopsis, the stage of development and what materials are currently available*; any secured development funding; the estimated budget; and information on the currently secured key creative, cast and marketplace attachments and/or interest
 - specific and intended professional/ business development goals for the program e.g. What are the current strengths and weaknesses of you/ your company in relation to the aims of this program? Where are the knowledge gaps or barriers for international partnerships currently? What would you be hoping to learn /gain and then put into action after

participating in the program?

*If your application is shortlisted, you will be asked to supply any existing materials for the 2-3 lead projects (e.g. pitching materials, bible, treatments, scripts)

If an applicant has access requirements in order to submit their application or potential attendance, or how they would prefer decisions communicated, please email industry@screenaustralia.gov.au and we will make arrangements to assist.

How are applications assessed?

Complete and eligible applications will be reviewed by Screen Australia and AiF staff members and/or industry specialists.

Assessment Criteria

Funding decisions will be made against the following criteria:

- the strength of the proposal and the perceived strength and diversity of the projects on the slate (and also the creative talent attached to them), as well as the stage of development and suitability of the nominated lead projects for the program
- the amount of perceived traction internationally from the applicants completed body of work, and,
- the perceived experience and knowledge of the applicant pertinent to the activity

Applicants will be advised of either a decline or shortlisted outcome in writing by Friday 1 Dec 2023.

Those who are shortlisted will be asked to submit further materials on each lead project and will be required to undergo an interview over video software with AIF and Screen Australia.

Final outcomes for the shortlisted applicants will be advised in writing by Friday December 22nd 2023.

Applicants are required to make sure they can be and will use best endeavours to be available to participate in all sessions.

If you are unsure about your eligibility or have questions about the application form, please email us at industry@screenaustralia.gov.au or call Program Operations on 1800 507 901. Please note that we are not able to provide creative advice or suggestions to strengthen your application.

Screen Australia and Australians in Film recognise the significant work that goes into the preparation and submission of applications. Due to the anticipated high volume of applicants, we are unable to provide individual feedback on individual applications.