

# ISAN

INTERNATIONAL STANDARD  
AUDIOVISUAL NUMBER

## Expression of Interest

for an ISAN Registration Office in  
**Belgium**

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ISAN International Agency  
Document reference: ISAN-AP-01

Created: June 2005  
Last updated: May 2008  
Version: 1.3

## General Information about your Organization

<b>Organization's Name</b>	Please specify here the name your Organization, not the RA's name. <b>BAVP : Société de gestion collective des producteurs d'œuvres audiovisuelles belges.</b>
<b>Acronym (if any)</b>	BAVP
<b>Main Address</b>	Rue des Chartreux/ Kartuizersstraatstraat 19, B30
<b>Zip Code</b>	B-1000
<b>City Name</b>	Bruxelles/Brussel
<b>Country</b>	Belgium
<b>Web Site</b>	www.bavp.be
<b>Main email address</b>	info@bavp.be
<b>Phone numbers</b>	Tel. +32 (0)2-643.01.30
<b>Fax number</b>	Fax +32 (0)2-643.01.39
<b>Organization's Legal Type</b>	srl/cvba
<b>Place &amp; Date of incorporation</b>	12/05/1998
<b>Registration number</b>	0456.222.078
Please provide here below details of your organization's main point of contacts.	
<b>First &amp; Last Names</b>	Nicole LA BOUVERIE
<b>Job Title</b>	Administrateur délégué
<b>Job Function</b> (brief description)	General manager of PROCIBEL, BAVP and AGICOA Belgium. BAVP is Vice-President of AGICOA Group and member of the Board of AUVIBEL.
<b>Email</b>	Nicole.labouverie@bavp.be
<b>Phone numbers</b>	
<b>First &amp; Last Names</b>	
<b>Job Title</b>	
<b>Job Function</b> (brief description)	
<b>Email</b>	
<b>Phone numbers</b>	

## Description of your Organization's Activities

<b>Main Activities</b>	Please give a brief extensive description of your organization main activities.			
<b>Number of Employees</b>	You can provide an organization chart of your organization (which will not be published)			
	BAVP doesn't have employees on its payroll. The main subcontractor of BAVP is Procibel with whom BAVP shares its backoffice.			
<b>Financial information on the last 3 years activities</b>	If you wish ISAN-IA not to publish some financial information you are providing, please do send them as an attachment. Please provide here public financial information.			
		2008	2009	2010
	Total Assets	€ 1.067.487,80	€ 4.378.215,21	€ 5.610.091,27
	Collected royalties	€ 4.723.334,04	€ 4.259.350,01	€ 5.194.105,88
Distributed royalties	€ 4.508.248,33	€ 3.790.007,39	€ 4.381.018,10	

## Information about the Prospective ISAN Registration Agency (RA)

<b>Name of Prospective RA</b>	<p>Please provide the name of the ISAN prospective Registration Agency.</p> <p style="text-align: center;"><b>ISAN Belgium</b></p>
<b>Prospective RA's Market</b>	<p>Please specify the market the prospective ISAN RA intends to cover (i.e. specific country, region, specific customers' types, specific organization's members, etc...)</p> <p>Belgium (French speaking and Dutch speaking areas)</p>
<b>Prospective RA Founding Organization(s)</b>	<p>Please provide information on the different organizations (if any) founding the prospective RA</p> <p>* PROCIBEL (collectieve beheersvennootschap van audiovisuele producenten voor het kopiëren voor eigen gebruik in België - société de gestion collective des producteurs pour la copie privée en Belgique). <a href="http://www.procibel.be">www.procibel.be</a></p> <p>* BAVP (collectieve beheersvennootschap van de producenten van audiovisuele werken - société de gestion collective des producteurs d'oeuvres audiovisuelles) - See <a href="http://www.bavp.be/">http://www.bavp.be/</a>.</p>
<b>Evidence of support from audiovisual organization</b>	<p>Please provide information about the organization(s) (i.e. producers, broadcasters, platform operators, etc...) that support your ISAN RA candidacy in the market which you intend to service ISAN. Letters of support can be attached to this EOI.</p> <p>PROCIBEL and BAVP's members are, respectively :  <a href="http://www.procibel.be/FR/membres.htm">http://www.procibel.be/FR/membres.htm</a>  <a href="http://www.bavp.be/FR/membres.htm">http://www.bavp.be/FR/membres.htm</a>          PROCIBEL is member of EUROCOPYA, the European association of AV producers' collecting societies in charge of private copy remuneration management.          BAVP is associated with ISAN-IA's founding member AGICOA under AGICOA Belgium and as Vice-President of AGICOA Group.</p>
<b>Organization's Interest in becoming an ISAN Registration Agency.</b>	<p>Please provide information and reasons of why your organization wants to become an ISAN Registration Agency in the specified market or territory.</p> <p>Although already partly addressed by the French ISAN Registration Agency (A.F. ISAN), the Belgium territory needs local presence to enable further development of the ISAN standard in the country, notably in Dutch speaking areas where significant AV production occurs.</p> <p>PROCIBEL and BAVP, as Belgium collecting societies, also expect significant savings and streamlining of their respective royalty processing through implementation of a common work identifier such as ISAN.</p>

## Information about the prospective RA's Implementation Plans

<b>Prospective RA Commencement Date</b>	Please provide information on when the prospective RA intends to start offering the ISAN services in its market
	Q4-2011
<b>Prospective RA's Customers</b>	Please provide information on customers the prospective RA intends to offer ISAN services to (type of customers, number of customers)
	<p>* See PROCIBEL and BAVP members, which are all AV producers :  <a href="http://www.procibel.be/FR/membres.htm">http://www.procibel.be/FR/membres.htm</a>  <a href="http://www.bavp.be/FR/membres.htm">http://www.bavp.be/FR/membres.htm</a></p> <p>* Broadcasters (public and private) : VRT, RTBF, RTL group, AB group, ...</p> <p>* Global community of ISAN registrants estimated at +/- 80 Registrants</p>
<b>Prospective RA potential ISAN Work Registration</b>	Please provide information on the number of potential audiovisual new work registrations for ISANs the prospective RA intends to tackle in its market on a yearly basis.
	<p>No "backstock" registration done so far on Flemish AV works. Global backstock registration for Belgium works is estimated at 6.000 ISAN registrations.</p> <p>Backstock excluded, yearly registration of Belgian works is estimated at 800 ISAN per year.</p>
<b>Prospective RA potential Existing Catalog</b>	Please provide information on the number of potential existing audiovisual work registrations for ISANs the prospective RA intends to tackle in its market.
	<p>If you are in the business of managing audiovisual works, please provide relevant information on the size of the current repertoire of audiovisual works that you manage.</p> <p>See above</p>
<b>Prospective RA potential Other Services Offering</b>	Please provide information and a brief description on any other services beside ISAN services the prospective RA intends to provide in its market.

## Prospective RA's Other Information and Comments

Considering both the strategic importance of ISAN development in Belgium but also rather limited size of the market (already served so far in part by the French RA A.F. ISAN), ISAN Belgium intends to become an **ISAN RO** (Registration Office) backed by A.F. ISAN.

A service agreement with A.F. ISAN will be negotiated as provided for by ISAN-IA's regulations, on approval of this E.O.I. by ISAN-IA.

By sending the Expression of Interest, the Organization accepts the ISAN RA's accreditation process, as described in the document 'Term of Reference' available on [www.isan.org](http://www.isan.org).

This Expression of Interest is not a legally binding document. Organizations candidates completing the Expression of Interest and returning it to ISAN-IA should not therefore expect that it would constitute in any formal commitment or contractual engagement for either themselves or the International Agency. A binding agreement will only be signed after formal appointment by ISAN-IA's Administration Committee of the prospective RA.

Organization Name:

BAVP

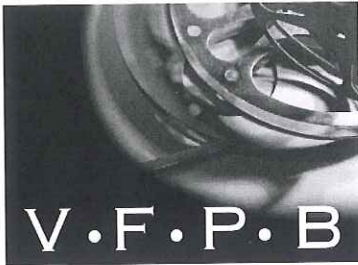
Date

September 2<sup>nd</sup> 2011



Nicole LA BOUVERIE  
Name of person signing the EOI

Signature



ISAN-IA  
For the attention of Régis Flad  
Interim General Manager  
30, rue de Saint-Jean  
CH-1203 Geneva

By mail

Brussels, 5 September 2011

**ISAN Registration Office Belgium**

To whom it may concern

The VOTP (Flemish Television Producers Organization) hereby confirms that we recommend BAVP to be the regional/ Belgian registration office of ISAN.

Yours truly,

A handwritten signature in blue ink, appearing to read 'Ellen Onkelinx', is written over a large, horizontal, blue ink scribble that spans across the signature area.

Ellen Onkelinx  
Directeur – VFPB



Vlaamse Onafhankelijke  
Televisie Producenten

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Ellen Onkelinx  
Directeur – VOTP





Union des Producteurs de  
Films Francophones

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For the attention of Régis Flad  
Interim General Manager  
30, rue de Saint-Jean  
CH-1203 Geneva

Brussels, September 2011

**ISAN Registration Office Belgium**

To whom it may concern

The UPFF (Union des Producteurs de Films Francophones) hereby confirms that we recommend BAVP to be the regional/ Belgian registration office of ISAN.

Yours truly,

P.O.

Patrick Quinet  
President