





Aquavision is honoured to count creative, talented people as contributors and we offer the opportunity to showcase your works in an international context – which can be an effortless, satisfying way of putting money in your pocket. Choose your best shots, label them appropriately, submit them to our Archive, and then wait for good news!

Aquavision offers a large niche collection of 15,000+ hours; HD and 6K+ UltraHD stock footage focusing on Nature & Wildlife, Ocean & Underwater, and People & Adventure. Aquavision provides curated media content from 140+ leading cinematographers worldwide. We welcome your interest in our company and our mission to deliver cutting edge content. We're committed to providing the best media and service to our clients while providing growth and visibility to our network of contributors.

At Aquavision, our team is excited about what you do! We've been working hard to make your experience as a contributor even better so that you can spend your time doing what you love—capturing footage in the field. Our goal is to provide comprehensive support for the needs of today's media professionals.



Some of our key Benefits:

- Access to a Global Marketplace of Buyers who will be able to search for, preview and purchase your motion footage on our Easy to use website.
- We have a dedicated team that works to bring your media and potential buyers together through offline enquiries and searches.
- We offer fair and attractive Non-Exclusive representation agreement.
- Simplified submission for raw UltraHD files, with no need to render on your local machine.
- Broadband optimisation for quick upload of HD and UltraHD files using our MediaShuttle technology.
- Easy to use logs that will import into our system for quick file availability turnaround time.
- Royalty Free and Premium licensing options, so we can get the best price for your footage.
- We will vault your broadcast quality masters in an access and climate controlled facility.
- 50% Commissions [negotiable] on all completed Sales. Simple, straightforward and very competitive in the stock industry.
- As your media portfolio grows, this can mean regular, ongoing income from a relatively small initial investment of time.
- You will receive a detailed statement of any completed sales.

We welcome qualified cinematographers to submit media to Aquavision. The following pages will provide you with all the information you need to get started.

## The Aquavision Advantage.

Aquavision offers new opportunities for marking and selling stock media online to a global stock footage market through the Aquavision portal. Some of the benefits of being in the Aquavision contributor network include:

- **Aquavision's reputation.**  
Aquavision and Peter Lamberti have been producing for National Geographic [launched in 2001], Smithsonian and Animal Planet [launched in 1996] etc... for the last 24+ years. Aquavision and Lion Mountain has also worked with most of the large traditional and streaming Natural History production houses and distributors.
- **New revenue from your media.**  
Your footage is available for online search, preview and licensing, gaining global market exposure and the opportunity to make some addition revenue from our stock footage. Our sales team will also be available to maximise your sales opportunities.
- **RAW UltraHD processing.**  
Deliver all UltraHD files directly to our offices, we will back them up and process them using the latest Blackmagic DeVinci Studio. No need to transcode on your end, saving you terabytes of storage and hours of rendering!
- **Lighting fast uploads.**  
Using a special plugin from Aspera, our transfer portal enables you to maximize your bandwidth, using 98% of your connection speed for both downloads and uploads. We know your time is precious, so we have taken every effort to make it as easy and fast as possible for you to deliver your footage.
- **Your Footage is secure.**  
All of your master media submitted to us is kept in three separate places, two on deep archiving LTO-6 data tapes [one if kept off site] and one on our digital server.
- **Best pricing**  
We offer our representatives and field agents the best competitive rates in the industry. We have three tiers; Royalty Free, Stock Footage and Premium Stock Footage and we offer you the control over the tier you want your media marketed as.
- **Client Footage Requests & Footage Briefs.**  
Receive shot requests for subjects, species or sequences from our clients.
- **Non-exclusive vs Exclusive.**  
We offer fair and attractive Non-Exclusive representation agreement [50/50], we do not want to take away your opportunity to sell your footage but offer you an addition avenue for more exposure and revenue.

We do offer the ability to sign an Exclusive agreement for a higher profit share percentage [60/40].
- **Agreement Period.**  
The online archive requires a major investment in equipment and time. As such, we require a commitment to represent your selected footage for a minimum of 5 years non-exclusively.



## Outstanding Service.

Aquavision provides leading broadcasters and production companies worldwide with a unique and outstanding service:

- Outstanding Quality.**  
Representatives and field agents to the Aquavision Archive include some of the most respected cinematographers and media libraries in the world. All media is sourced for its quality or distinctiveness, and our clients can select the source and delivery format best suited to their project.
- Extensive Selection.**  
Thanks to our representation network we offer one of the largest media collections in the Southern Hemisphere that covers Nature & Wildlife, Oceans & Underwater, and People & Adventure.
- Facilitation.**  
To offer our clients the best possible options beyond our existing archive, Aquavision may contact you with footage requests or to set up a custom shoot. This means that you may have exposure to new opportunities, and can help us fill gaps in our archive.
- Dedicated Research.**  
Fast, detailed and comprehensive. Our clients can search our online website quickly and easily and if they can't find what they are looking for, our dedicated research team is available to provide free research support.
- Clear Pricing.**  
Our online pricing calculator provides clear categories and rates for all licensing needs.
- Media Delivery.**  
Download speed of HD and UltraHD media is maximized to allow 98% utilization of the clients connection, making delivery of large files quickly and painless.
- Marketing**  
Our ongoing marketing initiatives will continue to increase the revenue-building value of our archive, and to you as a footage representative.



## Our latest client list.

With over 25+ years' experience Aquavision has developed solid relationships with film studios, broadcast networks and production companies. The following represent just a small sample of the high end clients who we license media to on a regular basis.





## Sending a Submission for Consideration

In order for our Librarian to accurately assess your work:

- A first submission must consist of a minimum of five 10 minute low res clips on CD/DVD
- This must represent the range of your collection's geographic and content coverage.
- Place footage from each subject in a separate folder.

We would also like to know a little about you, so please include answers to the following questionnaire with your image submission.

### Questionnaire:

- Name
- Business Name
- Address
- City
- Telephone
- Email
- Website
- How long have you been a Cinematographers or Videographers?
- Please give us an overview of your collection (countries & subjects)
- Do you specialise in any particular subjects or country?
- What is the approximate amount of footage that would be available for exclusive representation by Aquavision?
- What period (in years) does your collection cover?
- Do you currently have stock with any other agencies? If so, which agencies?
- How did you hear about Aquavision TV Productions?

### Contact Details

Aquavision Natural History Archive  
144 Western Service Road, Woodmead  
PostNet #552 Private Bag X29  
Gallo Manor  
2052  
South Africa  
Tel: +27(0)11 275 0900/1

### Submission Portal

For all media submission please upload the Media Files and the Metadata sheets using the portal below.

For any new footage upload using our transfer site:

SERVER : <https://aquavision.mediashuttle.com>  
TO : [library@aquavision.co.za](mailto:library@aquavision.co.za) and [christo@lmmedia.co.za](mailto:christo@lmmedia.co.za)  
FROM : [clients@aquavision.co.za](mailto:clients@aquavision.co.za)

### More Questions? Call Us!

We hope this provider packet has answered some of your basic questions about becoming a footage representative with Aquavision and the Lion Mountain Media Group. Please let us know by e-mail or phone if we can answer any other questions for you. The team at Aquavision is sincerely looking forward to work with you!