



Bid Notice Abstract

Request for Quotation (RFQ)

Reference Number 10065014
Procuring Entity DEPARTMENT OF TOURISM
Title Procurement of Ground Handling Service for the Conduct of Familiarization Tours for South Korean Dive Operators to Coron, Palawan (11-15 September 2023) and Dauin, Negros Oriental (18-22 September 202)

Area of Delivery

Solicitation Number:	RFQ NP - SVP 2023-08-551	Status	Active
Trade Agreement:	Implementing Rules and Regulations	Associated Components	3
Procurement Mode:	Negotiated Procurement - Small Value Procurement (Sec. 53.9)	Bid Supplements	0
Classification:	Goods - General Support Services	Document Request List	1
Category:	Travel, Food, Lodging and Entertainment Services	Date Published	23/08/2023
Approved Budget for the Contract:	PHP 986,000.00	Last Updated / Time	23/08/2023 00:00 AM
Delivery Period:	10 Day/s	Closing Date / Time	29/08/2023 10:00 AM
Client Agency:			
Contact Person:	NAZER NIÑO L ALLANIGUE Administrative Officer I 351 Sen. Gil Puyat Avenue Makati City Metro Manila Philippines 1200 63-02-4595200 Ext.425 nlallanigue@tourism.gov.ph		

Description

TECHNICAL SPECIFICATIONS

I. BIDDER : Ground Handler / Tour Operator

II. PROJECT TITLE : Familiarization Tours for the South Korean Market

III. BACKGROUND :

- The project aims to revive the Korean dive market to the Philippines, which has shrunk to around 18% during the COVID-19 pandemic, as shown in the table above by the number of C-card issuances. Two main factors, threats, and weaknesses, have been identified as slowing down the recovery of the Korean dive market as discussed above:
 - Diving shops/centers: In 2019, there were approximately 200 dive shops/centers in the Philippines owned by Koreans, but due to the COVID-19 pandemic, less than 100 are currently operational across all diving shops/centers.
 - Raising awareness of Philippine diving: It is crucial for the DOT to send a clear message to the Korean diving community and consumers that the Philippines is open for business and welcoming Korean divers.
- To address these issues, it is necessary to either provide information and contacts on how to establish dive-related businesses in the Philippines, such as dive resorts, dive centers, restaurants, spas, and so on in the long term or to utilize existing dive shops/centers in the Philippines owned by Filipinos/other nationals for Korean divers in the short

term. Although the number of dive shops/centers in the Philippines owned by Koreans is expected to recover in years, taking this as an opportunity, the existing dive shops/centers in the Philippines owned by Filipinos/other nationals can expand their Korean market this time.

- Therefore, familiarization tours for diving centers/clubs in Korea and promotional activities such as a Philippine dive festival both in the Philippines and Korea are highly needed, together with a partnership with PADI, the largest and most prominent organization in the scuba diving industry worldwide. Product presentations for Philippine dive destinations featuring Anilao, Puerto Galera, Coron, Moalboal, Bohol, Southern Leyte, Malapascua, and Dumaguete, and B2B networking meetings for Philippine sellers and Korean buyers will be conducted. Other activities such as familiarization tours and a solo Philippine dive event dubbed "Philippine Dive Festival in Seoul" can generate new business outputs in the short term.

IV. INCLUSIVE DATES : Coron - September 11 to 15, 2023

Dauin – September 18 to 22, 2023

V. MINIMUM REQUIREMENTS

1. Must be accredited by the Department of Tourism;
2. Must be willing to provide services on a send-bill arrangement

VI. SCOPE AND WORK DELIVERABLES

a. DOMESTIC AIR TICKETS

- Provision of roundtrip economy class domestic air tickets for familiarization tour participants and assigned DOT representative from Manila to the destination
- Only utilized flights must be charged to the DOT in the final billing
- No. of Pax: 6 pax per destination
- Total Baggage Allowance: 30 KG per person

Flight Details:

Manila – Busuanga / Coron – Manila

September 11 6 pax Manila (MNL) to Busuanga / Coron (USU) – Direct

Approx. ETD MNL between 10:00 AM to 3:30 PM ETA USU between 11:00 AM to 4:30 PM

September 15 6 pax Busuanga / Coron (USU) to Manila (MNL) – Direct

Approx. ETD USU between 3:30 PM to 4:45 PM ETA MNL between 5:00 PM to 5:45 PM

Manila – Dumaguete - Manila

September 18 6 pax Manila (MNL) to Dumaguete (DGT) – Direct

Approx. ETD MNL between 1:00 PM to 2:00 PM ETA DGT between 2:30 PM to 3:30 PM

September 22 6 pax Dumaguete (DGT) to Manila (MNL) – Direct

Approx. ETD DGT between 3:30 PM to 4:30 PM

ETA MNL between 5:00 PM to 6:00 PM

*Note: If above flights have been fully booked or are not available, the supplier may present the next available flight option provided that it will not exceed the prescribed budget.

b. LAND TRANSPORTATION

- Inclusive of professional driver fees, driver's accommodation, if necessary, meals, expressway toll fees, and applicable environmental fees;
- Unutilized vehicles, if any, must not be charge to the DOT and be excluded from the final billing;

Date No. of Units Capacity and Route

Manila Leg

September 11 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear

Route: NAIA Terminal 1 to NAIA Terminal 2

September 15 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear

Route: NAIA Terminal 2 to NAIA Terminal 1

September 18 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear

Route: NAIA Terminal 1 to NAIA Terminal 2

September 22 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater

camera gear
Route: NAIA Terminal 2 to NAIA Terminal 1
Coron Leg
September 11 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Busuanga Airport to Decalachao Port
September 14 1 van Within Coron

Passengers: Korean tour operators and DOT Coordinator (6 pax)
Route: Ocular Inspection of Resorts
September 15 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Decalachao Port to Busuanga Airport
Dauin Leg
September 18 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Dumaguete Airport to Resort
September 21 1 van Within Dauin and Zamboanguita

Passengers: Korean tour operators and DOT Coordinator (6 pax)
Route: Ocular Inspection of Resorts
September 22 2 vans Airport Transfers

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Resort to Dumaguete Airport

c. SEA TRANSPORTATION

- Inclusive of boat captain and crew fees and applicable environmental fees;

Date No. of Units Capacity and Route
September 11 1 boat Decalachao Port to Resort

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Decalachao Port to Resort
September 14 1 boat Roundtrip Transfers from Resort to Decalachao Port

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Resort to Decalachao Port to Resort
September 15 1 boat Resort to Decalachao Port

Passengers: Korean tour operators and DOT Coordinator (6 pax), traveling with dive equipment and underwater camera gear
Route: Resort to Decalachao Port

d. FAMILIARIZATION TOUR ACCOMMODATION AND DIVING IN CORON (DOT COORDINATOR)

- Accommodation with fullboard meals (including dinner on arrival / check in and breakfast before check out, excluding breakfast and lunch on arrival / check in and lunch and dinner on check out) at a DOT-accredited property located in Sitio Talisay, San Jose, Coron, Palawan (Based on EO 77 Rates)
- Must include all necessary transfers from Busuanga airport to the identified resort;
- Diving with air / nitrox tanks, dive equipment rental (including weights), boat rental, services of dive guides/dive masters, and all applicable environmental and sanctuary/marine park fees;
- Diving Itinerary must include one (1) long distance dive trip (2 dives per trip) for Dugong Watching;
- Unutilized rooms and dives, if any, must not be charged to the DOT and excluded from the final billing

Participants Room Type Check In Check Out Dives
1 Room
(1 pax) Single Occupancy September 11 September 15 10 dives / person

e. FAMILIARIZATION TOUR ACCOMMODATION AND DIVING IN CORON (HOSTED PARTICIPANTS)

- Accommodation with fullboard meals (including dinner on arrival / check in and breakfast before check out, excluding breakfast and lunch on arrival / check in and lunch and dinner on check out) at a DOT-accredited property located in Sitio Talisay, San Jose, Coron, Palawan
- Must include all necessary transfers from Busuanga airport to the identified resort;

- Diving with air / nitrox tanks, dive equipment rental (including weights), boat rental, services of dive guides/dive masters, and all applicable environmental and sanctuary/marine park fees;
- Diving Itinerary must include one (1) long distance dive trip (2 dives per trip) for Dugong Watching;
- Unutilized rooms and dives, if any, must not be charged to the DOT and excluded from the final billing

Participants Room Type Check In Check Out Dives

5 Rooms

(5 pax) Single Occupancy September 11 September 15 10 dives / person

f. FAMILIARIZATION TOUR ACCOMMODATION AND DIVING IN DAUIN (DOT COORDINATOR)

- Accommodation with fullboard meals (including dinner on arrival / check in and breakfast before check out, excluding breakfast and lunch on arrival / check in and lunch and dinner on check out) at a DOT-accredited property located in Cuadra, Maayong Tubig, Dauin, Negros Oriental (Based on EO 77 Rates)
- Must include all necessary transfers from Dumaguete airport to the identified resort;
- Diving with air / nitrox tanks, dive equipment rental (including weights), boat rental, services of dive guides/dive masters, and all applicable environmental and sanctuary/marine park fees;
- Diving Itinerary must include one (1) day trip (2 dives per trip) to Apo Island
- Unutilized rooms and dives, if any, must not be charged to the DOT and excluded from the final billing

Participants Room Type Check In Check Out Dives

1 Room

(1 pax) Single Occupancy September 18 September 22 10 dives / person

g. FAMILIARIZATION TOUR ACCOMMODATION AND DIVING IN DAUIN (HOSTED PARTICIPANTS)

- Accommodation with fullboard meals (including dinner on arrival / check in and breakfast before check out, excluding breakfast and lunch on arrival / check in and lunch and dinner on check out) at a DOT-accredited property located in Cuadra, Maayong Tubig, Dauin, Negros Oriental
- Must include all necessary transfers from Dumaguete airport to the identified resort;
- Diving with air / nitrox tanks, dive equipment rental (including weights), boat rental, services of dive guides/dive masters, and all applicable environmental and sanctuary/marine park fees;
- Diving Itinerary must include one (1) day trip (2 dives per trip) to Apo Island
- Unutilized rooms and dives, if any, must not be charged to the DOT and excluded from the final billing

Participants Room Type Check In Check Out Dives

5 Rooms

(5 pax) Single Occupancy September 18 September 22 10 dives / person

h. MEALS (OUTSIDE OF FULLBOARD ARRANGEMENTS)

Date No. of Pax Meal Preferred Venue

September 11 5 pax Lunch (1 Main Course and 1 Dessert with 1 Drink – Juice/Soda per person) Restaurant within the Newport Boulevard

September 15 5 pax Dinner (1 Main Course and 1 Dessert with 1 Drink – Juice/Soda per person) Restaurant within the Newport Boulevard

September 18 5 pax Lunch (1 Main Course and 1 Dessert with 1 Drink – Juice/Soda per person) Restaurant within the Newport Boulevard

September 22 5 pax Dinner (1 Main Course and 1 Dessert with 1 Drink – Juice/Soda per person) Restaurant within the Newport Boulevard

• BUDGET

The total budget for this project is NINE HUNDRED EIGHTY-SIX THOUSAND PESOS (P 986,000.00), inclusive of all applicable taxes and should cover all requirements enumerated above.

• CONTACT INFORMATION

Project Officer : Celstine Joyce T. Sy

Office : Office of Product and Market Development

Email Address : ctsy@tourism.gov.ph

Other Information

Eligibility Requirements

1. Mayor's/Business Permit issued by the city or municipality where the principal place of business of the prospective bidder is located, or the equivalent document for Exclusive Economic Zone Area,

In cases of recently expired Mayor's/Business permits, it shall be accepted together with the official receipt as proof that the bidder has applied for renewal within period prescribed by the local government unit.

2. PhilGEPS Certification/ Registration Number.

3. Latest Income/Business Tax Return (For ABC above Php500, 000.00)

4. Original or Certified True Copy of Duly Notarized Omnibus Sworn Statement

5. Must be Accredited by DOT.

Note: Kind submit your proposals together with your eligibility requirements thru email and send it to nlallanigue@tourism.gov.ph on or before 29 August 2023 at 10:00 am. Late and unsigned quotations shall not be accepted.

Created by NAZER NIÑO L ALLANIGUE

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