

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**

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APPROVED BY:

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