



BAC Resolution Declaring the Highest Rated and Responsive Bid (HRRB) and Recommending Award for the Procurement of Tourism Destination Marketing Company for Middle East/Gulf Cooperation Council (DOT-BAC REI No. 2021-001)

Resolution No. 2021- 032

WHEREAS, the Department of Tourism (DOT) through its Bids and Awards Committee (BAC) posted the Request for Expression of Interest (REI) for the **Procurement of Tourism Destination Marketing Company for Middle East/Gulf Cooperation Council** in the DOT website, the PhilGEPS website, and in a conspicuous place at the premises of the DOT continuously for at least ten (10) calendar days starting 18 January 2021, whereby the deadline of submission of eligibility requirements was set on 28 January 2021. The Approved Budget for the Contract (ABC) is **Eighty-One Thousand US Dollars (US\$81,000.00) or its equivalent in Philippine Peso**, inclusive of all applicable taxes;

WHEREAS, the Competitive Bidding Procedures for Consulting Services, using the Quality-Based Evaluation (QBE) procedure pursuant to Republic Act No. 9184 (RA 9184) and its 2016 Implementing Rules and Regulations (IRR) was adopted in this undertaking;

WHEREAS, on 23 March 2021, the BAC issued approved BAC Resolution No. 2021-024, recommending **Durga Das Publications (Middle East) FZE** as the Highest Rated Bidder (HRB) among the shortlisted consultants. A copy of approved BAC Resolution No. 2021-024 is hereto attached, marked as **Annex "A"**, and made an integral part hereof;

WHEREAS, pursuant to the provisions of the 2016 IRR of RA 9184 on Competitive Bidding Procedures for Consulting Services using a QBE procedure, the BAC invited **Durga Das Publications (Middle East) FZE** for the Opening of the Financial Proposal on 12 April 2021 and Negotiation on 13 April 2021. A copy of the Invitation to the Opening of the Financial Proposal and Negotiation is hereto attached, marked as **Annex "B"**, and made an integral part hereof;

WHEREAS, **Durga Das Publications (Middle East) FZE** met the minimum requirements for the Financial Proposal with a submitted bid price of **Eighty-One Thousand US Dollars (US\$81,000.00) or its equivalent in Philippine Peso**, inclusive of applicable taxes. The total bid price is within the ABC;

WHEREAS, DOT and **Durga Das Publications (Middle East) FZE** has successfully completed the negotiations, with the following agreements to be reflected in the Negotiation Agreement, thus the latter shall be subject to Post-qualification:

- Bidder aims to make people understand and remember Philippines as a top destination
- Bidder will focus on education thru webinars and virtual one-on-one
- Bidder will also focus on making unskippable and skippable ads on YouTube focusing on Philippines
- Bidder also aims on chartered flights to bring in tourists on the destinations and fly back to their point of origin
- Payment will be prorated on a monthly basis
- Work with airlines on the packages
- Projects to be done on reimbursement basis should be subject to the

- approval of DOT
- Winning bidder to submit a detailed comprehensive communications plan to end-user

A copy of the Minutes of the Negotiation is hereto attached, marked as **Annex "C"**, and made an integral part hereof;

WHEREAS, upon careful examination, validation, and verification of all the eligibility, technical, and financial requirements submitted by **Durga Das Publications (Middle East) FZE** being the Highest Rated Bidder (HRB), it is found to be "responsive" with all the requirements, thus **Post-Qualified**. A copy of the Post-Qualification Report is hereto attached, marked as **Annex "D"**, and made an integral part hereof;

NOW, THEREFORE, We, the Members of the Bids and Awards Committee, hereby **RESOLVE** as it is hereby **RESOLVED**;

- To declare **Durga Das Publications (Middle East) FZE** as the bidder with the Highest Rated and Responsive Bid (HRRB) and award the contract for the **Procurement of Tourism Destination Marketing Company for Middle East/Gulf Cooperation Council** with a a **monthly professional fee of Nine Thousand US Dollars (US\$9,000.00) or a total contract price of Seventy-Two Thousand US Dollars (US\$72,000.00) or its equivalent in Philippine Pesos, inclusive of applicable taxes for the period of 01 May to 31 December 2021**;
- To recommend for approval by the Secretary of the Department of Tourism the foregoing findings.

RESOLVED, at the DOT Bldg., No. 351 Sen. Gil Puyat Ave., Makati City this 15th day of April 2021.

Recommending Approval:


USEC. ROBERTO P. ALABADO III
BAC Chairperson


DIR. MILAGROS Y. SAY
BAC Vice Chairperson


MS. SUSAN NAGTALON
BAC Member


ATTY. JENNIFER A. OLBA
BAC Member


MR. RAYMUND GLEN A. AGUSTIN
BAC Member

By Authority of the Secretary:
(per Department Order No. 2020-022)

☒ **APPROVED** ☐ **DISAPPROVED:**


BENITO C. BENGZON, JR.
Undersecretary for Tourism Development Planning