



## Bid Notice Abstract

### Request for Quotation (RFQ)

**Reference Number** 6934476  
**Procuring Entity** DEPARTMENT OF TOURISM  
**Title** Subscription to Online Aviation Market Intelligence Data  
**Area of Delivery**

<b>Solicitation Number:</b> 2020-03-0050	<b>Status</b>	<b>Pending</b>
<b>Trade Agreement:</b> Implementing Rules and Regulations	<b>Associated Components</b>	2
<b>Procurement Mode:</b> Negotiated Procurement - Small Value Procurement (Sec. 53.9)	<b>Bid Supplements</b>	0
<b>Classification:</b> Goods	<b>Document Request List</b>	0
<b>Category:</b> Services	<b>Date Published</b>	13/03/2020
<b>Approved Budget for the Contract:</b> PHP 1,000,000.00	<b>Last Updated / Time</b>	12/03/2020 14:41 PM
<b>Delivery Period:</b>	<b>Closing Date / Time</b>	17/03/2020 14:00 PM
<b>Client Agency:</b>		
<b>Contact Person:</b> John Paulo Samonte Francisco Administrative Officer I 351 Sen. Gil Puyat Avenue Makati City Metro Manila Philippines 1200 63-02-4595200 Ext.425 63-02-4595200 psfrancisco.logistics@yahoo.com		

#### Description

TERMS OF REFERENCE  
 SUBSCRIPTION TO ONLINE AVIATION  
 MARKET INTELLIGENCE DATA

#### 1. BACKGROUND

1.1. In 2016, the DOT-Market Development Group initiated the acquisition of online aviation data (OAD) from dependable and reputable international suppliers. The OAD was acquired to aid the MDG in market research and formulation of strategy to boost arrivals from niche and opportunity markets and special segments of key markets.

1.2. Likewise, OAD is important tool for OPMD-Route Development Team to upgrade its aviation market research and data analysis capability to help the team analyze the Philippines' position in the aviation industry as it relates to tourism in the Asia Pacific region.

1.3. Further, the DOT serves as the Vice Chair at the Civil Aeronautics Board. Greater access to aviation data will enhance the ability of the DOT and the Philippine Air Panel members from the other government agencies to perform their functions.

#### 2. OBJECTIVES

2.1. Subscribe to aviation intelligence data provider that will enable the Market Development Group and the Route Development Team to acquire vital and up-to-date aviation analytical data tools;

2.2. Gather and analyze pertinent aviation data on the Philippines and its competitor countries that will enable DOT to formulate a Route Development Strategy aimed at enhancing long-term growth for Philippine international gateways and destinations.

2.3. Assist the Philippine Air Panel members in formulating the government's decisions on critical issues deliberated

on by the panel; and

2.4. View potential market opportunities based on historical, current, and future air passenger market, schedule, and airport data.

### 3. PROJECT DESCRIPTION

Based on the previous subscription, the following up-to-date aviation data should include the following:

3.1. Country and regional profiles/airline and airport data including the following:

3.1.1. International and domestic points, traffic, and capacity

3.1.1.1. Number of air passengers

3.1.2. Number of foreign and domestic carriers

3.1.3. Number of flights and seats between major source markets and the Philippines

3.1.4. Projection of passenger traffic from and to the Philippines

3.2. Yields, Load factors, Revenue, and Points

3.2.1. Tracking and analysis of passenger load factors

3.2.2. Identification and analysis of segment split data based on behind, beyond, local, and bridge points

3.3. Point of Sale

3.3.1. Location of agency used to purchase ticket at region and country level

3.3.2. Market share and market growth rate studies

3.3.3. Identification of passenger travel patterns and preferences

3.3.4. Identification of point of origin airport

3.4. Schedule and Capacity

3.4.1. Historical schedule and capacity data

3.4.2. Benchmarking capacity and schedules against other airports and airlines

3.4.3. Identification of alliance, code share, and marketing partners and their contribution and impact on key routes

3.5. Comparison of local airports against competitive airports in the same catchment area

3.5.1. Analysis of airport local and connecting traffic mix

3.6. Historical data up to at least five years

3.7. Training on how to access the portal and how to generate the above data.

The above OAD will be sourced from local or international data provider through the usual government procurement process.

### 4. EXPECTED OUTPUT

4.1. The OAD provider will make the above-mentioned airline and airport data accessible to at least two (2) concurrent users of the Department. Access must be unlimited.

### 5. PROJECT DURATION AND BUDGET

5.1. The subscription should commence immediately upon receipt of the Notice to Proceed and should last until December 31, 2020.

5.2. Total budget for the nine-month subscription is One Million Pesos (PHP 1,000,000.00) or Nineteen Thousand Seven Hundred Fifty-Two US Dollars and Seventy Cents (US\$ 19,752.70)

1 USD = 50.626 PHP (BSP Forex as of March 10, 2020)

### 6. CONTACT DETAILS

Inquiries may be coursed through:

a) Ghienel B. Gustilo

Staff, Route Development Team through:

Telephone number: 4595200 loc. 508

E-mail address: gbgustilo@tourism.gov.ph

### 7. PAYMENT PROCEDURE

Processing of payment shall comply with government procedures and will be initiated upon certification by the end-user of satisfactory completion of services and issuance of billing statement by supplier.

Note: The winning bid shall be determined based on the proposal with the most advantageous financial package cost provided that the amount of the bid does not exceed the above total budget.

Kindly submit your quotation for the purchase of the above requirement, indicating our Solicitation Number & your Company Name in a SEALED ENVELOPE, addressed to Mr. John Paulo S. Francisco at DOT Bldg., 4th Floor, Procurement Management Division, 351 Sen. Gil Puyat Avenue, Makati City

PLEASE SUBMIT THE FOLLOWING ELIGIBILITY REQUIREMENTS:

1. Current Mayor's/Business Permit/BIR Certification of Registration (Individual)  
(In case of recently expired Mayor's/Business permit, submission of the expired Mayor's/Business permit together with the Official Receipt (renewal) shall be accepted.

2. Philgeps Registration Number

3. Latest Income/Business Tax Return (For ABCs above Php500K)

4. Original or Certified True copy of Duly Notarized Omnibus Sworn Statement  
(see attached form)

Deadline for the submission of Quotation: on or before March 17, 2020 at 2:00 pm

In case of foreign bidders, the eligibility requirements or statements, the bids, and all other documents to be submitted to the BAC must be in English. If the eligibility requirements or statements, the bids, and all other documents submitted to the BAC are in foreign language other than English, it must be accompanied by a translation of the documents in English. The documents shall be translated by the relevant foreign government agency, the foreign government agency authorized to translate documents, or a registered translator in the foreign bidder's country; and shall be authenticated by the appropriate Philippine foreign service establishment/post or the equivalent office having jurisdiction over the foreign bidder's affair in the Philippines.

**Created by** John Paulo Samonte Francisco

**Date Created** 12/03/2020

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