

## **TERMS OF REFERENCE**

### **Guangzhou to Cebu-Dumaguete Travel Agents Fam Trip CEBU AND DUMAGUETE 09-14 June 2018 Tour Operator Services**

#### **I. BACKGROUND**

Philippine Airlines previously operates a Guangzhou to Kalibo flight on a thrice a week basis. However, with the closure of Boracay, this flight was cancelled and what was left was the daily flight to Manila.

In compliance with the directives to promote new destination in lieu of Boracay, DOT-Shanghai is currently working with the Philippine Airlines on the possibility of increasing the frequency of their Guangzhou to Cebu flight and introducing Dumaguete as a new destination via Cebu. For this purpose, DOT Shanghai, in partnership with the Philippine Airlines through the Tourism Promotions Board, will be inviting travel agents and wholesalers that previously operated the Guangzhou to Kalibo charter to visit Cebu and Dumaguete for the possibility of creating new tour products for the said destinations.

#### **A. Details of the Event**

<b>Date</b>	<b>:</b>	<b>09-14 June 2018</b>
<b>Venue</b>	<b>:</b>	<b>Cebu and Dumaguete</b>
<b>Expected Number of Foreign Participants</b>	<b>:</b>	<b>12 pax</b>

#### **II. PURPOSE/OBJECTIVES:**

Through this activity, the following objectives will be met:

1. To reduce the effect of Boracay closure in the China market;
2. To maintain and create favorable image for Cebu and Dumaguete in the market;
3. To tap new market in Guangzhou for Philippine tourism;  
To create a new additional direct flights from Cebu to Guangzhou operating twice per week by July 2018.

The Tourism Promotions Board (TPB) is inviting qualified Philippine tour operators to provide the requirements of the abovementioned event based on the following guidelines:

### III. Scope of Services

#### I. DOMESTIC TICKETS:

Round Trip Ticket for Project Officer: Gemma Aileen S. Isic

a MNL-DGT: PR 2543 ETD 11:40 ETA 13:05

**b. DGT-MNL : PR 2546 ETD: 1100 ETA: 1230**

#### II. HOTEL ACCOMMODATION REQUIREMENTS:

A. Tour operator to provide hotel accommodation in Manila:

1. 3-5 stars hotel in Manila

Target Hotels:

- a. New World Manila Bay
- b. Diamond Hotel
- c. Belmont Hotel
- d. Golden Phoenix

2. 7 twin sharing rooms with buffet breakfast on 13-14 June 2018 ;

B. Tour operator to provide hotel accommodation in Dumaguete:

1. 7 twin sharing rooms with buffet breakfast from 09-12 June 2018

2. 3-5 Star hotel/resort in Dumaguete. Target hotels are:

- a. Sta. Monica Beach Resort
- b. Atmosphere Resort
- c. Pura Vida Resort

Note:

- **Hotel accommodation shall be coordinated with the TPB officer.**
- **Total cost of accommodation should be based on actual room expenses;**
- **Secured sponsorships should be deducted from the total expenses.**

#### 3. TOUR GUIDE REQUIREMENTS:

- One (1) DOT Accredited Tour Guide for Cebu and Dumaguete
- Tour guide based in Cebu and Dumaguete who can speak fluent in Mandarin and English, knowledgeable not only about Cebu and Puerto Princesa but also with the history of the Philippines in terms of culture, lifestyle and culinary and available on 09-13 May 2018.

#### 4. TRANSPORTATION REQUIREMENTS (BUS OR COASTER):

- Provision of one (1) coaster for the arrival and departure transfers and city tours based on the attached itinerary from 09-14 June 2018.

- Provision of tour vehicles with proper signage / labels and other amenities such as mineral waters and wet towels/wipes for each participants.

## 5. TOUR ACTIVITIES:

Tour Activities for the group that provides the following on 09-14 June

### Cebu Leg:

- Whaleshark watching at Oslob
- Tour operator to provide miscellaneous such as environmental fees, etc. indicated in the itinerary.

### Dumaguete Leg:

- Entrance fees for the city tour activity (see attached itinerary)
- Boat and snorkeling/diving equipment for island hopping with seafood lunch in the following:
  - a. Apo Island (10 June 2018)
  - b. Bais dolphin watching with snorkeling (11 June)
- Entrance fees and activities at Red Rock Hot Spring on 10 June 2018;
- Tour operator to provide miscellaneous such as environmental fees, etc. indicated in the itinerary.

## 6. Other Requirements

### a. **Provision of the following on complimentary basis:**

1. Land transportation with the following:
  - Medicine Kit
  - coldwater and towels
  - Candies or snacks
- b. Coordination with TPB in all other matters required for the smooth implementation of the itinerary;
- c. Designation of a point person who will coordinate with TPB.

## VI. BUDGET:

The allotted budget is **PHP 470,500.00** (inclusive of all applicable taxes).

**VII. PAYMENT PROCEDURE:**

Send bill to the **TOURISM PROMOTIONS BOARD – ATTN: James A. Sy**, after the completion of services

**VIII. EVALUATION PROCEDURE:**

The winning bid shall be selected not solely based on the amount of bid, provided that the amount of bid does not exceed the above total budget.