

(Part B of the Tender Form)



Thx.agency  
BV, Koning Albertstraat 76/1A, 3290 Diest, [kris@thx.agency](mailto:kris@thx.agency), +32 468 17 28 46, registered at the Chamber of Commerce with number 0778.996.706, VAT: BE 0778.996.706

**TENDER OFFER**  
**ON THE PROCUREMENT OF INTEGRATED MARKETING MEASURES (REPRESENTATION) IN TARGET MARKETS**

**Lot I of procurement. Integrated tourism marketing services in Belgium and the Netherlands**

**PART B. TENDER PRICE**

**Table 1.**

<b>Supplier's name</b> <i>(in the case of a group of economic operators, the names of all the participants so that it is clear with which entity the supplier participates)</i>	Thx.agency
<b>Legal entity code</b> <i>(in the case of a group of economic operators, the codes of all participants) (in the case of a natural person, business licence number etc.)</i>	BE 0778.996.706
<b>Supplier's address</b> <i>(if the tender is submitted by a group of economic entities, addresses of all participants are listed)</i>	Koning Albertstraat 76/1A 3290 Diest
<b>Name of the person responsible for the tender</b>	Kris Van den Broeck
<b>Tel. No.</b>	+32 468 17 28 46
<b>E-mail address</b>	kris@thx.agency
(1) list of the members of the supplier / group of economic operators, (2) the economic operators whose capacities are relied upon, and (3) if the grounds for exclusion apply to all subcontractors, the members	

K V D P

of the subcontractors, the members of the collegiate supervisory body (Board of Supervisors) and/or the members of the collegiate management body (Board of Management) (if any), and/or a person who is vested with the powers provided for in Article 46 (2) (2) of the Law on Public Procurement

In Part B of our tender we provide the prices of the services offered in Part A. Prices are indicated in Table 2.

**Table 2. Prices of the offered services:**

No.	Object of procurement	Measurement unit	Preliminary third-party expenses for the entire period of contract in EUR excluding VAT	Preliminary number of services (units)*	Price per unit, EUR excl. VAT	Amount EUR, excl. VAT
1	2	3	4	5	6	7=5x6
1	Tourism market analysis	Units	-	3	2000	6000
2	Services for establishing and maintaining contacts	Units	-	15	650	9750
3	Organisation and coordination of sales meetings with tourism specialists in the target market	Units	-	24	250	6000
4	Services for the implementation of joint marketing measures between EUR 10 000 and EUR 25 000	Units, Administration fee, EUR	37 190,08	3	1800	5400
5	Services for the implementation of joint marketing measures up to EUR 10 000	Units, Administration fee, EUR	14876.03	3	1800	5400
6	Search and selection of new tourism sector specialists for familiarisation tours.	Units	-	30	500	15000
7	Escort service for groups selected and formed for a sightseeing tour.	Units	-	3	1600	4800
8	Preparation and distribution of articles in Dutch or French through the target market's media channels.	Units	-	9	1100	9900
9	Selection of media representatives and opinion leaders for familiarisation tours to Lithuania.	Units	-	9	500	4500
10	Public relations campaigns on dedicated tourism industry channels or platforms.	Units, Administration fee, EUR	14876.03	3	1800	5400

KVDD



11	Preparation and distribution of newsletters	Units	-	12	600	7200
12	Organisation of live tourism events	Units, Administration fee, EUR	17 355,37	3	3350	10050
13	Participation and representation of the contracting authority at live events organised by third parties.	Hours	9917.35	36	90	3240
14	Organisation and implementation of virtual events/webinars.	Units	-	6	1500	9000
15	Organisation of virtual training for tourism specialists using third-party training platforms/channels.	Units, Administration fee, EUR	17 355,37	3	1200	3600
16	Preparation and implementation of presentations.	Units	-	6	500	3000
<b>Overall comparative price of the tender, EUR excl. VAT (sum of the values in column 7 + Row 4 of column 4 + Row 5 of column 4 + Row 10 of column 4 + Row 12 of column 4 + Row 13 of column 4 + Row 15 of column 4):</b>						<b>219.810,23</b>
<b>VAT 21%</b>						<b>46.160,15</b>
<b>Overall comparative price of the tender, EUR including VAT</b>						<b>265.970,38</b>

\* Third-party expenses are preliminary, intended for tender comparison.

**Notes:**

- prices are quoted with two decimal places;
- \*\*in cases where the supplier is not required to pay VAT under the legislation in force, the supplier shall not complete the relevant section of the tender and shall indicate the reasons for not paying VAT: \_\_\_\_\_.

The comparative price of a tender is used only for the evaluation of tenders.

**The comparative price of the tender may not exceed EUR 225,000 excluding VAT. A tender with a higher price will be rejected as non-compliant with the requirements of the procurement documents. All service fees will be transferred to the contract.**

The price of the Services includes all possible costs and charges incurred by the Supplier in connection with the provision of the Services specified in the Technical Specification.

**The tender must be valid for 3 (three) months from the final due date for submission of tenders.**



Kris Van der Broeck  
Managing Partner  
The agency

1/10/2020