



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

**Lot II of procurement. Integrated tourism marketing services in DACH countries (Germany, Switzerland, Austria)**

### PART A. DETAILS OF THE SUPPLIER AND TECHNICAL INFORMATION

**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>	KPRN Network GmbH
<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>	CHE-477.996.745
<b>Supplier's address</b> <i>(if the tender is submitted by a group of economic entities, addresses of all participants are listed)</i>	Brandschenkestrasse 178 8002 Zürich Switzerland
<b>Name of the person responsible for the tender</b>	Julia Kleber
<b>Tel. No.</b>	+49-152-23704129
<b>E-mail address</b>	julia.kleber@klebergroup.com
(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 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	

#### **Supplier's confirmations:**

1. By submitting this tender we hereby state that we agree with all terms and conditions of the call for tenders, as established in:

- 1) in the open call for tenders published in the Central Public Procurement Information System (CVP IS).
- 2) tender terms and procedures;
- 3) in other procurement documents (in their explanations, appendices).

2. By submitting the tender electronically via CVP IS, we confirm that the digital copies of the documents and the data provided through CVP IS are accurate.

3. We confirm that if the tender does not specify the members of the collegiate supervisory/management bodies, these bodies are not constituted in legal entities.

4. We offer the services specified in the procurement conditions and confirm that the services we offer meet all the requirements specified in the procurement conditions and that the information provided in our tender is correct and includes everything necessary for the proper performance of the procurement contract.

Depending on the conditions set forth in the procurement documents, we hereby submit our tender that consists of two parts, presented in separate envelopes. In this part we provide technical information and data about our preparedness to implement the intended procurement contract.

**Table 2. Services offered:**

No.	Name of services
1.	<i>Integrated tourism marketing services in DACH countries (Germany, Switzerland, Austria)</i>

### INFORMATION PROVIDED FOR THE ASSESSMENT OF ECONOMIC BENEFIT OF THE TENDER

**Table 3. Specialists whose experience should be evaluated in economic benefit points:**

No.	Specialist position	Name of the proposed specialist	Documents accompanying the tender
1.	Specialist	Judith Nagel	A table of the eligibility of specialists for the quality criteria has been completed in accordance with Annex 7 of the procurement conditions.

**Table 4. For the purpose of assessing the cost-effectiveness of the tender, we provide the following information:**

No.	Quality criteria in accordance with the procedure for evaluating tenders set out in the procurement documents	Information provided/not provided <i>(to be completed by the supplier)</i>
1	2	3
<b>Second criterion – Detailed presentation of Lithuanian tourism products to representatives of the foreign tourism business market (T1)</b>		
1.	Detailed presentation of Lithuanian tourism products (organised tourist trips) to representatives of the tourism business of the target foreign market.	<p>Submit a practical exercise to prepare a presentation in accordance with the requirements set out in Annex 6 to the procurement conditions.</p> <p><b>The presentation must have two parts:</b></p> <p><b>1. English text of at least 5 (five) pages and no more than 7 (seven) pages, font size 12;</b> Submitted</p> <p><b>2. A PowerPoint or other format presentation illustrating the text. A minimum of 30 slides must be provided.</b> Submitted</p>
<b>Third criterion – the tourism marketing experience of specialists employed by the supplier (T2)</b>		
2.	Additional tourism marketing experience of the specialists engaged by the supplier in the tourism marketing sector (Project (Contract), which will substantiate the specialist's minimum qualification requirements, will not be provided) in the B2B (business-to-business) sector	<p>Provide the information on the <b>experience of the specialists</b> referred to in Annex 6 of the procurement conditions by completing the description of the specialists' compliance with the quality criteria requirements in accordance with Annex 7 of the procurement conditions (Only contracts for which the Customer's feedback has been provided will be evaluated)</p> <p>Submitted</p>

**Table 5. Documents required:**

No.	Title of documents submitted	Information provided/not provided (to be completed by the supplier)
1.	Digital copy of the joint activity agreement (if the tender is submitted by a group of economic entities).	Not applicable
2.	Evidence confirming the supplier's ability to use the capacities of other economic entities relied upon for meeting qualification requirements during the execution of the procurement contract (e.g., letter of intent, subcontractor declaration, or similar) (if subcontractors are involved).	Not applicable
3.	Completion of the electronic ESPD form.	Provided
4.	Completed Annex 7 of the procurement conditions " <i>Description of Specialist experience for economic evaluation</i> ".	Provided
5.	The documents are required under point 3 of Annex 6 to the procurement conditions, "Description of tender evaluation based on price and quality ratio".	Provided
6.	Supplier's declaration on implementation of international sanctions (Annex 9).	Provided

**\* Failure to submit at least one of the documents specified in point 3 of the procurement conditions Annex 6 along with the tender (Part A) will result in the tender being rejected as non-compliant with the procurement documentation requirements.**

### INFORMATION ABOUT ECONOMIC ENTITIES, SUBCONTRACTORS, AND QUASI-SUBCONTRACTORS

**Table 6. The economic operators\*\* (including quasi-sub-suppliers – natural persons to be employed in the event of the contract award) on whose behalf the supplier relies in order to meet the qualification requirements:**

No.	Name, code, address of the economic operator on whose capacity the supplier relies to meet the qualification requirements/name, code, address of the contractor/quasi-subcontractor	Transferable commitments	Part of the transferred obligations (activities) from the entire procurement Contract (%)	Qualification requirement No.
1.	Economic entities whose capacities the supplier relies on to meet qualification requirements:	to be completed if the economic entity will perform contractual obligations on a subcontracting basis		
1.1.				
2.	Quasi-suppliers (natural persons who are relied upon to meet the qualifications and <b>who will be employed</b> to carry out the Contract):			
2.1.				

**\*\* To be completed if sub-suppliers are invoked for the implementation of the procurement contract. If the supplier does not specify these economic operators in the tender, it will not be allowed to use them later.**

**Table 7. Activities to be subcontracted to subcontractors (to be specified) and the names of these economic operators (if known)**

No.	Subcontractors (listed subcontractors whose capacities are not relied upon for meeting qualification requirements) name, code	Address	Transferred activities	Part of the transferred obligations (activities) from the entire procurement Contract (%)
1.				
2.				

**Table 8. Confidential Information<sup>1</sup>:**

No.	Title of the document submitted	Explanatory notes demonstrating that the information in column 2 of this table is confidential
1.		
2.		

*Pursuant to Article 86(9) of the Law on Public Procurement, the Contracting Authority will publish the successful Supplier's tender in the CVP IS, except for information the disclosure of which would be contrary to the legal acts regulating the protection of information and data or to the public interest, or which would harm the legitimate commercial interests of a particular Supplier or would have a negative impact on the competition among Suppliers.*

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




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<sup>1</sup> To be completed if it contains confidential information. The supplier cannot indicate that the information specified in Article 20(2) of the Law on Public Procurement is confidential. If the Supplier does not specify confidential information, it shall be deemed that his tender does not contain confidential information.











