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| Anne 2 of the Conditions of Procurement |
|  |

**(Part B of the Tender Form)**

Coat of arms or trade mark

(Supplier’s name)

(Legal form of the legal entity, registered office, contact details, name of the register in which the supplier's data is collected and stored, legal entity code, value added tax identification number, if the legal person is a value added tax payer)

**TENDER OFFER**

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

**Lot IV of procurement. Integrated tourism marketing services in Sweden and Finland**

**PART B. TENDER PRICE**

**Table 1.**

|  |  |
| --- | --- |
| **Supplier's name***(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)*** | Related ApS |
| **Legal entity code**(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.) | 9845002C574AFEFA3C57 |
| **Supplier’s address***(if the tender is submitted by a group of economic entities, addresses of all participants are listed)* | Frederiksgade 1, 28000 Aarhuc CDenmark |
| **Name of the person responsible for the tender** | Henrik KochEt billede, der indeholder håndskrift, skitse, kalligrafi  Automatisk genereret beskrivelse |
| **Tel. No.** | +45 2231 5930 |
| **E-mail address** | hek@related.dk |
| (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 | (1) Related is the only supplier(2) The economic operator, whose capacities are relied upon, is Related (3) The grounds for exclusion apply to Related as the sole supplier |

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:**



|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Item 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 |  **€ 2,276.06**  |  **€ 6,828.18** |
| 2 | Services for establishing and maintaining contacts | Units | - | 15 |  **€ 481.00** |  **€ 7,215.00**  |
| 3 | Organisation and coordination of sales meetings with tourism specialists in the target market | Units | - | 24 |  **€ 280.59**  |  **€ 6,734.16** |
| 4 | Services for the implementation of joint marketing measures up to EUR 10 000 | Units, Administration fee, EUR | 24 793,39 | 3 |  **€ 1,209.03**  |  **€ 3,627.09**  |
| 5 | Search and selection of new tourism sector specialists for familiarisation tours. | Units | - | 24 |  **€ 575.61**  |  **€ 13,814.64** |
| 6 | Escort service for groups selected and formed for a sightseeing tour. | Units | - | 3 |  **€ 2,565.63**  |  **€ 7,696.89**  |
| 7 | Preparation and distribution of articles in Swedish and/or Finnish through the target market's media channels. | Units | - | 12 |  **€ 1,019.41** |  **€ 12,232.92** |
| 8 | Selection of media representatives and opinion leaders for familiarisation tours to Lithuania. | Units | - | 9 |  **€ 534.91**  |  **€ 4,814.19**  |
| 9 | Public relations campaigns on dedicated tourism industry channels or platforms. | Units, Administration fee, EUR | 12 396,69 | 3 |  **€ 1,184.23** |  **€ 3,552.69** |
| 10 | Preparation and distribution of newsletters | Units | - | 12 |  **€ 845.42**  |  **€ 10,145.04**  |
| 11 | Organisation of live tourism events | Units, Administration fee, EUR | 19 834,71 | 3 |  **€ 3,221.43**  |  **€ 9,664.29** |
| 12 | Participation and representation of the contracting authority at live events organised by third parties. | Hours | 9917.36 | 24 |  **€ 120.22** |  **€ 2,885.28** |
| 13 | Organisation and implementation of virtual events/webinars.  | Units  | - | 3 |  **€ 848.65**  |  **€ 2,545.95** |
| 14 | Organisation of virtual training for tourism specialists using third-party training platforms/channels. | Units, Administration fee, EUR | 12 396.69 | 3 |  **€ 710.24**  |  **€ 2,130.72**  |
| 15 | Preparation and implementation of presentations. | Units  | - | 3 |  **€ 320.75**  |  **€ 962.25**  |
| **Overall comparative price of the tender, EUR excl. VAT (sum of the values in column 7 + Row 4 of column 4 + Row 9 of column 4 + Row 11 of column 4 + Row 12 of column 4 + Row 14 of column 4):** | **€ 174,188.13** |
| **VAT (rate % / to be entered by the supplier in this space)\*\***  | **25%** |
| **Overall comparative price of the tender, EUR including VAT**  | **€ 217,735.16**  |

 \* 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 180,000 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.**

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