



SUPPLEMENTAL/BID BULLETIN NO. 2

Procurement of Consulting Services of for the Consumer Insights Survey of Target Markets (DOT-BAC REI No. 2020-009)

This **Supplemental/Bid Bulletin No. 2** is issued to all shortlisted bidders to clarify, modify and/or amend items in the Bidding Documents as discussed and agreed during the Virtual Pre-Bid Conference held on 08 July 2020 for the aforementioned project. This shall form part of the Bidding Documents.

I. The following portions of the Bidding Documents are hereby amended as follows:

A. Section VI. TERMS OF REFERENCE

II. Scope of Work, Deliverables and Budget Allocation

B. This study must gather and analyze information focused on the consequence of the COVID-19 pandemic:

| FROM | TO |
|--|---|
| What are the impact on the pandemic to female tourism workers? | What are the impact on the pandemic to female tourism workers? |

C. This study will be able to gather and analyze information from the emerging markets such as, but not limited to:

| FROM | TO |
|--|--|
| What is the image/Perception of Asia/SEA as a travel destination after the COVID-19 lock-downs and quarantines? How many from the market are willing to travel again and explore the region | Image/Perception of Asia/SEA as a travel destination |

E. The schedule of activities for the study is shown below:

| TASK | TIMEFRAME FROM | TIMEFRAME TO |
|--------------------------------------|----------------|----------------|
| QUALITATIVE | | |
| Discussion guide preparation | 1 week | 2 weeks |
| Project set-up and recruitment | 2 weeks | 3 weeks |
| Fieldwork | 2 weeks | 2 weeks |
| Preparation and submission of report | 2 weeks | 2 weeks |

| TASK | TIMEFRAME FROM | TIMEFRAME TO |
|--------------------------------------|---|---|
| QUANTITATIVE | | |
| Questionnaire design/approval | 1 week | 1 week |
| Online questionnaire programming | 1 week | 1 week |
| Set-up | 1 week | 1 week |
| Fieldwork / Data collection | 2 weeks | 3 weeks |
| Data processing | 1 week | 2 weeks |
| Preparation and submission of report | 1 week | 2 weeks |
| Comprehensive Report Submission | 1 week after submission of all key market reports | 1 week after submission of all key market reports |
| TOTAL | 15 weeks | 20 weeks/ 5 months |

F. Survey Methodology

| FROM | TO |
|--|--|
| <p>1. In-depth Interviews (IDIs) in the Philippines</p> <p>a. At least 2 IDIs per source market who are currently in the Philippines for either business or vacation, must be a decision- maker on the choice of travel destination.</p> | <p>1. In-depth Interviews (IDIs) in the Philippines</p> <p>a. At least 2 IDIs per source market that have been to the Philippines for either business or vacation, must be a decision maker on the choice of travel destination</p> |

VII. Criteria for Rating

| FROM | TO |
|--|--|
| <p>1. Short listed bidders who will be declared compliant with the technical requirements on the opening of bids may be required to present their proposed campaign to the members of the Bids and Awards Committee (BAC), and the Technical Working Group</p> | <p>1. Short listed bidders who will be declared compliant with the technical requirements on the opening of bids may be required to present their proposed campaign to the members of the Bids and Awards Committee (BAC), and the Technical</p> |

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| (TWG), DOT officials and other tourism stakeholders that the DOT will invite during the pitch presentation | Working Group (TWG), DOT officials and other tourism stakeholders that the DOT will invite during the pitch presentation if necessary. |
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VIII. Terms and Conditions

| FROM | TO |
|--|---|
| 1. The DOT shall have xxx | 1. The DOT shall have xxx |
| 2. All records are regarded xxx | 2. All records are regarded xxx |
| 3. There will be a xxx. | 3 There will be a xxx. |
| 4. The DOT reserves the right to change these conditions from time to time as it sees fit and continued use of the site will signify acceptance of any adjustment to these terms | 4. Neither party shall be liable to the other for any failure to perform any obligation under any Agreement which is due to an event beyond the control of such party including but not limited to any Act of God, terrorism, war, Political insurrection, insurrection, riot, civil unrest, act of civil or military authority, uprising, earthquake, flood or any other natural or man-made eventuality outside of our control, which causes the termination of an agreement or contract entered into, nor which could have been reasonably foreseen |
| | 5.The DOT reserves the right to change these conditions from time to time as it sees fit and continued use of the site will signify acceptance of any adjustment to these terms. |

II. The following clarifications are provided for the guidance and reference of the shortlisted bidders:

| Listed are the questions and clarifications from the bidders | Answers and Applied amendments in the Terms of Reference |
|---|--|
| 1. Should we change sample of the in-depth interviews with business/leisure travelers in the source markets | 1. Revised the requirement under F. Survey Methodology: Qualitative Phase to: At least 2 IDIs per source market that have been to the Philippines for either business or vacation, must be a decision maker on the choice of travel destination |
| 2. For Qualitative and Quantitative Phases, do we have to cover all markets listed in each region or can we scope it down only to the top priorities? | 2. Agency can propose the most feasible and effective way to produce a comprehensive consumer insight report. The Agency's strategy will be part of the consideration for selecting the Agency. However, the report must cover all markets listed for each region. The agency can determine the number of respondents that will be assigned for each location. For example, for Western Europe, it needs to cover France, Germany, Austria, The Netherlands, and Switzerland. However, the number of respondents for each country will depend on the Agency's strategy and recommendation |
| 3. Can we confirm that Qualitative and Quantitative are phases and therefore not to be conducted simultaneously? | 3. No, these are not phases to be done chronologically and can be conducted simultaneously. The important part is that we meet the December 2020 deadline. The agency can propose the most feasible and effective way to achieve a comprehensive consumer insight report within the timeline. |

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| 4. Can travel for business include expats based here? | 4. Yes |
| 5. Can travel for leisure include those with Filipino descent but are now nationals of the source market? | 5. Yes. |
| 6. Can the profile be directly lifted from the CVs that have been submitted during eligibility round, or this has a different format? | 6. Yes. |
| 7. Are we allowed to commission and oversee a third party to fulfill a part of the project, i.e. online data gathering? | 7. Yes, but the budget in the TOR includes all expenses and cost. DOT will not reimburse any additional expense. |

III. On the Pitch Presentation

- Shortlisted bidders who will be declared “passed” during the opening of Technical Bids on 22 July 2020 will be required to present their proposed campaign to the BAC-TWG on 23 July 2020 via MS Teams from 10:00 am onwards, as part of the Technical Bid Evaluation.
- A maximum of thirty (30) minutes will be given for each agency for its presentation and ten (10) minutes for the question and answer portion with the BAC TWG.
- Shortlisted bidders are requested to submit three (3) sets of print-outs and flash drive of their presentation, to be included in their technical and financial bid submission on 22 July 2020.

For the guidance and information of all concerned.


ASEC. ROBERTO P. ALABADO III
 DOT-BAC Chairperson

15 July 2020