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SOUTH AFRICAN TOURISM

Tender no SAT 001/19

Integrated PR and Communications Agency in China Market

Notes for Bid Clarification

*"Please include a signed copy of the Addendum with the Bid submission"*

## Introduction

This Addendum with clarification notes serves to inform potential Tenderers of changes, amendments and/or clarifications made to the Bid documentation. The following queries and/or changes have been received from those that have collected documentation.

Item	Description
1	<p><u>Query</u></p> <ul style="list-style-type: none"><li>• Please list out your direct competitors.</li></ul> <p><u>Response</u></p> <ul style="list-style-type: none"><li>• Any long-haul destination countries eg. Australia, New Zealand, Egypt and Kenya.</li></ul>
2	<p><u>Query</u></p> <ul style="list-style-type: none"><li>• Who are the current Chinese target audience, and does SAT consider this audience to have been successfully targeted?</li></ul> <p><u>Response</u></p> <ul style="list-style-type: none"><li>• It is your responsibility to do the research for the proposal. All the information is included in the RFP. We are looking forward to the creative insights from bidders.</li></ul>
3	<p><u>Query</u></p> <ul style="list-style-type: none"><li>• Can you please clarify your communication focus/priorities in the next 3-5 years in China market?</li></ul> <p><u>Response</u></p> <ul style="list-style-type: none"><li>• It is your responsibility to do the research for the proposal. All the information is included in the RFP. We are looking forward to the creative insights from bidders.</li></ul>
4	<p><u>Query</u></p> <ul style="list-style-type: none"><li>• Your top 3 challenges that SAT is currently facing when dealing with Chinese tourism/tourists?</li></ul> <p><u>Response</u></p> <ul style="list-style-type: none"><li>• It is your responsibility to do the research for the proposal. All the information is included in the RFP. We are looking forward to the creative insights from bidders.</li></ul>
5	<p><u>Query</u></p> <ul style="list-style-type: none"><li>• Does South Africa offer Eco tourism? Any plans?</li></ul> <p><u>Response</u></p> <ul style="list-style-type: none"><li>• Yes, welcome your plan.</li></ul>
6	<p><u>Query</u></p> <ul style="list-style-type: none"><li>• What does SAT believe are the South Africa's strength as a MICE destination?</li></ul>

	<p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>It is your responsibility to do the research for the proposal. All the information is included in the RFP. We are looking forward to the creative insights from bidders.</li> </ul>
7	<p><b><u>Query</u></b></p> <ul style="list-style-type: none"> <li>What does SAT believe are the South Africa's most highlighted/promotable travel assets as a Leisure destination?</li> </ul> <p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>It is your responsibility to do the research for the proposal. All the information is included in the RFP. We are looking forward to the creative insights from bidders.</li> </ul>
8	<p><b><u>Query</u></b></p> <ul style="list-style-type: none"> <li>Can you please share the travel trade calendar for the previous years?</li> </ul> <p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>Indaba, Roadshow, Sales events.</li> </ul>
9	<p><b><u>Query</u></b></p> <ul style="list-style-type: none"> <li>How is your current partnership with the market's trade players (such as OTA, travel agents, airlines)? What is your future plan to further enhance these relationships?</li> </ul> <p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>It is your responsibility to do the research for the proposal. All the information is included in the RFP. We are looking forward to the creative insights from bidders.</li> </ul>
10	<p><b><u>Query</u></b></p> <ul style="list-style-type: none"> <li>Do you have an estimated budget range, any allocation between Leisure and MICE?</li> </ul> <p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>Bid price is proposed by the bidder. Comparative prices will be evaluated in Phase 3.</li> </ul>
11	<p><b><u>Query</u></b></p> <ul style="list-style-type: none"> <li>In regard to the item (a) under PART B (Page 22) : "initial each page of the Request For Proposal (RFP) to confirm that they have read and understood the contents of the bid" - do you mean that each page of the RFP shall be signed off, and have them all scanned and attached under PART B section?</li> </ul> <p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>Yes</li> </ul>
12	<p><b><u>Query</u></b></p> <ul style="list-style-type: none"> <li>(Page 40) "NATIONAL TREASURY CENTRALISED SUPPLIER DATABASE is only applicable for South African registered legal entities, however SA Tourism will not consider any bids from bidders whose tax status is not valid on CSD" - In this case, how can we operate with this as a Chinese company? Does that mean: for company registered outside South Africa, no need to obtain CSD?</li> </ul> <p><b><u>Response</u></b></p> <ul style="list-style-type: none"> <li>Yes</li> </ul>



13	<p><b>Query</b></p> <ul style="list-style-type: none"> <li>Does China company need to submit documents like Letter of Good standing - Compensation Fund (COIDA) (P20) that issued by South Africa Government? Can we just submit a similar one (if we have) issued by China government?</li> </ul> <p><b>Response</b></p> <ul style="list-style-type: none"> <li>Yes</li> </ul>
14	<p><b>Query</b></p> <ul style="list-style-type: none"> <li>Apart from what has been requested in the RFP, do you expect a creative response or you would prefer we strictly follow what's requested in the RFP?</li> </ul> <p><b>Response</b></p> <ul style="list-style-type: none"> <li>RFP is the bottom line.</li> </ul>

Addendum received by the Tenderer and the contents thereof included in the Tender:

Signature(s)



25/9/2019  
Date

Name(s)

Simon Wang

Capacity

Finance & Admin Manager - China.

(Name of organization)

***"Please include a signed copy of the Addendum with the Bid submission"***