



# UNIDADE DE GESTÃO DE PROJECTOS ESPECIAIS

## Resilient Tourism and Blue Economy Development in Cabo Verde Project

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## CLARIFICATION # 1

**Country: Cabo Verde**

**Name of Project: Resilient Tourism and Blue Economy Development in Cabo Verde Project**

**Contract Title: Contracting an international market representation firm to support ITCV's marketing effort in selected/prioritized European source market(s),**

**RFB Reference No.: EOI – 41-RTBED-UGPE-2023**

*Question nº1: Are you looking for one lead agency with subcontractors for each territory OR separate agency offers per country?*

**Answer 1: We are preferably looking for a leading agency. Contractors can be appointed for each territory on their own responsibility.**

*Question nº2. Please could you provide a budget indication for each territory OR if only a total what would the split be between each region/how is each prioritised?*

**Answer 2: There is a single budget for all the territories listed in the ToR. It is around 700,000 to 750.000 usd for 12 months**

*Question nº3: There would be significant budget implications for Cabo Verdian staff on all three markets, which may account for up to € 150K remuneration costs on a 12 month basis in addition to other costs/fees. Is this taken into account in your budget allocation?*

**Answer 3: Not in any particular way. The estimated budget includes all costs, even travelling. It's not absolutely mandatory to have Cape Verdean staff in all three markets, but it's a valuable asset to have them on the staff of the representation firm.**

*Question nº4: Can you share the ROI and cost effective selection principles (as referred to World Bank principles)?*

**Answer 4: Please be more specific on this question.**

UGPE, 31 de outubro de 2023