



London, 24th of October 2019

TO CONTRACTORS

Refers to: the proceedings for the open tender for *Conducting an advertising campaign on the United Kingdom market to increase the number of arrivals in Poland by reaching, with a real-time advertising message, people looking for trips to the following European countries: Czech Republic, Hungary, Slovakia, Germany Austria, Denmark and Switzerland on tourism and tourism-related portals.*

ANSWERS TO QUESTIONS

On the basis of art. 38 pt. 2 of the law from 29th January 2004 Public Procurement Law (Dz. U. z 2017 r. poz. 1579 ze zm.) called thereafter "Pzp law", the Ordering Party publishes herewith the questions regarding the Terms of Reference for Open Tender with answers:

Question 1:

Where do we send the offer – to Warsaw address or London address?

Answer:

All documents should be submitted in writing to the following address:
Polish National Tourist Office,
10 Heathfield Terrace,
London W44JE,
United Kingdom

Question 2:

Can we have Appendix 3 in full version (4 pages document)?

Answer:

A full version of Appendix No 3 (4pages document) has been placed on the Site.

Question 3:

When is the deadline for submitting the offer?

Answer:

The deadline for submitting the offer is 29.10.2018 noon time.

Question 4:

ul. Chałubińskiego 8, 00-613 Warszawa, Polska
tel. +48 (22) 536 70 70, fax. +48 22 536 70 04, e-mail: pot@pot.gov.pl
Zagraniczne Ośrodki Polskiej Organizacji Turystycznej:
Amsterdam, Berlin, Bruksela, Wiedeń, Kijów, Londyn, Madryt, Moskwa, Nowy Jork, Paryż, Pekin, Rzym, Sztokholm, Tokio

portale: www.pot.gov.pl; www.polska.travel; www.poland-convention.pl; www.aktualnosciturystyczne.pl; www.edenpolska.pl;
www.pieknywschod.pl; www.ppr.pot.gov.pl; www.zarabiajnaturystyce.pl; www.polskapodajdalej.pl

Why appendix 4 is not placed on the Site?

Answer:

Appendix 4 can be found on pages 21-26 of the Terms of Reference for Open Tender document. It has not been placed in an editable format as it contains the wording of the agreement to be signed with a winner of the bid and there is no need to complete it for the moment.

Question 5:

Can you please clarify what you refer to as Gross Budget vs Net in case of a company that *does not charge VAT?*

Answer:

In this case Gross equals Net.

Question 6:

Also, in order for us to accurately measure the air ticket sales to Poland, can you please confirm which landing page we would be referring traffic to? Is the idea to driving traffic to a booking engine?

Answer:

The landing page is Poland.travel .

These answers are not leading to any change in the wording of the Terms of Reference for Open Tender.

Ylona Biatobrycha