



SUBJECT: *Expression of interest for the direct award of the service of scouting and selection of international Buyers for activities to be carried out online, in Italy or abroad, with potential Italian sellers for the TOURISM industry.*

Promos Italia Scrl - Italian Agency for Internationalisation - is the structure of the Italian Chamber system - established in April 2018 - that supports the internationalisation process of Italian small and medium-sized enterprises and promotes the success of Made in Italy in the world.

Promos Italia Scrl, as part of the “project InBuyer”, dedicated to the promotion of Italian companies and the establishment of new business relations with foreign countries, and “project Milano Turismo”, dedicated to supporting and relaunching the tourism industry through promotional activities for the destination, strengthening the brand awareness of the territory as a tourist destination at international level and aiming at the recovery of tourist flows in order to promote the Italian territory, intends to organize sectoral meetings in the TOURISM industry between international buyers and potential Italian sellers and/or institutional counterparts. Meetings may be digital and/or face-to-face in Italy or abroad and will be dedicated from time to time to one or more sub-sectors of the tourism industry (leisure, luxury, MICE, etc).

Promos Italia has completed a business meetings platform that provides remote management of the matching and meeting phases between international buyers and Italian sellers. The counterparts will be able to verify their respective needs and meet online through a web conference tool.

As an indication, during 2023 the project foresees the need to involve, overall for all countries:

- for the area of Incoming buyers about 65-70 international operators, divided into small groups for the b2b activities. Normally the involvement of 1-6 operators per country will be required.
- for the area of promotion abroad (sales mission, networking events, etc.) about 45-60 international operators, divided into groups of 20-25 participants per activity.

In order to develop and implement this service, Promos Italia intends to avail itself of the support of sector operators specialised in scouting buyers.

Service required

The requested activity is divided into three different types of services:

- In-person incoming service in Italy
- Fully digital b2b service
- Sales Mission Service abroad

Estimated amount and duration of the contract

The total estimated amount of expenditure is € 120.000.00 + VAT if due. The contract shall run for 36 months from the date of its signature and may be anticipated or postponed when the maximum estimated value of the contract is reached.

The aforementioned amount represents an estimate of the needs of Promos Italia: the achievement of such amount is not guaranteed to the Supplier and is not to be considered binding for Promos Italia. The aforementioned amount is however intended to indicate the maximum limit of the overall consideration. The actual consideration will depend on the services required during the entire contractual period and will correspond to the multiplication of the unit cost per buyer by the number of buyers engaged and actually participating in the activities, without the Supplier being able, as a result, to claim compensation of any kind. Promos Italia reserves the right to use one or more suppliers, depending on their specialization in product sectors and/or territorial coverage.



The cost offered by the suppliers shall be understood as including all expenses envisaged for carrying out the activities described above and set out in the quotation submitted.

The services will be activated by means of a single order. The actual overall fee for carrying out the service will depend on the number of companies assisted and the type of services.

Supplier Requirements

Companies are eligible to participate in this selection process if they carry out activities compatible with the services that are the subject of this selection and if they can demonstrate:

- to be active in the international territory through a local office with staff operating locally or through a network of correspondents;
- to possess the necessary requirements and authorizations to carry out the activities listed above, attaching the necessary documentation. In the event that the Supplier operates through correspondents, he shall also provide them with evidence of the possession of the requirements/authorizations necessary for carrying out the activities in the reference territory.

The selected Supplier will be asked to self-certify possession of the general requisites for participation in the procedure by filling in and signing a specific Substitute Declaration.

All data related to buyers provided by the Supplier must be processed in accordance with the GDPR policy

Deadline and Terms of Expression of interest

Promos Italia S.c.r.l. invites you to submit, **by Friday 10/03/2023**, the required documentation by sending the attached form ("Expression of interest - Attachment 1") duly filled in and digitally signed.

The Expression of interest must be sent to the following **pec** address: **promositaliascrl@legalmail.it** and reporting in the subject of the email the following wording "Expression of interest " for the direct assignment of the service of search and selection of international Buyers for activities to be carried out online, on the Italian territory or abroad, with potential Italian sellers for the TOURISM sector".

Requests for clarification

Requests for clarification on the subject matter and the proceedings of the procedure and any request for information useful for participation in the procedure or on the conduct of the same may be submitted and forwarded to Promos Italia by e-mail to **ufficio.acquisti@promositalia.camcom.it** by **Friday 03/03/2023**

Questions and answers to clarifications may be forwarded in anonymous form by Promos Italia s.c.r.l. to other suppliers to whom a quotation has been requested.

Subsequent Request for Quote and Award of Service

All economic operators deemed suitable will subsequently be invited to submit a quotation for the service in question.

Promos Italia will proceed pursuant to art. 36, paragraph 2, Legislative Decree 50/2016 to the assignment of the service in question reserving the right to use one or more suppliers, based on the specialization by product sector and/or territorial coverage, therefore as per art. 54 paragraph 4 lett. a) of the same Legislative Decree.



The selection will take place, at the sole discretion of Promos Italia S.c.r.l., based on the evaluation of the estimates submitted and their correspondence to the technical and economic characteristics required.

The selection will take place, at the sole discretion of Promos Italia S.c.r.l., on the basis of the evaluation of the quotations submitted and their correspondence to the technical and economic characteristics requested. Promos Italia S.c.r.l. reserves the right to ask for clarification of the offers submitted, to negotiate the content of the proposals received and to entrust the service to one or more parties. Promos Italia S.c.r.l. also reserves the right to award the contract even in the presence of only one valid offer, if it is considered congruous and convenient. It also reserves the right not to award the contract at its sole discretion.

In case of discrepancy between the Italian text and the English translation of these documents the Italian version shall prevail.

The service must be provided in accordance with the general terms and conditions of the contract, which can be found at the following address: <https://promositalia.camcom.it/chi-siamo/amministrazione-trasparente/bandi-di-gara-e-contratti/condizioni-general-di-contratto.kl>

R.U.P. Dr. Roberta Reda

Milan, 27/02/2023

Attachments:
Expression of interest - Attachment 1
Privacy Policy

The General Director
Giovanna Manzi