

(Part A tender form)

Emblem or trademark

(Name of the supplier)

(Legal form, headquarters address, contact information of the legal entity, name of the register where data about the supplier are accumulated and stored, code of the legal entity, value added tax payer code when a legal person is a value added tax payer)

**To the State Department of Tourism**  
**under the Ministry of Economy**

**TENDER**  
**THE SERVICES OF IMPLEMENTATION OF THE ADVERTISING CAMPAIGN OF**  
**LITHUANIA NATURAL AND CULTURAL HERITAGE OBJECTS (RESOURCES) IN THE**  
**KINGDOM OF THE NETHERLANDS AND BELGIUM**

**PART A. TECHNICAL INFORMATION AND SUPPLIER'S DATA**

July No. 13

(Date)

Maarssen, The Netherlands

(Place)

Name of the Supplier / <i>if a group of legal entities is taking part, names of all participants are to be entered/</i>	O <sub>2</sub> Communicatieadviesbureau B.V.
Supplier's address / <i>If a group of legal entities is taking part, addresses of all participants are to be entered/</i>	Industrieweg 58 3606 AS Maarssen The Netherlands
Name and surname of the person, responsible for the Proposal	Hans Dijkman
Phone No.	0031346557200
Fax No.	N.A.
E-mail address	hans@o2communicatie.nl

1. We hereby certify that we agree with any and all procurement terms, established in:

- 1) Contract Notice, published in the manner prescribed by the Law on Public Procurement of the Republic of Lithuania;
- 2) open tender procedure conditions;
- 3) other procurement documents (clarifications and supplements).

2. In view of the Conditions of simplified open tender procedure, we hereby present our Tender, consisting of two parts, submitted in separate envelopes. This part contains technical information as well as information of our preparation to perform the procurement contract to be concluded.

We hereby offer the following Services:

No.	Services name
<i>1</i>	<i>2</i>
1	The services of implementation of the advertising campaign of the Lithuanian natural and cultural heritage objects (resources) in the Kingdom of the Netherlands and Belgium

3. Documents submitted together with the Tender:

No.	Title of the provided document	Comments
1.	The 'Gedragsverklaring Aanbesteden' O2 Communicatieadviesbureau B.V.	= 'Certificate of Conduct for Procurement' – see translation on underside of the page. Please note that the document is dated november 2015, but it is valid for a period of 2 years. The document is certified by an Apostille on the back of page one.
2.	The Netherlands Chamber of Commerce Business Register extract (CCI number 30131444)	= official proof of registration in the Business Register of O2 Communicatieadviesbureau B.V.
3.	The Netherlands Chamber of Commerce Business Register extract (CCI number 30131445)	= official proof of registration in the Business Register of Kerkhove & Dijkman Beheer B.V.  Notification: Kerkhove & Dijkman Beheer B.V. is the holding of O2 Communicatieadviesbureau B.V. As you can see in the registration J.H.M. Dijkman is one of the two boardmembers and authorized to sign documents.
4.	Certificate of Conduct	= see translation on underside of the page. This certificate is issued on the name of J.H.M. Dijkman, who is one of the two authorized boardmembers of O2 Communicatieadviesbureau B.V. The document is certified by an Apostille on the back.  Please note that J.H.M. Dijkman stands for Johannes Hendrikus Maria Dijkman, callname Hans Dijkman.
5.	Bankstatement	Bank statement concerning solvability and moral standing of O2 Communicatieadviesbureau B.V.
6.	'Belastingdienst'	= Statement of payment of tax and contributions. Declaration from the Dutch State Tax Inspectorate, confirming O2Communicatie has paid all taxes, social security contributions etc. The document is certified by an Apostille on the back.
7.	Europass CV's of the team that would be working on the account Lithuania: - Hans Dijkman - Advertising Specialist - Michelle van Wijk - Project Manager	
8.	Declaration of compliance/Annex3	
9.	Your 'List of contracts'/Annex 4	we have filed 4 campaigns/projects in the forms, although we have executed

		numerous (touristic) campaigns in the past years. Please note that some of these projects are not based on a 'contract' in which case we will not be able to show proof in a literally written contract (some have been approved in emails etc).
10.	Proposal for the - Campaign Netherlands late autumn 2017 - Campaign Netherlands spring 2018 - Campaign Belgium spring 2018	
11.	A specimen of an article of the advertising campaign in the Kingdom of the Netherlands in the English language (1x on 100% size, 1x on 50% size).	Please note that the proposal is based on 'Branded content' meaning that articles will be in the lay-out of the various magazines.

4. The following sub-suppliers will be hired for contract fulfillment\*:

No.	Sub-supplier's name	Part of the services to be assumed by sub-supplier (contractual obligations shall be specified)
1.		
2.		
...		

*\*To be completed if sub-suppliers will be hired for contract fulfillment.*

5. The following specialists will be hired for contract fulfillment\*:

No.	Specialist name, surname	Part of the services to be assumed by specialist (contractual obligations shall be specified)
1.		
2.		
...		

*\*To be completed if supplier intends to hire specialists for contract fulfillment but at the time of proposal submission these specialists are not the supplier's or his sub-supplier's staff, but in case of winning they will be employed.*

6. The Tender also contains confidential information\*:

No.	Title of the provided document
1.	
2.	
...	

*\*To be completed in case of provision of confidential information. The Supplier cannot indicate that confidential information is the total price of Tender or that the entire Tender is confidential.*

*The winning proposal will be announced publicly except the information and documents provided in the following table of the confidential information.*

7. By submitting the Tender the Supplier agrees to the Conditions of Open Procurement Procedure and confirms that the information provided in his Tender is correct and covers everything that is needed for a proper performance of the contract.

8. The Tender is valid until the date specified in contract documents.

Director

(Title of the position of the  
supplier or authorized person)



Hans Dijkman

(Name and surname)

Notes:

1. By completing this form the Supplier must provide all the above-requested information. What regards Paragraphs 4-6 supplier is free either to omit them or cross them out. If supplier omits or crosses out Paragraphs 4-6, it will be considered that he will hire no sub-supplier (sub-suppliers), will hire no specialists, for contract fulfillment/provided no confidential information in the Tender.
2. This form is not the subject of changes.

Enclosure 1



Dienst Justis  
Ministerie van Veiligheid en Justitie

R 0315662

## Gedragsverklaring Aanbesteden

> Retouradres Postbus 16115 2500 BC Den Haag  
O2 Communicatieadviesbureau B.V.  
T.a.v. De heer J.H.M. Dijkman  
Industrieweg 58  
3606 AS MAARSSEN

True copy

J.H.M. DIJKMAN  
DIRECTOR  
14-7-17

Datum 2 november 2015  
Ons kenmerk 20151030000104  
Naam rechtspersoon O2 Communicatieadviesbureau B.V.

hierna te noemen: betrokken rechtspersoon

heeft een Gedragsverklaring Aanbesteden aangevraagd.

Ik heb een onderzoek naar het gedrag van betrokken rechtspersoon en bij de rechtspersoon betrokken natuurlijke personen ingesteld. Uit het onderzoek zijn geen bezwaren gebleken tegen betrokkenen in verband met inschrijving op overheidsopdrachten, speciale-sectoropdrachten, concessieovereenkomsten voor openbare werken of prijsvragen.

Op grond van artikel 4.1 van de Aanbestedingswet geef ik de Gedragsverklaring Aanbesteden af.

De Staatssecretaris van Veiligheid en Justitie,  
namens deze,

A.A.A.M Huldy  
Afdelingsmanager COVOG



### **Certificate of Conduct for Procurement**

The Dutch State Secretary of Security and Justice has conducted an investigation into the behaviour of the person mentioned in this certificate and declares that no objections against this person have resulted from this investigation. The State Secretary hereby issues the Certificate of Conduct for Procurement, pursuant to article 4.1 of the Dutch Procurement Act.

## APOSTILLE

(Convention de La Haye du 5 octobre 1961)

1. Land: NEDERLAND  
Deze openbare akte
2. is ondertekend door **A.A.A.M. Huldy**
3. handelende in hoedanigheid van medewerker van het  
Centraal Orgaan Verklaring Omtrent het Gedrag bij het  
Ministerie van Veiligheid en Justitie
4. is voorzien van het zegel/stempel van het Ministerie  
voornoemd

Voor echt verklaard

5. te **Utrecht**
6. de **04-01-2017**
7. door de Griffier van de Rechtbank
8. onder nummer: **17-16**
9. Zegel/stempel:
10. Ondertekening:

A. Cabot



True copy

J.H.M. Dijkman

Director

14.7.17

### Echtheidskenmerken

Aan de hand van de volgende kenmerken kunt u beoordelen of u een originele verklaring in handen heeft:

- Het papier is voorzien van een raster en het blauwe rijkslogo.
- Het papier bevat een karakteristiek golvend watermerk.
- Onder een UV-lamp blijft het papier donker en lichten kleine vezels in het papier en een beeldmerk rechtsonder op.
- Onder een UV-lamp verandert het blauwe nummer in de rechterbovenhoek van kleur.
- In het papier is een hologram zichtbaar.

Meer informatie? [www.justis.nl](http://www.justis.nl)

### Authenticity features

You can assess whether you have been presented with an original Certificate by checking whether:

- the paper bears a grid pattern and the blue Dutch government logo;
- the paper contains a unique wavy watermark;
- under a UV lamp, the paper remains dark and small fibres and an emblem in the paper light up in the bottom right corner;
- under a UV lamp, the blue number in the top right corner changes colour;
- a hologram is visible in the paper.

For more information, go to [www.justis.nl](http://www.justis.nl).



R 0315663

Dienst Justis  
Ministerie van Veiligheid en Justitie

## Gedragsverklaring Aanbesteden

In het kader van de Gedragsverklaring Aanbesteden met aanvraagnummer 20151030000104 zijn de volgende rechtspersonen onderzocht:

AN  
Naam rechtspersoon O2 Communicatieadviesbureau B.V.  
KvK- Inschrijvingsnr 30131444  
Vestigingsadres Industrieweg 58  
Vestigingsplaats 3606AS Maarssen  
Land Nederland

2  
1  
Naam rechtspersoon Kerkhove & Dijkman Beheer B.V.  
KvK- Inschrijvingsnr 30131445  
Vestigingsadres Industrieweg 58  
Vestigingsplaats 3606AS Maarssen  
Land Nederland

Naam rechtspersoon R.J. Kerkhove B.V.  
KvK- Inschrijvingsnr 30131555  
Vestigingsadres Park Arenberg 88  
Vestigingsplaats 3731EV De Bilt  
Land Nederland

Naam rechtspersoon J.H.M. Dijkman B.V.  
KvK- Inschrijvingsnr 32061948  
Vestigingsadres Prinses Amaliahof 5  
Vestigingsplaats 1381NG Weesp  
Land Nederland

True copy

J.H.M. DIJKMAN

DIRECTEUR

14.7.17





## Gedragsverklaring Aanbesteden

In het kader van de Gedragsverklaring Aanbesteden met aanvraagnummer 20151030000104 zijn de volgende natuurlijke personen onderzocht:

Geslachtsnaam Kerkhove  
Tussenvoegsels  
Voorna(a)m(en) René Jaap  
Geboortedatum 9 februari 1965  
Geboorteplaats Ridderkerk  
Geboorteland Nederland

Geslachtsnaam Dijkman  
Tussenvoegsels  
Voorna(a)m(en) Johannes Hendrikus Maria  
Geboortedatum 1 november 1963  
Geboorteplaats Deventer  
Geboorteland Nederland

True copy

J.H.M. DIJKMAN

directeur  
14.7.17



Enclosure 2  
The Netherlands Chamber of  
Commerce Business Register  
extract

True copy

J.H.M. DIJKMAN

DIRECTOR

14.7.17

number 30131444

page 1 (of 2)

**Legal entity**

Legal form  
Statutory name  
Corporate seat  
Date of entry in Business Register  
Date of deed of incorporation  
Date of deed of last amendment to  
Articles of Association  
Paid-up capital  
Date of filing of the annual accounts

804675259  
Besloten Vennootschap (comparable with Private Limited Liability Company)  
O2 Communicatieadviesbureau B.V.  
Utrecht  
03-01-1996  
29-12-1995  
23-12-1999  
EUR 36.302,42  
EUR 36.302,42  
The annual accounts for the financial year 2015 were filed on 30-06-2016.

**Company**

Trade name  
Company start date  
Activities  
Number of employees

O2 Communicatieadviesbureau B.V.  
29-12-1995  
SBI-code: 7320 - Market research and public opinion polling  
10

**Establishment**

Establishment number  
Trade name  
Visiting address  
Telephone number  
Date of incorporation  
Activities  
Number of employees

000015961745  
O2 Communicatieadviesbureau B.V.  
Industrieweg 58, 3606AS Maarssen  
+31346557200  
29-12-1995  
SBI-code: 7320 - Market research and public opinion polling  
For further information on activities, see Dutch extract.  
10

**Sole shareholder**

Name  
Visiting address  
Registered under CCI number  
Sole shareholder since

Stichting administratiekantoor O2 communicatieadviesbureau.  
Industrieweg 58, 3606AS Maarssen  
41265564  
18-11-1996

**Board member**

Name  
Visiting address  
Registered under CCI number  
Date of entry into office  
Powers

Kerkhove & Dijkman Beheer B.V.  
Industrieweg 58, 3606AS Maarssen  
30131445  
29-12-1995  
Solely/independently authorised



# The Netherlands Chamber of Commerce Business Register extract

number 30131444

page 2 (of 2)

Extract was made on 29-06-2017 at 14.31 hours.  
For extract

mw. Hankie van Baasbank, Raad van Bestuur

True copy  
J.H.M. DIJMAN  
DIRECTOR  
14.7.17

enclosure 3  
The Netherlands Chamber of  
Commerce Business Register  
extract

True copy

J.H.M. DIJKMAN  
DIRECTOR

14.7.17



CI number 30131445

Page 1 (of 2)

**Legal entity**

SIN  
Legal form  
Statutory name  
Corporate seat  
First entry in Business Register  
Date of deed of incorporation  
Registered capital  
Paid-up capital  
Filing of the annual accounts

804767737  
Besloten Vennootschap (comparable with Private Limited Liability Company)  
Kerkhove & Dijkman Beheer B.V.  
Utrecht  
03-01-1996  
29-12-1995  
EUR 18.151,21  
EUR 18.151,21  
The annual accounts for the financial year 2016 were filed on 30-06-2017.

**Company**

Trade name  
Company start date  
Activities  
Employees

Kerkhove & Dijkman Beheer B.V.  
29-12-1995  
SBI-code: 6420 - Financial holdings  
0

**Establishment**

Establishment number  
Trade name  
Visiting address  
Telephone number  
Date of incorporation  
Activities

000016040171  
Kerkhove & Dijkman Beheer B.V.  
Industrieweg 58, 3606AS Maarssen  
+31302202154  
29-12-1995  
SBI-code: 6420 - Financial holdings  
For further information on activities, see Dutch extract.  
0

**Employees**

R.J. Kerkhove B.V.  
Park Arenberg 88, 3731EV De Bilt  
30131555  
29-12-1995  
Solely/independently authorised

**Board members**

Name  
Visiting address  
Registered under CCI number  
Date of entry into office  
Powers

J.H.M. Dijkman B.V.  
Prinses Amaliahof 5, 1381NG Weesp  
32061948  
29-12-1995  
Solely/independently authorised

Name  
Visiting address  
Registered under CCI number  
Date of entry into office  
Powers



# The Netherlands Chamber of Commerce Business Register extract

TRUE COPY

J.H.M. OJIKMAN  
Director

14.7.17

CI number 30131445  
Page 2 (of 2)

Extract was made on 03-07-2017 at 10.38 hours.  
For extract

mw. Hankie van Baasbank, Raad van Bestuur

Waarmerk  
KvK

Enclosure 4

**Verklaring Omtrent het Gedrag**  
**Certificate of Conduct**



Dienst Justis  
Ministerie van Veiligheid en Justitie

N 3564090

> Retouradres: Postbus 16115, 2500 BC Den Haag

De heer J.H.M. Dijkman  
Prinses Amaliahof 5  
1381 NG Weesp

True copy  
J.H.M. DIJKMAN  
DIRECTOR  
14.7.17

Date	Datum	28 juni 2017
Our reference	Ons kenmerk	999901201706270816
Surname	Geslachtsnaam	Dijkman
Prefix to surname	Tussenvoegsels	
Given names	Voorna(a)m(en)	Johannes Hendrikus Maria
Date of birth	Geboortedatum	1 november 1963
Place of birth	Geboorteplaats	Deventer
Country of birth	Geboorteland	Nederland

De heer J.H.M. Dijkman (hierna betrokkene) heeft voor het hieronder vermelde doel en voor de hieronder vermelde belanghebbende een Verklaring Omtrent het Gedrag aangevraagd.

Directeur bij O2 Communicatieadviesbureau B.V.

Ik heb een onderzoek naar het gedrag van betrokkene ingesteld. Het onderzoek heeft zich gericht op het/de functieaspect(en); 53. Een toelichting op dit/deze functieaspect(en) kunt u vinden op de achterzijde.

Uit het onderzoek zijn geen bezwaren gebleken tegen betrokkene voor bovengenoemd specifieke doel. Ik heb daarbij rekening gehouden met het risico voor de samenleving en het belang van betrokkene.

Op grond van artikel 28 van de Wet justitiële en strafvorderlijke gegevens geef ik de Verklaring Omtrent het Gedrag af.

De Staatssecretaris van Veiligheid en Justitie,  
namens deze,

A.A.A.M. Huldy  
Afdelingsmanager COVOG



The State Secretary Of Security and Justice has conducted an investigation into the conduct of the person named in this Certificate and declares that, in view of the risk to society in relation to the purpose for which the certificate has been requested and considering the interests of the person concerned, the investigation has not resulted in any objections to this person in connection with the specific profile mentioned above or the job features indicated on the reverse of this Certificate. The State Secretary is therefore hereby pleased to issue this Certificate of Conduct, pursuant to section 28 of the Dutch Judicial Data and Criminal Records Act.

## Functieaspecten:

### Informatie

- 11 Bevoegdheid hebben tot het raadplegen en/of bewerken van systemen
- 12 Met gevoelige/vertrouwelijke informatie omgaan
- 13 Kennis dragen van veiligheidssystemen, controlemechanismen en verificatieprocessen
- 15 Burgerluchtvaart

### Geld

- 21 Met contante en/of girale gelden en/of (digitale) waardepapieren omgaan
- 22 Budgetbevoegdheid hebben

### Goederen

- 36 Het bewaken van productieprocessen
- 37 Het beschikken over goederen
- 38 Het voorhanden hebben van stoffen, objecten en voorwerpen e.d., die bij oneigenlijk of onjuist gebruik een risico vormen voor mensen (en dier)

### Diensten

- 41 Het verlenen van diensten (advies, beveiliging, schoonmaak, catering, onderhoud etc)
- 43 Het verlenen van diensten in de persoonlijke leefomgeving

### Zakelijke transacties

- 53 Het beslissen over offertes (het voeren van onderhandelingen en het afsluiten van contracten) en het doen van aanbestedingen

### Proces

- 61 Het onderhouden/ombouwen/bedienen van (productie) machines en/of apparaten, voertuigen en/of luchtvaartuigen
- 62 (Rijdend) vervoer waarbij goederen, producten, post en pakketten worden getransporteerd en/of bezorgd, anders dan het intern transport binnen een bedrijf
- 63 (Rijdend) vervoer waarbij personen worden vervoerd

## APOSTILLE

(Convention de La Haye du 5 octobre 1961)

1. Country: THE NETHERLANDS  
This public document
- 2 has been signed by **A.A.A.M. Huldy**
3. acting in the capacity of official employee of the Central Organ Certificate of Good Conduct of the Ministry of Security and Justice
4. bears the seal/stamp of aforesaid Ministry

### Certified

5. in Utrecht
6. on 04-07-2017
7. by the registrar of the district court of Midden-Nederland
8. no. 17/1971

9. Seal/stamp:

10. Signature

M.H. Hewitt



Meer informatie? [www.justis.nl](http://www.justis.nl)

## Job features:

### Information

- 11 Being authorised to consult and/or process data in computer systems
- 12 Handling sensitive/confidential information
- 13 Having knowledge of security systems, control mechanisms and verification processes
- 15 Civil aviation

### Money

- 21 Handling cash, transferable money and/or (digital) securities
- 22 Having budgetary authority

### Goods

- 36 Monitoring production processes
- 37 Having access to goods
- 38 Having access to materials, property, objects etc. that, if used inappropriately or incorrectly, pose a risk to people and/or animals

### Services

- 41 Providing services (advice, security, cleaning, catering, maintenance, etc.)
- 43 Services in individual living environment

### Business transactions

- 53 Making decisions on offers (conducting negotiations and concluding contracts) and awarding contracts

### Processes

- 61 Maintaining/converting/operating production or other machinery and/or devices, vehicles and/or aircraft
- 62 Transporting and/or delivering goods, post and packages otherwise than via an in-company transport system
- 63 Transporting passengers

### Management

- 71 Managing people and/or (part of) an organisation

### Persons

- 84 Being responsible for the care of minors
- 85 Being responsible for the care of persons requiring assistance such as the aged and the disabled
- 86 Childcare

## Authenticity features

You can assess whether you have been presented with an original Certificate of Conduct by checking whether:

- the paper bears a grid pattern and the blue Dutch government logo;
- the paper contains a unique wavy watermark;
- under a UV lamp, the paper remains dark and small fibres and an emblem in the paper light up in the bottom right corner;
- under a UV lamp, the blue number in the top right corner changes colour;
- a hologram is visible in the paper.

For more information, go to [www.justis.nl](http://www.justis.nl).

Rabobank Gooi en Vechtstreek  
Bedrijven



Rabobank

**Bankverklaring inzake solvabiliteit cliënt**  
**Bank statement concerning solvability and moral standing**

**Bank**

De Coöperatieve Rabobank U.A., statutair gevestigd te Amsterdam  
Coöperatieve Rabobank U.A., with seat in Amsterdam, the Netherlands

hierna te noemen: bank  
hereafter to be called: bank

**verklaart** dat de moraliteit en solvabiliteit van  
**hereby declares that**

Statutaire naam O2 Communicatieadviesbureau B.V.  
Statutaire vestigingsplaats Utrecht  
Handelsregisternummer 30131444

True copy  
J.H.M. OYIKMAN  
DIRECTOR  
14.7.17

is known to the undersigned to be solvent and of good moral standing.

Deze verklaring wordt verstrekt onder uitsluiting van iedere aansprakelijkheid van de bank.  
This statement is issued on the basis of the data available to the undersigned on the day of undersigning, and under exclusion of any liability of the undersigned.

Op deze verklaring is het Nederlands recht van toepassing. Geschillen met betrekking tot deze verklaring kunnen uitsluitend worden voorgelegd aan de bevoegde Nederlandse rechter.  
This statement is governed by Dutch law. Any disputes relating to this statement can only be referred to the Dutch court of competent jurisdiction.

Handtekening

Bank Hilversum  
Plaats ondertekening  
Datum ondertekening 20 juni 2017  
Medewerker Bert Jan Breman

Rabobank Gooi en Vechtstreek  
Postbus 273  
1200 AG Hilversum  
Rabobank

Enclosure 6



Belastingdienst

Belastingdienst, Postbus 100, 6400 AC Heerlen

02 Communicatieadviesbureau B.V.  
T.a.v. Dhr. H.Dijkman  
Industrieweg 58  
3606 AS Maarssen

*True copy*

*J.H.M. DIJKMAN  
DIRECTOR*

*14.7.17*

**Midden- en  
kleinbedrijf  
Kantoor Utrecht**

Orteliuslaan 1000  
3528 BD Utrecht  
Postbus 100  
6400 AC Heerlen  
www.belastingdienst.nl

**Telephone**  
0800-0543

**Team**  
WKA

**Direct dialing**  
(088) 152 72 09

Subject: Statement of payment of tax and contributions

Dear Mr./Mrs.,

In response to your request of May 31 2017, I hereby state that 02 Communicatieadviesbureau B.V., Industrieweg 58, 3606 AS Maarssen, tax and social insurance no. 8046.75.259, has paid all tax and social insurance contributions due.

The following should be noted:

- This statement relates solely to the data known to the Tax and Customs Administration/Kantoor Utrecht on May 31 2017.
- The Tax and Customs Administration is not liable for any adverse consequences that may arise from the use of this statement.

Yours sincerely,

The Collector of Taxes

J.H.G. Brueker



Nr. L2017/ 7474

The Hague, 28 JUNI 2017

I hereby declare that the signature from the tax authority on this certificate

belongs *JHG Brueker*  
employee of the Tax and Customs Administration of the Netherlands

THE STATE SECRETARY OF FINANCE, on his behalf,  
THE DIRECTOR-GENERAL OF THE TAX AND CUSTOMS  
ADMINISTRATION, deputy,

P.H. Jacobs

*P.H. Jacobs*



APOSTILLE

(Convention de La Haye du 5 octobre 1961)

1. Country: THE NETHERLANDS  
This public document
2. has been signed by **P.H. Jacobs**
3. acting in the capacity of official of the Ministry of Finance
4. bears the seal/stamp of aforesaid Ministry

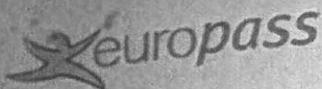
Certified

5. in Utrecht
6. on 04-07-2017
7. by the registrar of the district court of Midden-Nederland
8. no. 17/1971
9. Seal/stamp:
10. Signature:



M.H. Hewitt

Enclosure 7



Curriculum vitae

PERSONAL INFORMATION

Hans Dijkman



📍 Prinses Amaliahof 5, 1381NG Weesp (Netherlands)

☎ (+31) 346 55 72 00

✉ hans@o2communicatie.nl

🌐 [www.o2communicatie.nl](http://www.o2communicatie.nl)

WORK EXPERIENCE

1/3/1987–1/8/1988

Journalist

Royal Dutch Airforce, The Hague (Netherlands)

As a reporter for the personnel magazine 'The Flying Dutchman' I travelled around the country for various feature stories. Mostly combining interviews with high staff as well as the regular GI's into one story. Learned a lot about how to communicate with various kinds of people, how to get them to really talk to you. Apart from this work I was the writer/editor of a special magazine 75 years Royal Dutch Airforce and replaced the chief-editor for a period of 6 months.

1/8/1988–1/7/1992

Deputy Manager PR

Martinair Holland, Amsterdam (Netherlands)

As deputy PR I primarily had to do with national media on all kinds of subjects. Apart from that I was responsible for the personnel magazine, events, internal communication, product PR, sponsoring etc.

1/8/1992–1/12/1995

Manager Advertising & Sales promotion

Martinair Holland, Amsterdam (Netherlands)

Responsible for all nationwide consumer campaigns for the airline. Mainly promoting new intercontinental destinations like Florida, Mexico, Thailand en the Caribbean to a vast Dutch audience. Managing the department of 5 employees I was responsible for yearly planning, concepting, cost calculation etc.

1/12/1996–Present

Director and chief executive

O2Communicatie, Maarssen (Netherlands)

Over the last 20 years O2 Communicatie has been able to service a big variety of clients in various branches. That is the challenge as well as the reason I'm proud of the company. We have proven to be able to connect brands, people and companies by advising them in successful communication. My key principles are a very high level of involvement, bringing positive energy to clients and employees and being really professional in my job. But – very important to me – I need to work on a no-nonsense basis, two feet on the ground. The combination of working according to those key principles but with a very realistic view on life and business is my belief in communication: you have to be able to go back to the basics, find the real question and the most simple answer to that question (making things complicated is the job of our clients).

EDUCATION AND TRAINING

1/8/1980–1/6/1987

Grammar School / gymnasium

St. Oelbert and Juvenaat, Bergen op Zoom (Netherlands)

1/8/1984–1/7/1987 Bachelor of Economics. Communication and Advertising  
Fontys Hogeschool, Eindhoven (Netherlands)

1/6/2010–1/12/2010 Personal Leadership  
Franklin Covey, Amersfoort (Netherlands)

PERSONAL SKILLS

Mother tongue(s) Dutch

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	B2	B2	B2
German	C1	C1	B1	B1	B1
French	B1	B1	A2	A2	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
Common European Framework of Reference for Languages

Communication skills Good people manager, professional communication skills.

Organisational / managerial skills Manager for over 20 years.  
Ranging from departments (5 people) to company (15 people).  
Entrepreneur.

Job-related skills Strategic thinking.  
Creative mind - concepting.  
Hands-on mentality.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Independent user	Independent user	Basic user	Independent user	Basic user

Digital competences - Self-assessment grid

Driving licence B, BE

## PERSONAL INFORMATION

Michelle van Wijk



-  Ringweg-Randenbroek 54e, 3816 CK Amersfoort (Netherlands)
-  (+31) 346 55 72 00
-  michelle@o2communicatie.nl
-  [www.o2communicatie.nl](http://www.o2communicatie.nl)

## WORK EXPERIENCE

- 
- 02/02/2015–26/06/2015 **Grad internal communication**  
Sensire, Varsseveld (Netherlands)
- Design a research to identify bottlenecks, and improvement needs for communication
  - Research and analyze
  - Writing an advice for the department of internal communication based on the obtained information
  - Presenting the project, research, analyse, results and advice to the management
  - Responsible for the advertising of the employer
- 31/08/2015–23/12/2015 **Communications Officer**  
Ziekenhuis Gelderse Vallei, Ede (Netherlands)
- Responsible for various communication tasks
  - Responsible for the advertising of the employer
  - Copywriting
  - Maintain social media
  - Taking interviews
  - Photography
  - Contributions to various communication projects
- 04/01/2016–31/07/2016 **Contentmanager**  
OTYS Recruiting Technology, Veenendaal (Netherlands)
- Publish content
  - Responsible for the online advertising of various customers
  - Optimize content according to SEO
  - Develop content strategy aligned with short-term and long-term marketing targets
  - Use Google Analytics to analyze website traffic and users engagement metrics
- 01/08/2016–Present **Account Executive**  
O2 Communications, Maarssen (Netherlands)
- Coördinating projects of various customers
  - Coördinating projects of tourism agencies
  - Contact customers
  - Research
  - Copywriting

- Responsible for social media
- Responsible for the advertising of various customers
- DTP
- SEO website O2 Communicatie

EDUCATION AND TRAINING

24/08/2007–30/06/2011

**Graphic designer**  
ROC van Twente, Beeld & Media, Enschede (Netherlands)

EQF level 4

General

- English, Netherlands, German, Mathematics
- Economics

Occupational

- Graphic design
- Photography
- Marketing
- Drawing

26/08/2011–29/06/2015

**Bachelor of Media, Information and Communication**  
Saxion, Enschede (Netherlands)

EQF level 6

- (De)briefing
- Interviewing
- Graphic design
- Presenting
- Copywriting and editing
- Designing and building websites
- Drawing earnings
- Analyze documentaries
- Internship at Frappant (for half a year)
- Minor Creative Problem Solving & Decision Making (for half a year)
- Research
- Strategic marketing (set up a blue ocean strategy)
- Online marketing
- Marketing communications

PERSONAL SKILLS

Mother tongue(s) Dutch

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B2	B2	B2

100

German	A2	A2	A1	A1	A1
--------	----	----	----	----	----

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
Common European Framework of Reference for Languages

Communication skills - Good communication skills gained through my experience as communication officer and account executive

Organisational / managerial skills - I'm structured  
 - I have some good organisational skills gained as account executive

Job-related skills - Good command of quality control processes (currently responsible for quality audit)  
 - Good project manager skills

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Independent user	Proficient user	Proficient user	Independent user	Independent user

Digital competences - Self-assessment grid

- Good command of office suite (word processor, spread sheet, presentation software)
- Good command of photo editing software gained as an amateur photographer
- Good command of Adobe InDesign, Illustrator and Photoshop
- Good command of various content management systems

Other skills - Playing the guitar  
 - Photographer

Driving licence AM, B

Enclosure D

Annex 3  
to the Conditions of  
open tender procedure

**(Form of the declaration of compliance with the minimum qualification requirements)**

*State emblem or trademark  
(Supplier's name)*

*(Legal person's legal form, registered address, contact details, name of a register in which the supplier's data is collected and kept, legal person's code, value added tax payer's code, if the legal person is the value added tax payer)*

**To the State Department of Tourism  
under the Ministry of Economy**

**DECLARATION OF COMPLIANCE WITH THE MINIMUM QUALIFICATION  
REQUIREMENTS**

July No. 13  
(date)

I, Director Hans Dijkman (Johannes Hendrikus Maria Dijkman),  
*(position, name and surname of the head of the supplier or his authorized person)*,  
hereby confirm that qualification data of

O<sub>2</sub> Communicatieadviesbureau B.V., which I manage (represent),  
*(name of the supplier)*  
and the group of economic entities

N.A.

*(if this is a group of economic entities, please indicate the joint venture agreement on the basis whereof the group of economic entities is functioning (the economic entities which it comprises; names of all the economic entities)*

and subsuppliers

N.A.

*(if subsuppliers are hired, please indicate the hired subsuppliers listed in the tender)*

participating in the public procurement procedures

The services of implementation of the advertising campaign of Lithuania natural and cultural heritage objects (resources) in the kingdom of the Netherlands and Belgium,  
*(name of the object of procurement and procurement number (if known))*

meet all the qualification requirements listed in the contract documents. I hereby assure that in case of winning, all the documents necessary to certify the qualification will be presented within the period of time set by the Contracting Authority from the day of the notification of the possible winning.

I, O<sub>2</sub> Communicatieadviesbureau B.V., am aware that  
*(name of the supplier)*

should the Contracting Authority determine that my presented qualification data do not meet the requirements set in the contract documents, are incorrect and/or have been submitted later than requested by the Contracting Authority, my tender shall be rejected.

Director  
*(position of the person having produced the declaration)*

Hans Dijkman  
*(Name and surname)*

*(Signature)*

	O2 Communicatieadviesbureau B.V. Postbus 1072, 3600 BB Maarssen +31(0)346 557200 info@o2communicatie.nl www.o2communicatie.nl
---	---

Enclosure g

Annex 4  
to the Conditions of  
open tender procedure

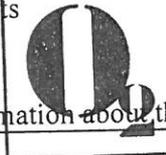
**LIST OF CONTRACTS**

We provide the information about the contracts:

<b>Object of the contract</b>	Promotion of destination Tenerife (Canary Islands)
<b>Date of the contract</b>	February 2016
<b>Date of contract realization</b>	February – October 2016
<b>Short description of the Services provided by the Supplier</b>	Online campaign: mediaplanning and buying, copy, account- and project-management. Media: sites, portals, blogs
<b>Service recipients</b>	Turismo de Tenerife S.A.
<b>Value of the fulfilled/current contract, EUR incl. VAT</b>	45.000
<b>Name, address, phone number, name and surname of the representative of the contractor</b>	Avda. Constitucion 12 38005 Santa Cruz de Tenerife, Islas Canarias – España Nieves Perdomo Perera

Director

(Position of the Supplier or its authorized person)



O2 Communicatieadviesbureau B.V.  
Postbus 1072, 3600 BB Maarssen  
+31(0)346 557200  
info@o2communicatie.nl  
www.o2communicatie.nl

*(Handwritten Signature)*

Hans Dijkman  
(Name and Surname)

We provide the information about the contracts:

<b>Object of the contract</b>	Promotion of wintersport in Austrian region Salzburgerland
<b>Date of the contract</b>	September 2015
<b>Date of contract realization</b>	November 2015 – February 2016
<b>Short description of the Services provided by the Supplier</b>	Multimedia campaign, concept, contest, copy, art direction/DTP, mediaplanning and buying, copy, account- and projectmanagement. Media: radio, sites, newspapers, magazines
<b>Service recipients</b>	Salzburgerland Tourismus GmbH
<b>Value of the fulfilled/current contract, EUR incl. VAT</b>	80.000
<b>Name, address, phone number, name and surname of the representative of the contractor</b>	Wiener Bundesstrasse 23 5300 Hallwang bei Salzburg Austria Waltraud Paradeiser

Director

(Position of the Supplier or its authorized person)



O2 Communicatieadviesbureau B.V.  
(Signature)  
Postbus 1072, 3600 BB Maarssen  
+31(0)346 557200  
info@o2communicatie.nl  
www.o2communicatie.nl

*(Handwritten Signature)*

Hans Dijkman  
(Name and Surname)

We provide the information about the contracts:

<b>Object of the contract</b>	Promotion of destination Madeira (Portugal)
<b>Date of the contract</b>	March 2017
<b>Date of contract realization</b>	April 2017
<b>Short description of the Services provided by the Supplier</b>	Online- and Facebook campaign, account-management Media: sites, portals, Facebook
<b>Service recipients</b>	Madeira Promotion Bureau
<b>Value of the fulfilled/current contract, EUR incl. VAT</b>	10.000
<b>Name, address, phone number, name and surname of the representative of the contractor</b>	Rue dos Aranhas 24/26 9000-044 Funchal / Madeira Portugal Ricardo Beon

Director  
(Position of the Supplier or its authorized person)



Hans Dijkman  
(Name and Surname)

We provide the information about the contracts:

<b>Object of the contract</b>	Imagebuilding / sales support
<b>Date of the contract</b>	September 2014
<b>Date of contract realization</b>	2014, 2015
<b>Short description of the Services provided by the Supplier</b>	Cruisewinkel Magazine 'KOERS': Concept, art directon, copy, DTP, total production incl. print/handling, accountmanagement Media: magazines, brochures
<b>Service recipients</b>	Cruisewinkel.nl
<b>Value of the fulfilled/current contract, EUR incl. VAT</b>	15.000 per issue
<b>Name, address, phone number, name and surname of the representative of the contractor</b>	Cruisewinkel.nl Weesperstraat 103 1018 VN Amsterdam The Netherlands Patrick Cépèro

Director  
(Position of the Supplier or its authorized person)

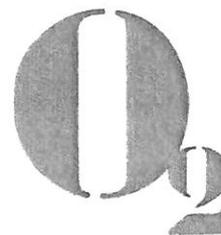


Hans Dijkman  
(Name and Surname)

Enclosure 10

## PROPOSAL THE NETHERLANDS / BELGIUM 2017-2018

Account : Lithuanian State Dept. of tourism  
Project : Promotion Dutch and Belgian market  
Projectcode : 895-0003  
Date : July 2017



### Campaign Netherlands late autumn 2017

Plan based on 'branded content': exposure in cooperation with the magazines.  
Copy in cooperation, lay-out in same style as magazine lay-out.

#### ZIN magazine



#### ZIN magazine

- Highly selective magazine in target group aged 50-65
- Men (17%) and women (83%)
- Circulation 43.000
- Reach 204.000
- > 50% earns above average
- Travel is one of the editorial main items

#### ZIN online / social

- 23.000 unique visitors per month
- 50.000 page views per month
- newsletter to 27.000 subscribers, 13x per year
- Facebook: 191.000 fans



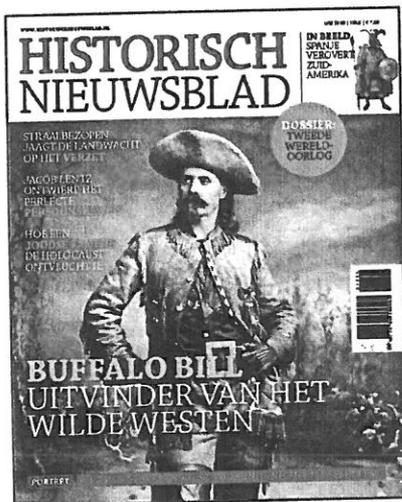
#### Exposure:

- 2-page branded 'travel story', described as you travel through Lithuania
- branded item on site
- advertorial in newsletter
- 1 post on Facebook

#### Notes:

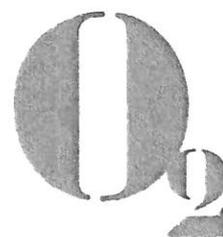
- all copy to be written by us/O2 Communicatie
- images to be delivered by Lithuania
- 1 correction round on content
- lay-out by ZIN (look&feel magazine)

### HISTORISCH nieuwsblad



#### Historisch Nieuwsblad

- Men (67%) and women (23%)
- Circulation 14.400
- Reach 123.000
- Main readership aged 50-65
- High educated (almost 70%), high income (60%)
- Very high interest in cultural holidays (almost twice as average)



Historisch Nieuwsblad online / social

- 77.000 unique visitors per month
- newsletter to 16.200 subscribers
- Facebook: 11.500 fans

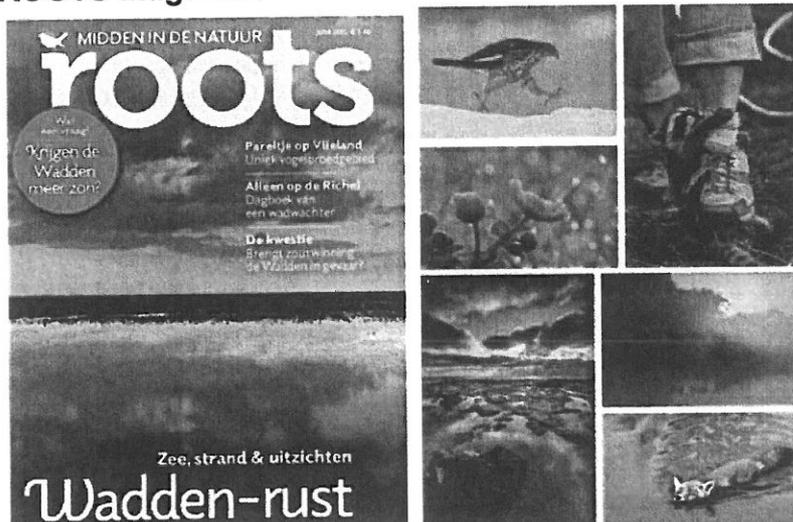
**Exposure:**

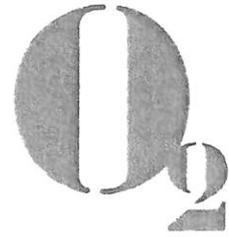
- **2-page advertorial, focusing on culture/travel/cities**
- **branded item on site**
- **advertorial in newsletter**
- **1 post on Facebook**

**Notes:**

- all copy to be written by us/O2 Communicatie
- images to be delivered by Lithuania
- 1 correction round on content
- lay-out by Historisch Nieuwsblad (look&feel magazine)

**ROOTS Magazine**





#### ROOTS

- Men and women, with high interest in nature
- Circulation 22.000
- Reach 93.000
- Main readership aged 35-65
- High education and high income
- High interest in travelling

#### ROOTS online / social

- 13.000 unique visitors per month
- newsletter to 10.000 subscribers
- Facebook: 14.500 fans

#### Exposure:

- **2-page advertorial, focusing on nature/travel; note: we have to adapt to the season; winter/spring (in copy and visuals)**
- **branded item on site**
- **advertorial in newsletter**
- **1 post on Facebook**

#### Notes:

- all copy to be written by us/O2 Communicatie
- images to be delivered by Lithuania
- 1 correction round on content
- lay-out by ROOTS (look&feel magazine)

#### Timing

- Exposure ZIN magazine : November
- Exposure Historisch Nieuwsblad : November
- Exposure ROOTS : November/December

Start of production: september.



## Campaign Netherlands spring 2018

Plan based on 'branded content': exposure in cooperation with the magazines.  
Copy in cooperation, lay-out in same style as magazine lay-out.

### MAARTEN Magazine



#### MAARTEN magazine

- Highly selective magazine in target group aged 50-65
- Men (63%) and women (37%)
- Circulation 15.700
- Reach 76.000
- > 60% earns above average
- > 70% high educated
- Very high interest in cultural holidays (almost twice as average)

#### MAARTEN online / social

- 7.900 unique visitors per month
- newsletter to 3.700 subscribers
- Facebook: 26.400 fans



#### Exposure:

- 2-page branded story, focus on culture/city trips
- branded item on site
- advertorial in newsletter
- 1 post on Facebook

#### Notes:

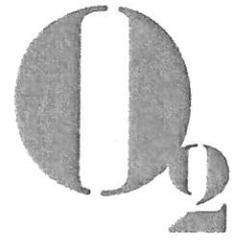
- all copy to be written by us/O2 Communicatie
- images to be delivered by Lithuania
- 1 correction round on content
- lay-out by Maarten (look&feel magazine)

### FILOSOFIE Magazine



#### FILOSOFIE magazine

- Highly selective magazine in target group aged 50 and older
- Men (56%) and women (44%)
- Circulation 11.700
- Reach 87.000
- > 50% earns above average
- > 80% high educated
- Very high interest in cultural holidays



**FILOSOFIE online / social**

- 51.600 unique visitors per month
- newsletter to 14.100 subscribers
- Facebook: 21.900 fans

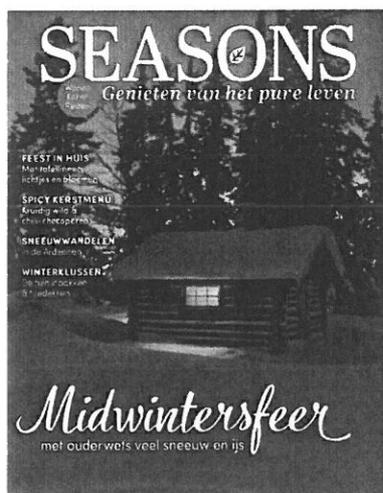
**Exposure:**

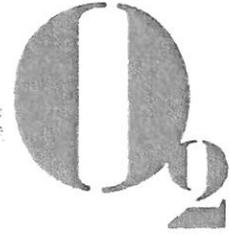
- **3-page story – two pages will be written by their own editorial staff, item about the Lithuanian philosopher Levinas. The 3<sup>rd</sup> page will be written by us, focus on cultural travel. The story about Levinas will focus on the places where he liked to go etc., so this also is highly relating to/focusing on travel/tourism.**
- **branded item on site**
- **advertorial in newsletter**
- **1 post on Facebook**

**Notes:**

- 2 pages copy by editorial staff magazine, 1 page copy to be written by us/O2 Communicatie
- images to be delivered by Lithuania
- 1 correction round on content
- lay-out by Filosofie magazine (look&feel magazine)

**SEASONS Magazine**





#### SEASONS magazine

- Highly selective magazine in target group aged 35-55
- Men and women
- Circulation 44.000
- Reach 266.000
- Higher education and incomes
- 'travel' is one of the main editorial items

#### SEASONS online / social

- 23.000 unique visitors per month, 82.000 page views per month
- newsletter to 34.000 subscribers
- Facebook: 14.300 fans

#### Exposure:

- **1 page advertorial – focus on the season – meaning focus on travelling in spring/summer (in copy and visuals)**
- **branded item on site**
- **advertorial in newsletter**
- **1 post on Facebook**

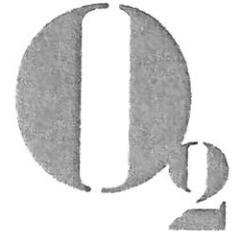
#### Notes:

- 1 page copy to be written by us/O2 Communicatie
- images to be delivered by Lithuania
- 1 correction round on content
- lay-out by Saesons magazine (look&feel magazine)

#### Timing

- Exposure MAARTEN magazine : May 2018
- Exposure Filosofie Magazine : April/May 2018
- Exposure Seasons magazine : April 2018

Start of production: early 2018.



## Campaign Belgium spring 2018

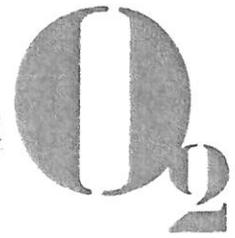
Important: for the Belgian market we advise to focus on the Flemish/Dutch speaking part of Belgium. First of all because this is the area with the biggest potential for Lithuania: 2/3 of the total population lives in the Flemish speaking part of the country, more people spending more money on travel/higher incomes etc. Secondly, if we would aim for the whole country, all content needs to be produced in 2 languages (Dutch and French), meaning the production costs will rise to an unacceptable level looking at the total available budget.

For the Belgian market we propose a 100% online campaign, in cooperation with a publisher. The site [www.weekend.be](http://www.weekend.be) is more or less the 'lifestyle' part of [www.knack.be](http://www.knack.be), one of the bigger publishers within our target group:

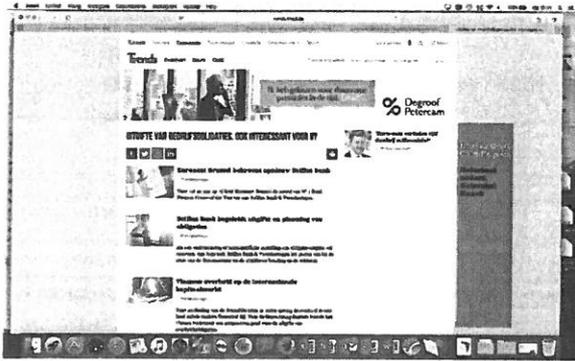
- Users: 390.000
- Visits: 748.000
- Page views: over 2 million
- 65% women
- 65% higher educated
- some 65% aged 45+

### **Exposure we will have here:**

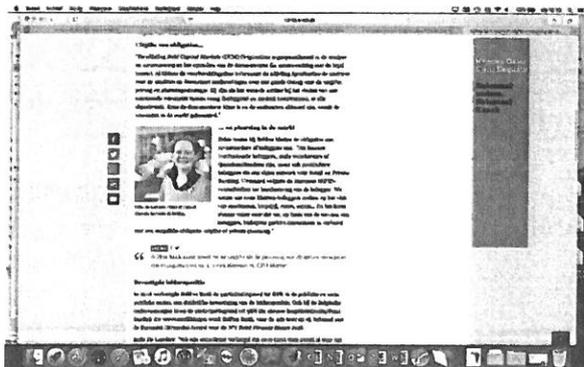
- **a special dossier, meaning some 6 articles (different items about Lithuania – like culture nature, local people, cities etc.)**
- **these articles will be put on a specific landingpage, from which visitors can click to 'more content'**
- **we can add links to Lithuania.travel of course, add images, logo**
- **all copy will be written by us/ O2Communicatie**
- **note: there will be a small sign 'advertorial' on top of each article**
- **Plan based on 'branded content': exposure in cooperation with weekend.be**  
**Copy in cooperation, lay-out in same style as site weekend.be.**



'Landingpage' example



Full article (after clicking on it)

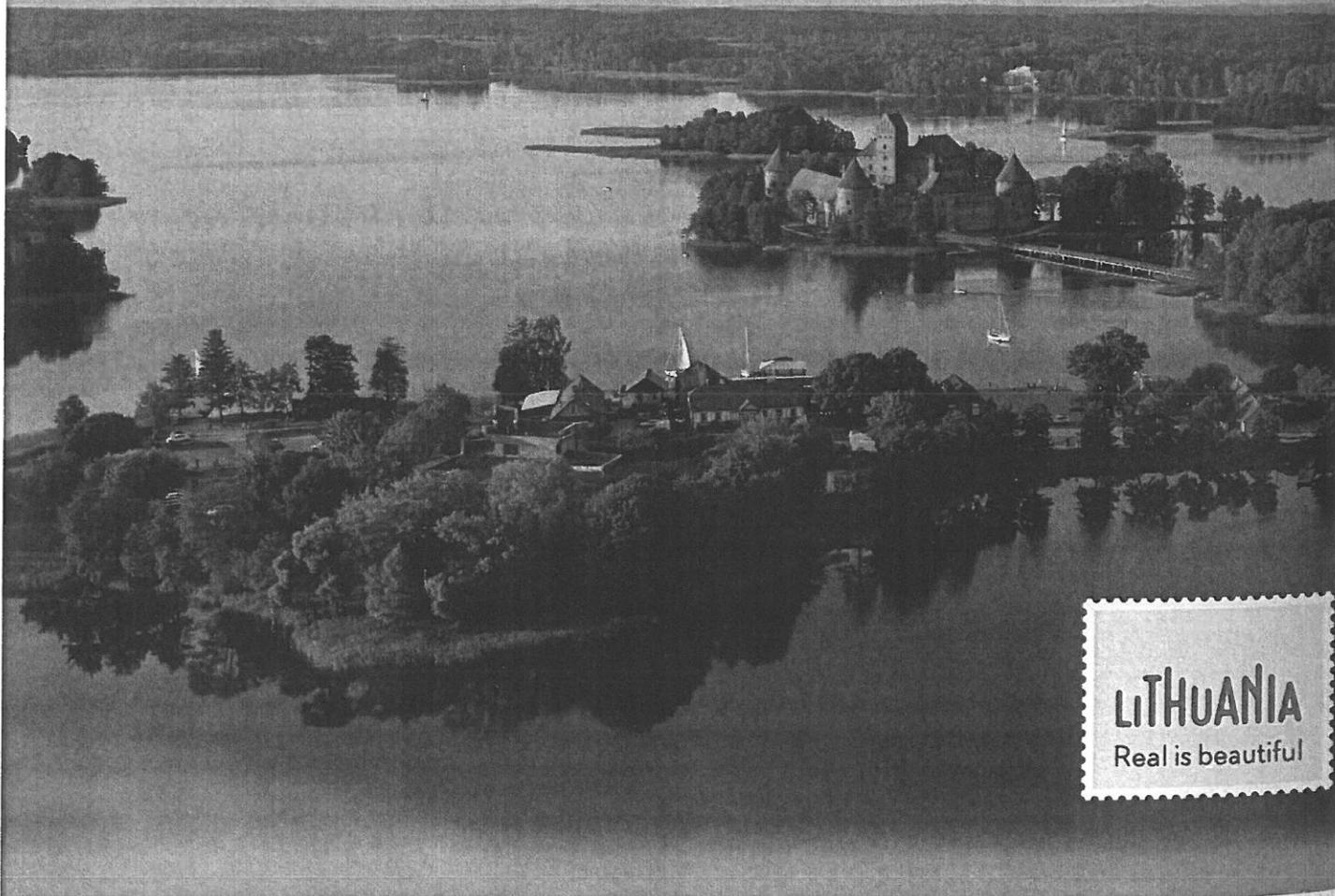






# Real *is* beautiful in Lithuania

Whenever they are travelling, most people are also looking to enrich their knowledge and to experience new discoveries. However, not every destination can fulfill that need, as not all of them still have been able to maintain their original character. Not so for Lithuania, where 'pure and real' are two of the most suitable words to describe the character of this rather 'new' destination.



**LITHUANIA**  
Real is beautiful

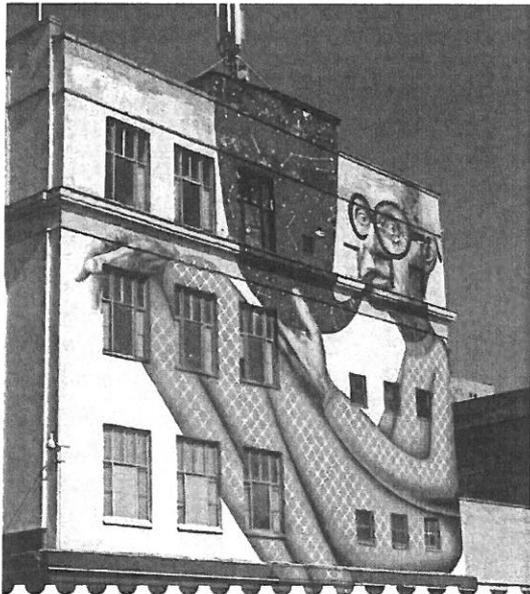
# Enclosure II

## Former and present culture

Walking down the cobblestone streets in the heart of capital Vilnius, you can sense the pride of the city as well as its inhabitants. This area – which is UNESCO-heritage – is full of history. You can feel it for instance in the little vintage shops in Uzupis, the creative district of the city. Local shopkeepers can tell you interesting stories about their city, neighbourhood and products, but they are just as interested in your story. Have a lunch in one of the local 'uzkandines' and try a typical Lithuanian potato-dish! But there is more city-life to discover than just the city of Vilnius. The original culture of Lithuania can't be experienced any better than in Kaunas. This city – a former member of the 'Hanzesteden' – is home to an unprecedented number of monuments and museums. Just enjoy the view from the castle over the rivers Neris and Nemunas and feel how you are set back in time...



Or rent a canoe and discover the Aukstaitija Park with its numerous lakes and rivers. As beside woods, you will also see water in abundance in Lithuania – whether it is on the coastline or inland, whether it is in a national park or around the breathtaking city of Trakai. Lithuania is waiting to be discovered. It's a very special mixture of past and present history – as the country is actually pretty young too in a sense. Lithuania is a proud country, developing its culture and character since a long time. And it invites travelers to come and experience – real is beautiful!



Streetart in the city of Kaunas

Foto by Gintaras Vitulskis

## From woods to water

Driving down the roads in Lithuania, visitors experience an abundance of different landscapes. Ranging from the stretched woods – one third of Lithuania is covered with woods – to the spectacular coastlines with meters high sand dunes. And from the national treasure Amber to the natural mineral water springs in Druskininkai.

Lithuania is one of the three 'Baltic states'. Since 2005 it is part of the European Union and since 2015 the Euro is the local currency. Lithuania offers a wide variety of cities and different landscapes, from the 500.000 inhabitants capital Vilnius to smaller villages. And from a spectacular coastline at the Baltic Sea to the stretched woods in the inland. The country is easy to reach by air: there are multiple weekly flights from Amsterdam and Eindhoven to Vilnius. Accommodations range from luxurious 5\* to local pensions. The average price level is lower than we are used to. Citytrips can be made yearround, the best season for a fly-drive is April-October.



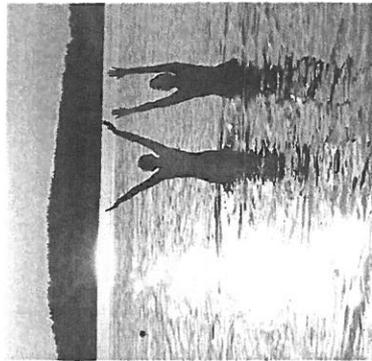
2014-2020 Operational Programme for the European Union Funds Investments in Lithuania

# Real is beautiful in Lithuania

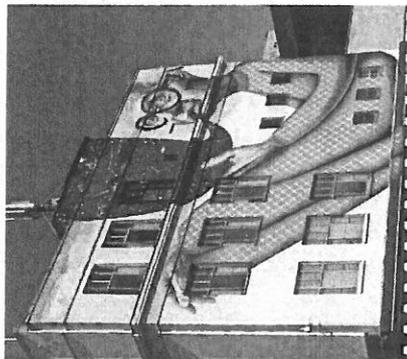
Whenever they are travelling, most people are also looking to enrich their knowledge and to experience new discoveries. However, not every destination can fulfill that need, as not all of them still have been able to maintain their original character. Not so for Lithuania, where 'pure and real' are two of the most suitable words to describe the character of this rather 'new' destination.

## Former and present culture

Walking down the cobblestone streets in the heart of capital Vilnius, you can sense the pride of the city as well as its inhabitants. This area – which is UNESCO-heritage – is full of history. You can feel it for instance in the little vintage shops in Uzupis, the creative district of the city. Local shopkeepers can tell you interesting stories about their city, neighbourhood and products, but they are just as interested in your story. Have a lunch in one of the local 'uzkandines' and try a typical Lithuanian potato-dish! But there is more city-life to discover than just the city of Vilnius. The original culture of Lithuania can't be experienced any better than in Kaunas. This city – a former member of the 'Hansesteden' – is home to an unprecedented number of monuments and museums. Just enjoy the view from the castle over the rivers Neris and Nemunas and feel how you are set back in time...



Or rent a canoe and discover the Aukštaitija Park with its numerous lakes and rivers. As beside woods, you will also see water in abundance in Lithuania – whether it is on the coastline or inland, whether it is in a national park or around the breathtaking city of Trakai. Lithuania is waiting to be discovered. It's a very special mixture of past and present history – as the country is actually pretty young too in a sense. Lithuania is a proud country, developing its culture and character since a long time. And it invites travelers to come and experience – real is beautiful!



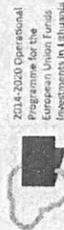
Streetart in the city of Kaunas

Foto by Gintaras Viliškis

## From woods to water

Driving down the roads in Lithuania, visitors experience an abundance of different landscapes. Ranging from the stretched woods – one third of Lithuania is covered with woods – to the spectacular coastlines with meters high sand dunes. And from the national treasure Amber to the natural mineral water springs in Druskininkai.

Lithuania is one of the three 'Baltic states'. Since 2005 it is part of the European Union and since 2015 the Euro is the local currency. Lithuania offers a wide variety of cities and different landscapes, from the 500.000 inhabitants capital Vilnius to smaller villages. And from a spectacular coastline at the Baltic Sea to the stretched woods in the inland. The country is easy to reach by air: there are multiple weekly flights from Amsterdam and Eindhoven to Vilnius. Accommodations range from luxurious 5\* to local pensions. The average price level is lower than we are used to. Citytrips can be made yeararound, the best season for a fly-drive is April-October.



2014-2020 Operational Programme for the European Union Funds Investments in Lithuania

Enclosure 11

(Part B tender form)

Emblem or trademark  
(Name of the supplier)

(Legal form, headquarters address, contact information of the legal entity, name of the register where data about the supplier are accumulated and stored, code of the legal entity, value added tax payer code when a legal person is a value added tax payer)

To the State Department of Tourism  
under the Ministry of Economy

**TENDER**  
**THE SERVICES OF IMPLEMENTATION OF THE ADVERTISING CAMPAIGN OF**  
**LITHUANIA NATURAL AND CULTURAL HERITAGE OBJECTS (RESOURCES) IN THE**  
**KINGDOM OF THE NETHERLANDS AND BELGIUM**

**PART B. PRICE**

July No. 13  
(Date)

Name of the Supplier / <i>If a group of legal entities is taking part, names of all participants are to be entered</i>	O <sub>2</sub> Communicatieadviesbureau B.V.
--	--

Part B "Price" of our tender lists the prices of the provision of the Services indicated in the Annex 1 to the Contract documents "Technical specification of the Services" (hereinafter - the Technical specification). The prices of our offered Services include all the requirements laid down in the Contract documents:

No.	Services name	Price, in EUR including VAT
<i>1</i>	<i>2</i>	<i>3</i>
1.	3 ordered articles (6 pages in total) in national publications of the Kingdom of Netherlands, 3 posts on Facebook accounts of those publications and 3 messages in newsletters of the publications in Q IV 2017;	19.950,00
2.	3 ordered articles in national publications of the Kingdom of Netherlands, 3 posts on Facebook accounts of those publications and 3 messages in newsletters of the publications in Q I-II 2018;	19.950,00
3.	6 ordered articles in the e. publication of Belgium, with ensured visibility through banners and the landing page in Q I-II 2018	19.920,00
<b>Total tender price, in EUR including VAT:</b>		<b>59.820,00</b>

\*Notes:

- the tender price shall be indicated leaving two digits after the decimal point;
- where the supplier does not have to pay VAT according to valid legislation, he shall complete respective fields exclusive of VAT indicating reasons for non-payment of VAT: No VAT applicable for services abroad.

**Total tender price, in EUR including VAT** Fiftyninethousandeighthundredtwenty Euro's .  
(in words)

Where the price quoted in figures differs from the price quoted in words, the price quoted in words shall be deemed correct.

The Service price shall include all possible expenses of the Service provider and all taxes related to the provision of the Services indicated in the Technical specification. No other additional expenses shall be compensated to the Service provider.

\_\_\_\_\_  
Director  
(Job position of the supplier or his authorized person)



\_\_\_\_\_  
Hans Dijkman  
(Name and surname)

Note. This form is not the subject of changes.