

**HELLENIC REPUBLIC
MINISTRY OF CULTURE AND TOURISM
GREEK NATIONAL TOURISM ORGANISATION (GNTO)
DIRECTORATE GENERAL FOR PROMOTION
DIRECTORATE FOR MARKET RESEARCH &
ADVERTISING
DIRECTORATE FOR ADMINISTRATION**

Athens 29.07.2010

Ref. No 520664

NOTICE

"Of an international open invitation to tender for the selection of a contractor who will undertake the design, construction, fitting out, decoration and - after the end of the exhibition - dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010) which will take place in London, Great Britain on 8-11 November 2010, having as an award criterion the most economically advantageous tender".

ATHENS 29.07.2010

BRIEF DETAILS OF THE PROJECT

CONTRACTING AUTHORITY	Greek National Tourism Organisation (GNTO)
TITLE OF PROJECT	" International open invitation to tender for the selection of a contractor who will undertake the design, construction, fitting out, decoration and - after the end of the exhibition - dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010) which will take place in London, Great Britain on 8-11 November 2010, having as an award criterion the most economically advantageous tender"
Classification of project according to CPV	74222000-01
ESTIMATED COST (BUDGET)	An amount up to EUR 326,250.00 plus VAT
Type of procedure	The most economically advantageous tender

TIME LIMIT FOR IMPLEMENTATION - DURATION :	From the signature of the contract to 12.11.2010
DATE OF PUBLICATION OF THE NOTICE :	<p>Date of dispatch of the notice to the Official Gazette of the European (according to article 32 paragraph 5 of Presidential Decree 60/2007 and the details laid down in ANNEX VIII point 3) : 29.07.2010</p> <p>Date of publication of the Summary in the daily Press and the National Printing Office : 29.07.2010</p> <p>Date of posting on GNTO's website : 29.07.2010</p>
TIME LIMIT FOR (DATE AND TIME OF) THE SUBMISSION OF TENDERS:	Monday 20.09.2010, 10.00 hours
PLACE OF SUBMISSION OF TENDERS :	Greek National Tourism Organisation (GNTO), 7, An. Tsocha Street, Postal Code 115 21, 1st floor, General Register Department
DATE AND TIME OF	Monday 20.09.2010, 12.00

OPENING OF TENDERS:	hours
PLACE OF CONDUCT OF THE TENDER PROCEDURE:	Greek National Tourism Organisation (GNTO), 7, An. Tsocha Street, Athens 115 21 (Mezzanine)

TABLE OF CONTENTS

BRIEF DETAILS OF THE PROJECT	2
TABLE OF CONTENTS	5
CHAPTER A'	9
GENERAL AND SPECIAL TERMS OF THE TENDER PROCEDURE	9
PREAMBLE - LANGUAGE	9
ARTICLE 1 SCOPE OF THE TENDER PROCEDURE - BUDGET (ESTIMATED COST)	10
ARTICLE 2	11
DETAILS OF THE CONTRACTING AUTHORITY	11
2.2 <i>Tender Procedure Committee</i>	11
2.3 <i>Information - competent officer</i>	12
ARTICLE 3 - LEGAL FRAMEWORK	12
ARTICLE 4 - PUBLICATION OF THE NOTICE	14
ARTICLE 5	14
PLACE AND TIME OF SUBMISSION OF TENDERS	14
ARTICLE 6	16
MANNER IN WHICH THE TENDER PROCEDURE DOCUMENTS ARE OBTAINED	16
ARTICLE 7 - PROVIDING CLARIFICATIONS ON THE NOTICE	18
CHAPTER B' RIGHT OF PARTICIPATION - SUPPORTING DOCUMENTS	19
ARTICLE 8 - PARTIES ENTITLED TO PARTICIPATE - EXCLUSION FROM THE TENDER PROCEDURE	19
8.1 <i>Right of participation</i>	19
8.2 <i>Exclusion of participants</i>	23
ARTICLE 9 - PARTICIPATION SUPPORTING DOCUMENTS	26
9.1 <i>Clarifications</i>	28
9.2 <i>SUPPORTING DOCUMENTS AFTER THE EVALUATION OF TENDERS</i>	30
9.2.1 <i>Greek citizens</i>	30
9.2.2 <i>Foreign citizens</i>	32
9.2.3 <i>The domestic or foreign legal entities</i>	33
9.2.4 <i>The Cooperatives</i>	35
9.2.5 <i>The consortia of suppliers which submit a joint tender</i>	36
9.3 <i>SUPPLEMENTS - CLARIFICATIONS</i>	36
9.4 <i>Potential, per each specific case, replacement of certificates</i>	37
ARTICLE 10	38
LETTERS OF GUARANTEE	38
CHAPTER C. PREPARATION - SUBMISSION OF TENDERS	40

ARTICLE 11 - MANNER OF SUBMISSION OF TENDERS	40
11.7 Contents of the tenders	43
11.7.10 Explanations on the tenders:	46
11.8 Tender Expenses	47
ARTICLE 12 - CONTENTS OF THE TECHNICAL OFFER	47
12.1 DATA PERTAINING TO THE PARTICIPANTS' EVALUATION	48
12.1.1 SUBSTANTIATION OF THE PARTICIPANT'S TECHNICAL AND PROFESSIONAL CAPACITY.....	48
12.1.2 Architectural Approach and Dynamics (1 dossier).....	50
12.1.3 DOCUMENTATION OF THE PROJECT (1 dossier)	51
ARTICLE 13 - CONTENTS OF FINANCIAL OFFER	52
ARTICLE 14 - VALIDITY OF TENDERS.....	53
ARTICLE 15 - ALTERNATIVE TENDERS	54
ARTICLE 16 - DETAILED DESCRIPTION AND SPECIFICATIONS OF THE PROJECT.....	54
16.1 GENERAL DIRECTIVES.....	54
16.2 DETAILED DESCRIPTION OF THE EXHIBITION.....	56
16.3 REQUIRED AREAS	57
16.4. Standard equipment for a co-exhibitor's stand.....	59
16.5 FLOORS	60
16.6 PARTITIONS.....	60
16.7 AUDIOVISUAL DEVICES	61
16.8 BANNERS.....	61
16.9 LIGHTING.....	62
16.10 CONTRACTOR'S OBLIGATIONS.....	62
16.11. GENERAL REMARKS.....	63
ARTICLE 17 - TENDER PRICES - CURRENCY	64

CHAPTER D. CARRYING OUT OF THE TENDER PROCEDURE -

EVALUATION OF TENDERS	66
ARTICLE 18 - TENDER PROCEDURE COMMITTEE	66
ARTICLE 19 - TENDER OPENING PROCEDURE - COMPETENT BODY ..	67
ARTICLE 20 - CHECKING OF THE SUPPORTING DOCUMENTS	72
ARTICLE 21 - EVALUATION OF TECHNICAL OFFERS (TECHNICAL EVALUATION).....	73
21.1 TECHNICAL EVALUATION PROCEDURE.....	73
21.2 CRITERIA GROUPS AND PERCENT RATES CONCERNING TECHNICAL EVALUATION.	74
21.3 RATING OF TECHNICAL OFFERS.....	76
ARTICLE 22 - EVALUATION OF FINANCIAL OFFERS (FINANCIAL EVALUATION).....	78
ARTICLE 23 - COMPARATIVE EVALUATION OF TENDERS	80
FOR THE PURPOSES OF THE FINAL QUALIFICATION OF THE CONTRACTOR THE CRITERION WILL BE THE MOST ECONOMICALLY ADVANTAGEOUS TENDER. SUCH TENDER WILL BE DESIGNATED AS FOLLOWS:	80
23.1. TECHNICAL EVALUATION.....	80
23.2. FINANCIAL EVALUATION	81
23.3. FINAL EVALUATION.....	81

ARTICLE 24 - CLARIFICATIONS ON THE TENDERS.....	82
ARTICLE 25 - OBJECTIONS.....	83
ARTICLE 26 - DISMISSAL OF TENDERS	85
ARTICLE 27 - RESULTS - AWARD OF THE TENDER PROCEDURE - ABORTION	86
CHAPTER E. GENERAL TERMS OF THE CONTRACT	88
ARTICLE 28 - DURATION OF THE PROJECT	88
ARTICLE 29 - ADDITIONAL OBLIGATIONS OF THE CONTRACTOR (OR CONTRACTORS).....	89
29.1. <i>SPECIAL TERMS OF AWARD</i>	90
29.2. <i>FORFEITURE OF THE CONTRACTOR'S RIGHTS</i>	93
29.3. <i>RESOLUTION OF DISPUTES</i>	93
ARTICLE 30 - CLAUSES AND GRANTING OF LETTERS OF GUARANTEE	94
ARTICLE 31 - INTELLECTUAL PROPERTY RIGHTS	96
ARTICLE 32 - FINANCIAL SCOPE - CONTRACTOR'S FEES	98
ARTICLE 33 - PAYMENT OF THE ACCOUNTS - TERMS OF PAYMENT.	98
ARTICLE 34 - THE CONTRACT	99
ARTICLE 35 - ANNEXES	99
ANNEX A'	101
SAMPLE FORM 1 - LETTER FORM ACCOMPANYING THE PARTICIPANT'S TENDER (SIMPLE).....	101
SAMPLE FORM 2 - LETTER FORM ACCOMPANYING THE PARTICIPANT'S TENDER (REGARDING JOINT VENTURES/CONSORTIA).....	102
ANNEX B.....	103
SAMPLE FORM 1 - PARTICIPATION GUARANTEE.....	103
SAMPLE FORM 2 - GOOD PERFORMANCE / EXECUTION GUARANTEE	106
ANNEX C'	109
DRAFT AWARD CONTRACT.....	109
<i>ARTICLE 1 - SCOPE OF THE CONTRACT</i>	110
<i>ARTICLE 2 - DURATION OF THE CONTRACT</i>	111
<i>ARTICLE 3 - AMOUNT AGREED UPON</i>	111
<i>ARTICLE 4 - GOOD PERFORMANCE LETTER OF GUARANTEE WITH RESPECT TO THE CONTRACT</i>	112
<i>ARTICLE 5 - SPECIAL TERMS OF THE CONTRACT - CONTRACTOR'S OBLIGATIONS</i>	113
<i>ARTICLE 6 - INTELLECTUAL PROPERTY RIGHTS</i>	116
<i>ARTICLE 7 - TERMINATION OF THE CONTRACT</i>	117
<i>ARTICLE 8 - RESOLUTION OF DISPUTES</i>	119
<i>ARTICLE 9 - APPOINTMENT OF A PROCESS AGENT</i>	120
<i>ARTICLE 10</i>	120
ANNEX D	122
<i>FLOOR PLANS</i>	122

- *The floor plan of the exhibition area*122
- *The floor plan of GNTO's area*122

CHAPTER A'
GENERAL AND SPECIAL TERMS OF THE TENDER
PROCEDURE

PREAMBLE - LANGUAGE

a. Upon submission of its tender, the Tenderer, as long as it has not timely filed the objection envisaged by Article 15 paragraph 2 of Presidential Decree 118/1007 versus the present notice or if such objection has been dismissed, will be regarded as having fully accepted, and without any reservations, all of the terms of the present notice (the general and technical terms and all of the terms and conditions governing the present Notice as the sole basis of this tender procedure) and the tenderer will not be entitled through his/its tender or in any other manner whatsoever to oppose either directly or indirectly the above-mentioned terms.

The Tenderers are expected to carefully examine and comply with all of the instructions, formalities, terms and conditions of the present Notice.

Any omission concerning the submission of the tender, within the time limits being laid down, may cause the dismissal of the tender.

b. All of the documents that are required for the carrying out of the tender procedure and the participation in the tender procedure will be drawn up in Greek. However, documents will also be accepted if they are drawn up in a language of any of the

countries the citizens of which are entitled to participate in the tender procedure, on condition that such documents are lawfully drawn up and accompanied by an official translation into Greek to be signed by any person authorised to make translations according to law.

ARTICLE 1 SCOPE OF THE TENDER PROCEDURE - BUDGET (ESTIMATED COST)

The Public Law Legal Entity named Greek National Tourism Organisation (GNTO) calls for an international open tender, having as an award criterion the most economically advantageous tender, for the selection of a contractor to whom/which will be awarded the project entitled "**design, construction, fitting out, decoration and - after the end of the exhibition - dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010) which will take place in London, Great Britain on 8-11 November 2010**".

The total estimated cost/budget of such project will be up to the amount of **EUR 326,250.00 (three hundred and twenty six thousand two hundred and fifty Euro)** plus the Value Added Tax (VAT) and the lawful deductions.

ARTICLE 2

DETAILS OF THE CONTRACTING AUTHORITY

2.1 The present tender procedure, the award of the result of the tender procedure, the assignment of the project and the conclusion of the contract with the project contractor will be carried out by the Greek National Tourism Organisation (GNTO) Directorate for Administration and Directorate for Market Research and Advertising at its seat situated at 7, Anastasiou Tsocha Street, Ambelokipi, Athens, Postal Code 115 21, Tel.: 210 870 7328, Fax No: 210 646 6091, webpage www.visitgreece.gr, e-mail address marketing@gnto.gr

2.2 Tender Procedure Committee

The tender procedure will be carried out by a special committee which will be established under a decision issued by GNTO's President. The Committee will be authorised to open the envelops/dossiers, to examine the supporting documents to evaluate and rate the proposals of the participants in the tender procedure and deal with any other matter provided for by the provisions of Presidential Decree 118/2007 (Official Gazette No 150/A/10.7.07) as well as with any other matter to be laid down under the decision by which such committee will be established. The Committee's evaluation will be of an advisory nature.

The said Committee is referred to in many articles of the present

notice and, in particular, in those of chapter D', either with its full name, to wit "Tender Procedure Committee" or simply as "Committee".

Note: Two further committees are also referred to in the present notice with a different composition, vis-à-vis the above-mentioned committee, and powers, to wit:

- a) The Objections Evaluation Committee which is referred to in Article 25 and
- b) The Stands Acceptance Committee referred to in the Draft Contract.

2.3 Information - competent officer

The interested parties may receive information on the tender procedure by Mrs Kyriaki Boulasidou, GNTO's authorised officer in respect of the present tender procedure, e-mail address boulasidou_k_@gnto.gr, telephone No 210 8707052 and from the Directorate for Market Research and Advertising pursuant to the contact details referred to in paragraph 2.1 of the present article.

ARTICLE 3 - LEGAL FRAMEWORK

The tender procedure will be carried out according to the following:

1. According to the provisions of the law in force and, in particular:

a) According to the provisions of Presidential Decree 60/2007 (Official Gazette No 64/A/16.03.2007) on "adaptation of the Greek Law on Public Service Contracts to the provisions of Directive 2004/18/EC, as it was amended by Directive 2005/51/EC of the Commission and Directive 2005/75/EC of the European Council and the Council of 16.11.2005,

b) According to the provisions of Presidential Decree 118/2007 (Official Gazette No 150/A/10.7.07) on "Rules on Public Procurement.

c) According to the provisions of Law 2286/1995 (Official Gazette 19/A/1-2-1995) on "Public procurement and dealing with similar items"

d) According to the provisions of Law 2362/1995 (Official Gazette No 247/A/27.11.1995) on "Governmental Accounting, Audit of Public Spending and other provisions", as it is currently in force.

2. According to the terms of the present notice.

ARTICLE 4 - PUBLICATION OF THE NOTICE

Under GNTO's care:

a) A summary of the most important details of the notice will be sent for publication in the Section for Public Contract Notices of the Official Gazette and in at least two (2) daily financial newspapers with a broad circulation.

b) The notice will be posted at a conspicuous place of the building occupied by GNTO's central agencies (7, Tsocha Street).

c) The notice will be sent to the Chambers and to the Hellenic Organisation of Small and Medium-Size Industries and Handicrafts (EOMMMEX).

d) The notice will be sent to the Office for Official Publications of the European Communities on 29.07.2010.

e) The summary will also be posted on the internet on the webpage www.visitgreece.gr & www.gnto.gr on 29.07.2010.

ARTICLE 5

PLACE AND TIME OF SUBMISSION OF TENDERS

Those who want to participate in the tender procedure will be obliged to file their tenders **not later than Monday 20.09.2010**

at 10:00 hours with the Greek National Tourism Organisation, 7, Tsocha Street, Postal Code 115 21 Ambelokipi Athens, Directorate for Administration, 1st Floor - General Register Department with the reference - **FOR THE TENDER PROCEDURE - for the selection of a contractor who will undertake "the design, construction, fitting out, decoration and - after the end of the exhibition, the dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010) which will take place in London, Great Britain on 8-11 November 2010, having as an award criterion the most economically advantageous tender"** and they will state the Name, Address, Telephone number, Fax number, and e-mail address of the participant. The tenders shall have to be submitted in writing together with an accompanying letter (Draft letter, ANNEX A) directly or by post and they must be filed with GNTO's General Register Department up to the above-mentioned date and time.

The tenders may be sent to GNTO in any manner whatsoever and they will be accepted upon the issue of a receipt on the necessary, however, condition that they will have been received by GNTO not later than the aforesaid date and time.

Any tenders which do not fulfil the aforesaid conditions shall not be taken into account.

Any tenders that are received by GNTO in any manner whatsoever but out of time will be sent back without being opened.

For the return a written declaration on the part of the participant will be required that such participant waives the submission of objections and judicial remedies and methods of review versus the return deed without any opening of their tenders.

For the tenders that are received by GNTO in any manner whatsoever prior to the carrying out of the tender procedure the provisions of Article 11 paragraph 6 of Presidential Decree 118/2007 (Official Gazette No 150/A/10-7-07) shall apply.

The tenders, after their opening, will be received by GNTO's competent Directorate.

ARTICLE 6

MANNER IN WHICH THE TENDER PROCEDURE DOCUMENTS ARE OBTAINED

The present notice comprises all of the terms, technical specifications, terms of reference, information and details of the tender procedure.

The receipt of the present notice in electronic form from GNTO's webpage is equally valid to its receipt in a printed form

or through e-mail from the Directorate for Market Research and Advertising of GNTO. In the event that the notice is received through GNTO's webpage the floor plans of ANNEX D' to such notice shall have also to be received from the aforesaid webpage ([www.visitgreece.gr/calls to tender](http://www.visitgreece.gr/calls_to_tender)), where they have been posted within files adjacent to the file of the notice.

The recipients of the notice, regardless of the manner in which it is obtained by them, will be obliged to check it insofar as its completeness is concerned, according to the table of contents, the total number of pages, the order of articles, etc., and if they find any omission they will be obliged to notify GNTO of that in writing and ask for a new complete copy. Any objections against the legality of the tender procedure on the grounds of non-completeness of the copy received will be dismissed as inadmissible.

The interested parties that will participate in the tender procedure, regardless of the manner in which the notice was received, shall have to communicate their intention to GNTO by giving their particulars (name, address, telephone number, fax number, e-mail address) so that GNTO may send any clarificatory documents to them.

ARTICLE 7 - PROVIDING CLARIFICATIONS ON THE NOTICE

In the event that supplementary information or explanations are asked for by the interested parties relative to the present notice not later than eight (8) days prior to the expiration of the time limit for the submission of the objection referred to in Article 25a' of the present notice (Article 15 paragraph 2a of Presidential Decree 118/2007), such information/explanations will be provided not later than three (3) days prior to the expiration of the above-mentioned time limit.

In any other case in which the above-mentioned supplementary information or explanations are asked for being given by the interested parties (suppliers), such supplementary information or explanations will be given not later than six (6) days prior to the date of submission of the tenders without the participant being entitled to an objection by virtue of Article 15 paragraph 2a of Presidential Decree 118/2007.

The applications for the provision of supplementary information or explanations, relative to the present notice, shall have to be addressed in writing to GNTO, Directorate for Marketing Research and Advertising, 7, Anastasiou Tsocha Street, 115 21 Athens, Fax No 210 6466091.

GNTO will send replies in writing to such requests for

supplementary information or explanations, if any, to all of the participants who will have received the notice document and will have communicated their necessary details, regardless of which of them or without any notification as to which of them has asked for such replies. The said answers will also be published on GNTTO's web page www.visitgreece.gr

No participant will be entitled, in any event, to invoke oral answers on the part of GNTTO.

CHAPTER B' RIGHT OF PARTICIPATION - SUPPORTING DOCUMENTS

ARTICLE 8 - PARTIES ENTITLED TO PARTICIPATE - EXCLUSION FROM THE TENDER PROCEDURE

8.1. Right of participation

Subject to paragraph 2 of the present article, the tender procedure may be participated in:

a) by natural persons who are citizens of member states of the European Union (EU) or the European Economic Area (EEA), duly established within the European Union or within the EEA's member state, or by foreign professionals established in third countries which have entered into association agreements with the European Union.

b) Legal entities or associations of them which have been established according to the law of a member state of the European Union and have their registered offices, their central management or their central establishment within the European Union or within the European Economic Area or within the member states that have signed the Government Procurement Agreement of the WTO (World Trade Organisation) which was ratified by Greece by Law 2513/97 (Official Gazette No A'139/27.6.97, 5147) - on condition that the contract is covered by the GPA - or within third countries which have entered into association agreements with the European Union.

c) by Joint Ventures / Consortia of service providers the members of which (natural persons or legal entities as they are referred to in preceding paragraphs 1a and 1b of the present article) will be liable towards GNTO jointly and severally and they may submit a joint tender and be qualified as advertising services contractors.

All of the above-mentioned parties shall have to be implementing activities similar to the project being pronounced and must have proven experience in regard to similar projects at an international level in regard to the design, fitting out and decoration of international exhibition stands and must fulfil the conditions of economic and financial adequacy and the

conditions of technical and professional capacity which will arise from the above-mentioned supporting documents.

Further below in the present notice the term "Contractor" will pertain to all of the above-mentioned categories referred to under a, b and c categories.

The participants who do not have a registered office situated in Greece shall have to fulfil the participation conditions on the basis of the relevant law in force of the country in which their registered offices are situated.

In the event of lack of relevant law, the participants shall have to fulfil the conditions of entering into a "Public Contract", as the latter is defined in Presidential Decree 60/2007 (Official Gazette No 64/A/16.3.07).

In the case of Joint Ventures / Consortia it is not required for them to have been clothed with a particular legal form in order for them to be able to submit a tender.

This, however, might be required by GNTO in the case of their qualification and, mainly, they might be required to submit to GNTO, prior to the signature of the pertinent contract, the relevant Joint Venture agreement duly published in the competent First Instance Court.

The Joint Venturers or the Members of the Consortia shall be, each of them, jointly and severally and unlimitedly liable vis à

vis GNT0 for their participation in the tender procedure. Further, each of the Joint Venturers or the Members of the Consortia shall be jointly and severally and unlimitedly liable for their participation in the tender procedure. Further, the Joint Venturers or the Members of the Consortia shall be jointly and severally and unlimitedly liable for the performance of the contract even if, in case they are qualified, they are required by GNT0 to be clothed with a particular legal form.

A natural person or a legal entity participating either autonomously or along with other natural persons or legal entities in the tender procedure will be prohibited from participating through more than one tender.

For this reason and for ensuring the existence of real conditions of competition, the above-mentioned natural person or legal entity, who/which submitted his/its own tender, may not participate in the tender procedure also as member or as a shareholder of a partnership or a limited liability company (EPE) or a corporation (société anonyme) which participates in the tender procedure by a rate larger than 50%, or as a member of a consortium or a joint venture participating in the tender procedure.

No tenders will be accepted with respect to a part of the project, as such project is defined in Article 16 of the present document, but such tenders shall have to pertain to the entire project of the

present notice.

8.2 Exclusion of participants

The following persons will be excluded from the tender procedure as long as they fall into the following cases:

a) Those who do not meet the criteria laid down in Article 43 of Presidential Decree 60/2007 (Official Gazette No 64/A/16.3.2007) and, in particular:

Those participants who have been convicted, by virtue of a final conviction, of the following:

i) participation into a criminal organisation, as the latter is defined in Article 2 paragraph 1 of the joint action of 98/773/JHA of the Council.

ii) Bribery, as the latter is defined respectively in Article 3 of the act of the Council dated 26 May 1997 (21) and in Article 3 paragraph 1 of the joint action 98/742/CFSP of the Council.

iii) Fraud, within the meaning of Article 1 of the Convention on the Protection of the European Communities' financial interests.

iv) Laundering of the proceeds of crime, as it is provided for in Article 1 of Directive 91/308/EEC of the Council, of 10 June 1991, on prevention of the use of the financial system for the purpose of money laundering.

b) Those who are in a state of bankruptcy, liquidation, cessation of activities, compulsory receivership or composition in bankruptcy or in any analogous condition whatsoever which arises from a similar procedure and is provided for in the national laws and regulations.

c) Those who against them a procedure pertaining to the declaration of bankruptcy or a procedure pertaining to liquidation, compulsory receivership, composition in bankruptcy or any other similar procedure provided for by national laws and regulations has been initiated.

d) Those who have been convicted under a judicial decision with a res judicata effect whereby an offence has been verified by it relative to their professional activities and conduct.

e) Those who have committed a serious professional offence which may be ascertained in any manner whatsoever by the Contracting Authority.

f) Those who have not fulfilled their obligations as concerns the payment of social security contributions according to the Greek law or the law of the country in which they are established.

g) Those who have not fulfilled their obligations relative to the payment of taxes and dues according to the Greek law or the law

of the country in which they are established.

h) Those who are guilty of submission of a false declaration or omission to submit information which is required in compliance with the present chapter or those who have not submitted such information.

i) In so far as the foreign natural persons or legal entities are concerned, those who have committed the same or similar acts or omissions, those who have committed the same or similar offences or those who have sustained sanctions similar to the above-mentioned ones, according to the laws and regulations being applied to them, as appropriate.

j) Those who have been excluded, with a *res judicata* effect, from by a Public Agency or by a public law legal entity because they did not fulfil their contractual obligations.

k) Those foreign natural persons or legal entities that have sustained sanctions similar to the foregoing.

l) Those who have not produced the documents required by Article 9 of the present Notice or those who did not submit the tenders according to the provisions of Chapter C Articles 11 - 12, 13 hereof.

ARTICLE 9 - PARTICIPATION SUPPORTING DOCUMENTS

The participants in the tender procedure will be obliged to submit along with their tenders, under pain of exclusion, the following supporting documents, as appropriate :

a) A letter of guarantee for the participation in the tender procedure in accordance with the provisions of article 25 of Presidential Decree 118/2007.

b) A Statutory Declaration according to Article 8, paragraph 4 of Law 1599/1986 (Official Gazette 75/A/1986), as it is from time to time in force, with validation of the authenticity of the signature in which the following shall have to be mentioned :

i) The details of the tender procedure or the award procedure in which they participate.

ii) It shall have to be declared that up to the date of the submission of their tender:

- they have not been convicted under an irrevocable decision of any of the offences referred to in paragraph 2a (1) of this article - and they are not subject to one of the cases referred to in Article 6 paragraph 2a (2) of Presidential Decree 118/2007,
- they are not subject to one of the situations referred to in Article 6 paragraph 2A (2) of Presidential Decree

118/2007,

- They are up to date in regard to their obligations concerning the social security contributions and concerning their tax obligations (Article 6 paragraph 2a (3) of Presidential Decree 118/2007).
- they are registered with the pertinent Chamber or they practice an agricultural or stockbreeding occupation, as appropriate, according to the provisions of Article 6 paragraph 2a (4) and Article 6 paragraph 2b (3) of Presidential Decree 118/2007,
- they are not subject to one of the situations referred to in Article 6 paragraph 2c (2) of Presidential Decree 118/2007

iii) The obligation must be assumed for the timely and appropriate submission of the supporting documents referred to in Article 6 paragraph 2 of Presidential Decree 118/2007 and in conformity with the terms and conditions of Article 20 of Presidential Decree 118/2007.

c) If the suppliers participate in the tender procedure through a representative of them, they will submit a representation document along with their tender.

It is clarified that:

a) in the case of natural persons a letter of representation

authority will be submitted providing power and authority to the representative for the participation of the party being represented in the tender procedure.

Such letter of authority will be appropriately validated in regard to the authenticity of the signature, and

b) in the case of companies, the following documents will be submitted : a certified copy of the articles of incorporation/association of the company of any nature, the issue of the Official Gazette in which the management and the representation of the corporation has been published as well as the relevant representation document of the company granted to its representative for the participation in the tender procedure.

When a notarial representation power of attorney is submitted for the participation in the tender procedure according to Article 6 of Presidential Decree 118/2007 or a certified copy thereof, the submission of the aforesaid documents will not be necessary.

Every participant will assume the responsibility for the accuracy of all the data/details submitted by him/it being subject, in the event of submission of inaccurate or untrue data/details, to the sanctions provided for by the provisions of Law 1599/1986.

9.1 Clarifications

It is pointed out that:

a) In all of the cases that are included in the present article (with the exception of the supporting documents that are required to be submitted along with the technical offer dossier) the following will be necessary:

all of the participation supporting documents must be placed within the main envelope.

The supporting documents that are not included in the main envelope or the supporting documents that are being submitted after the expiration of the time limit for the submission of the tenders will not be accepted.

b) The lack of even one of the participation supporting documents shall entail the exclusion of the participant and the non-evaluation of the proposal.

In that case, the technical and financial offer dossiers shall not be opened and they will be returned to the interested party that had submitted them through the competent Agency along with the participation letter of guarantee, provided such party declares in writing and without reservations that such party waives the contestation of the decisions issued by the tender procedure Committee and GNTO through an objection or other judicial methods of review or judicial remedies.

If, however, an objection is initiated or any judicial remedy by the party concerned the return of the dossier to him/it will be effected after the rendering of an irrevocable court decision.

c) Any supporting documents which are issued in a state outside Greece will obligatorily be accompanied, and under pain of exclusion, by an official translation thereof into Greek.

d) The Tender Procedure Committee may ask for supplements and clarifications on the supporting documents which have been submitted and the participants will be obliged to act accordingly within a time limit that will be set by the Committee, otherwise their tenders will be dismissed.

9.2 SUPPORTING DOCUMENTS AFTER THE EVALUATION OF TENDERS

After the evaluation of tenders, according to Article 20 of the present document, the participant, to whom/which the award is about to be made, within a time limit of twenty (20) days of the communication to him/it of the relevant written advice, upon acknowledgement of receipt or in conformity with Law 2672/1998 (A' 290), will be obliged to submit within a sealed envelope the following records and supporting documents which will be opened and checked according to the procedure envisaged by Article 19 paragraph 6 hereof:

9.2.1. Greek citizens:

1) An extract from the judicial/criminal record which must have

been issued not more than three (3) months prior to the communication of the above-mentioned written advice, from which it must transpire that they have not been convicted under an irrevocable court decision of any of the offences referred to in Article 43 paragraph 1 of Presidential Decree 60/2007, of any of the offences referred to in the Price Control Code, relative to the implementation of their professional activities, as long as this is referred to in the notice, or of any of the offences of embezzlement, fraud, extortion, forgery, perjury, bribery and intentional bankruptcy.

2) A certificate issued by the competent judicial or administrative authority over the last six-month period prior to the communication of the above-mentioned written advice from which it must transpire that they have not been declared bankrupt or that they are not subject to a procedure pertaining to the declaration of bankruptcy.

3) A certificate issued by a competent authority, as the case may be, from which it must transpire that as of the date of the above-mentioned written advice they are up to date in regard to their debts pertaining to the social security contributions (main and secondary social security) and in regard to their tax debts.

In the event that they are established abroad, the supporting documents referred to in the above-mentioned cases (2) and (3) will be issued on the basis of the law in force in the country in

which they are established and by which the relevant certificate will be issued.

4) A certificate issued by the pertinent Chamber whereby the following will be certified:

on the one hand, their registration with this Chamber and their special occupation, as of the date of the conduct of the tender procedure, and, on the other hand, that they continue to be recorded in such chamber up to the service of the above-mentioned written advice.

For those who are practicing an agricultural or a stockbreeding occupation, a relevant occupation practice certificate will be required that will be issued by a competent authority of the Public Sector or by the pertinent OTA (Local Government Organisation).

9.2.2. Foreign citizens

1) An extract from the judicial / criminal records or an equivalent document issued by a competent administrative or judicial authority of the country in which they are established.

These documents must have been issued during the last three-month period prior to the communication of the above-mentioned written advice. It shall have to transpire from these documents that have not been convicted by virtue of an irrevocable court decision of any of the offences referred to in paragraph 2 a (1) of the present article.

2) A certificate issued by the competent judicial or administrative authority, as the case may be, of the country in which they are established, from which it must transpire that they are not subject to one of the conditions referred to in subparagraph a (2) or to another analogous situation or procedure and that the conditions referred to in paragraph 2 a (3) of the present article are fulfilled.

3) A certificate issued by the competent authority of the country in which they are established from which it must transpire that they were recorded in the records of the pertinent Chamber or in equivalent professional organisations as of the date of the conduct of the tender procedure and that they continue to remain recorded up to the service of the above-mentioned written advice.

9.2.3. The domestic or foreign legal entities:

1) The above-mentioned supporting documents referred to in paragraph 2 a and b of the present article, respectively.

2) A certificate issued by a competent judicial or administrative authority over the last six-month period prior to the communication of the aforesaid written advice referred to in paragraph 2.

It must transpire from this certificate that they are not subject to an ordinary liquidation provided for by Codified Law 2190/1920, as it is from time to time in force, or that they are not subject to the special liquidation provided for by Article 1892/1990 (A'101), as it is from time to time in force, or that they are not subject to other analogous situations (only with respect to foreign legal entities) and, further, that they are not subject to a procedure pertaining to the rendering of a decision for an ordinary or special liquidation referred to in the above-mentioned statutes or to other analogous situations (only with respect to foreign legal entities).

3) In particular, the above-mentioned legal entities must produce with respect to the managers, in the cases of Limited Liability Companies (EPE) and partnerships (General Partnerships and Limited Partnerships) and with respect to the president and managing director in regard to corporations (Sociétés Anonymes) an extract from the judicial / criminal record or another equivalent document issued by a competent administrative or judicial authority of the country in which they are established.

From this document it must transpire that the above-mentioned persons have not been convicted under an irrevocable court decision of any of the offences referred to in paragraph 2 a (1) of the present article.

(4) With respect to domestic corporations (Sociétés Anonymes) the aforesaid liquidation certificates referred to in paragraph 2 c (2) of the present article will be issued, as concerns the ordinary liquidation, by the competent agency of the prefectural authority, in the Corporation Register of which the corporation participating in the tender procedure is recorded, according to the provisions of Articles 7a.1k and 7b.12 of Codified Law 2190/1920, as it is from time to time in force, and as concerns the special liquidation envisaged by Law 1892/1990, as it is from time to time in force, by the competent Court of Appeal of the place at which the registered office of the corporation, which is subject to special liquidation, is situated.

With respect to domestic limited liability companies (EPE) and partnerships (General Partnerships and Limited Partnerships) the liquidation certificate will be issued by the competent Chamber of the First Instance Court of the place at which the registered office is situated of the company / partnership that participates in the tender procedure.

9.2.4. The Cooperatives:

1) An extract from the judicial/criminal record issued during the last three-month period prior to the communication of the above-mentioned written advice or another equivalent document issued by the competent administrative or judicial authority of the country in which the cooperative is established and from

which it must transpire that the Chairman of the cooperative's Board of Directors has not been convicted under an irrevocable court decision of any of the offences referred to in paragraph 2 a (1) of the present article.

2) The supporting documents referred to in paragraph 2 a (2) and (3) of the present article, as long as it has to do with domestic cooperatives and the supporting documents referred to in paragraph 2 subparagraph c (2) of the present article, as long as it has to do with foreign cooperatives, respectively.

3) A certificate issued by a competent authority whereby it will be certified that the cooperative operates lawfully.

9.2.5. The consortia of suppliers which submit a joint tender:

The above-mentioned supporting documents, as appropriate, will be submitted for each supplier participating in the consortium.

The non-timely or the non-appropriate submission of the supporting documents referred to in paragraph 1 hereof (Participation Supporting Documents) shall constitute a reason for the supplier's exclusion from the tender procedure.

9.3 SUPPLEMENTS - CLARIFICATIONS

The Tender and Evaluation Committee may ask for supplements and clarifications in regard to the supporting documents that have already been submitted and the participants will be obliged to act within the time limit set by the Committee, otherwise the tender will be dismissed.

9.4 Potential, per each specific case, replacement of certificates

If in a certain country, even in Greece, the above-mentioned certificates or documents are not issued, or if those that are issued do not cover all of the above-mentioned cases, it will only be possible, exceptionally, for them to be replaced and they will, obligatorily, be replaced by an affidavit given before a judicial or administrative authority or before a notary public or before any other competent authority of the country in which the company has been established with a period of validity that will be specified respectively for the certificate or the document referred to in the present article.

In countries in which no affidavit is envisaged, such document may be replaced by a statutory declaration (Article 8 of Law 1599/1986) or by an equivalent document with respect to foreign natural persons or foreign legal entities executed before a judicial or an administrative authority or before a notary public or a competent professional association. In any event the authenticity of the declarant's signature will be certified by a competent judicial or administrative authority or by a notary public (Article 43 of Presidential Decree 60/2007 and Article 6

paragraph 3 of Presidential Decree 118/2007).

ARTICLE 10

LETTERS OF GUARANTEE

10.1 The letters of guarantee will be issued by a recognised banking or credit institution or by another legal entity lawfully operating in Greece or in another member State of the European Union and the European Economic Area (EEA) and having this right, according to the law in force in these member States.

The letters of guarantee may also derive from a banking or credit institution lawfully operating in a country-member of a bilateral or multilateral agreement/convention with the European Union or in a country that has signed and ratified the Government Procurement Agreement [GPA] of the World Trade Organisation [WTO] and has the relevant right to issue letters of guarantee.

10.2 Any letters of guarantee which are issued in any of the above-mentioned states, except for Greece, will be obligatorily accompanied by their official translation into Greek.

10.3 The letters of guarantee shall have to be drawn up according to the sample forms contained in ANNEX B hereto.

10.4 In the event of a Joint Venture/Consortium the letters of guarantee shall have to be issued in the name of all of the members of the Joint Venture/Consortium and they shall have to

include a clause according to which the guarantee will cover the obligations of all of the members of the Joint Venture / Consortium.

10.5 Every tender / offer of those participating in the tender procedure must obligatorily and under pain of exclusion be accompanied by a participation letter of guarantee whereof the amount must cover, in Euro, 5% of the total estimated value of the project (including VAT) to wit the amount of **EUR 20,064.40**).

10.6 The participation letter of guarantee must be valid over a period of six (6) months at least after the expiration of the period of validity of the offer / tender.

The participation letter of guarantee must include the details referred to in Article 25 paragraphs 3 and 4 of Presidential Decree 118/2007, while the good performance guarantee must include the details referred to in Article 25 paragraphs 3 and 5 of Presidential Decree 118/2007.

10.7 The participation letters of guarantee will be returned to the Contractor, to whom / which the Contract was awarded or assigned after the submission of the envisaged good performance letter of guarantee and within a period of ten (10) days following the signature of the contract.

The participation letters of guarantee of the other financial entities that participated in the tender procedure will be returned to them within a period of ten (10) days following the date of

announcement of the award or assignment.

10.8 The participant to which/to whom the tender procedure result will be awarded will be obliged not later than the signature of the relevant contract to produce a good performance letter of guarantee with respect to the terms of the contract that will amount to **10% of the contract price excluding VAT**, in conformity with sample form 2 comprised in Annex B.

10.9 Save as aforesaid, the provisions of Article 25 of Presidential Decree 118/2007 (Official Gazette No 150/A/10.7.07) shall apply.

CHAPTER C. PREPARATION - SUBMISSION OF TENDERS

ARTICLE 11 - MANNER OF SUBMISSION OF TENDERS

11.1. Those who want to participate in the tender procedure will be obliged to submit written tenders not later than Monday 20.09.2010 until 10:00 hours to the Greek National Tourism Organisation, 7, Anastasiou Tsocha Street, Postal Code 115 21, Ambelokipi, Athens, Directorate for Administration, 1st floor - General Register Department.

In these tenders must be comprised the details under a-e inclusive of paragraph 11.6 of the present article and in

conformity with article 5 hereof.

The tenders must be filed along with an accompanying letter a sample form of which is included in Annex A' attached hereto.

11.2 The tenders may be sent to GNT0 in any manner whatsoever and be received upon the issuance of a receipt on condition that they will reach GNT0 within the time limit (date and time) laid down in the present notice.

11.3 Those tenders that will have been submitted and timely received by the Directorate for Administration of GNT0 will be accepted.

11.4 Any tenders that are submitted to or received by GNT0 in any manner whatsoever out of time will be excluded from the tender procedure. THEY WILL NOT be opened and they will be returned as "submitted out of time" on the basis of the procedure laid down in Article 21 paragraph 21.2 hereof.

11.5 Any tenders that reach GNT0 in any manner whatsoever prior to the conduct of the tender procedure will not be opened but they will be delivered to the tender procedure Committee which will accept them, prior to the expiration of the time limit for their submission which is envisaged by the present notice, so that they may be opened along with the other tenders that were filed according to the aforesaid procedure.

All of the timely-submitted tenders, regardless of the manner in which and the time at which they were received by GNTO will be opened by the Committee on the date which is fixed by the present notice.

11.6 The following must be clearly written on the single sealed envelope (or container) of each tender:

a. The following reference:

TENDER
CONCERNING THE TENDER COMPETITION FOR THE
QUALIFICATION OF A CONTRACTOR FOR THE
PROJECT ENTITLED:
"Design, construction, fitting out of any nature, decoration and - after the end of the exhibition - dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010), which will take place in London, Great Britain on 8-11 November 2010 having as award criterion the most economically advantageous tender."

b. The full title of the competent Agency conducting the tender procedure

c. The number of the notice.

- d. The date of conduct of the tender procedure.
- e. The details of the participant, to wit, name, address, telephone number and fax number, e-mail address.

The above-mentioned reference as well as the other details must also be clearly written on both individual sealed envelopes/dossiers containing the technical offer and the financial offer.

In the event of a joint venture the full name and address as well as the telephone and fax numbers and the e-mail addresses of all of the joint venturers must be referred to.

11.7 Contents of the tenders

11.7.1. The tenders will be drawn up, under pain of exclusion, according to the terms of the present notice and will be submitted in two copies within a single sealed envelope (main envelope) on which the details laid down in paragraph 10.6 a-e inclusive of the preceding article hereof will be written.

Within the main tender envelope all of the supporting documents and records required during the stage of submission of the tender will be placed under pain of exclusion as follows:

(1) The **participation supporting documents**, as they are laid down in Article 9 of the present notice.

(2) The **technical** as well as the other details of the tender as they are required by the present notice (Article 12) will be placed in a separate sealed envelope/dossier bearing the reference "**Technical Offer**" which, afterwards, will be placed within the main envelope.

(3) The **financial details** of the tender will be placed, **under pain of dismissal**, in a special sealed envelope/dossier bearing the reference "**Financial Offer**" which afterwards will also be placed within the main envelope.

11.7.2 All of the above-mentioned envelopes will be submitted in two (2) copies, one (1) with the reference "ORIGINAL" and one (1) with the reference "TRUE COPY".

On the one of them which is designated as original and on each page thereof must be clearly written the word "ORIGINAL" and it must be initialled by the participant.

The contents of the original shall prevail over the other copies in case of disagreement of them with the original.

11.7.3 The envelopes/dossiers entitled "Technical Offer" and "Financial Offer" will also bear the references of the main envelope (Article 11 paragraph 11.6 a-e inclusive hereof).

11.7.4 In the event that the technical details/records of the tender may not, by reason of their large volume, be placed within the main envelope, they will be packed separately and will follow the main envelope bearing the reference "Annex to the Tender" and will also bear the references of the main envelope (Article 11 paragraph 11.6 a-e inclusive hereof).

11.7.5 The tenders must pertain to the whole of the project referred to in the present notice as such project is described in detail in Article 14 thereof. No tenders will be accepted in regard to a part of the above-mentioned project.

11.7.6 The tenders must be drawn up in Greek.

Those who have been drawn up in another language of one of the countries whose citizens are entitled to participate in the tender procedure shall have to be accompanied - under pain of voidness - by an official translation into Greek which will be signed by a person who may lawfully translate them according to law.

11.7.7 In the event that within the contents of the tenders abbreviations of words with a technical or another meaning are used, the participants will be obliged to state in a separate list, accompanying the tenders, such abbreviations together with a full deployment of the words being abbreviated.

11.7.8 The tenders must not contain erasures, additions, corrections.

If within the tender there is any addition or correction it shall have to be clearly written and initialled by the participant.

The competent tender procedure Committee, during the stage of inspection, will initial and stamp the correction or addition, if any.

The tender will be dismissed when corrections exist therein which make them unclear/vague in the opinion of the above-mentioned committee.

11.7.9 The participant, as long as he/it has not submitted in time the objection referred to in Article 15 paragraph 2a of Presidential Decree 118/2007 versus the notice of the tender procedure or if such objection has been dismissed will be regarded as having fully and unreservedly accepted all of the terms of the notice and he/it will not be able, through his/its tender or in any other manner whatsoever, to oppose either directly or indirectly the above-mentioned terms. The submission of an objection versus the notice does not impede the participation in the tender procedure.

11.7.10 Explanations on the tenders:

After the filing of their tenders, the participants will provide explanations on supporting documents lawfully submitted, only if such explanations are requested by the competent tender

procedure Committee, either according to a procedure before it or following a document sent by GNT0 after a relevant opinion issued by the Committee.

Out of the explanations, which will be provided according to the foregoing, will be taken into account only those which refer to points with respect to which the relevant request was submitted by the competent Committee.

11.8 Tender Expenses

All of the expenses and costs, if any, which may be incurred by the Participant for the preparation of his/its tender shall be borne by him/it and will be included in the prices being offered (e.g. voyage expenses, expenses pertaining to the sojourn and maintenance of foreign personnel, etc.).

Regardless of the final result of the present tender procedure, GNT0 will bear no liability whatsoever in regard to such costs or expenses of any nature incurred by any participant or in regard to any kind of remuneration / compensation due to any reason whatsoever.

ARTICLE 12 - CONTENTS OF THE TECHNICAL OFFER

The tenders must give answers in detail and explain the manner in which they cover the scope of the project.

The answers must be formulated in such a manner and order so that the work of the tender procedure Committee may be

facilitated.

12.1 DATA PERTAINING TO THE PARTICIPANTS' EVALUATION

The "**TECHNICAL OFFER**" dossier, which will be separately submitted within a sealed envelope (under pain of dismissal) bearing the name of the interested party and the reference "**TECHNICAL OFFER**" shall have to include the following:

12.1.1 SUBSTANTIATION OF THE PARTICIPANT'S TECHNICAL AND PROFESSIONAL CAPACITY

The participants' technical and professional capacity will be evaluated and checked according to the provisions of Articles 45 and 46 of Presidential Decree 60/2007.

For this purpose the following will be submitted within the technical offer dossier:

- i) Description of the participant's business structure, organisation, staffing, activities and hardware infrastructure.

- ii) Detailed description of the structure, organisation and operation of the team of staff members involved in the project.

The project team will be liable for the smooth performance of the contract and the implementation of the project.

The participants will submit the names and professional

qualifications of the members of the project team together with their CVs and they will appoint the supervisor of such team.

iii) Documentation pertaining to the technical and professional capacity of the participant through the submission of a list of the main projects delivered or services provided over the previous three-year period with a reference to the respective amount, the date and the public or private recipient (of the projects or services).

The delivery of items and the provision of services or the delivery of the projects will be proven as follows:

if the recipient of the items or services is the contracting authority (they will be proven) through certificates that have been issued or validated by the competent authority. If the recipient is a private entity they will be proven through a certificate issued by the recipient of the project or services or, if this not possible, under a simple declaration signed by the financial entity participating in the tender procedure.

A list comprising a brief description of recent projects or services of an analogous nature and size which were executed or provided during the previous three-year period.

Such list will be accompanied by certificates concerning the correct execution of the most important works.

iv) Documentation pertaining to the economic and financial adequacy of the participant through the submission of the

following supporting documents:

a) balance sheets or extracts from balance sheets in the event that the publication of balance sheets is required according to the law of the country in which the participants are established and

b) a declaration regarding the total amount of the turnover in the sector of activities required by the scope of the contract with respect to the last two (2) accounting periods in connection with the date of formation of the financing entity or the commencement of its activity as long as the information with respect to the above-mentioned turnover is available.

v) Any other detail or record substantiating the participant's professional reliability on design, application and production of similar or relevant projects - services.

The non-compliance with the necessary minimum requirements pertaining to financial and technical conditions shall entail the dismissal of the tender (Article 8a paragraph 1 of Presidential Decree 118/2007).

12.1.2 Architectural Approach and Dynamics (1 dossier)

The general and overall picture of GNTO's exhibition area in the WORLD TRAVEL MARKET (WTM) 2010 international tourism

exhibition must be submitted and, in particular:

Photorealistic Drawings:

- Six (6) photorealistic drawings will be given, dimensional, from selected angles depicting the Greek exhibition area (on A2 boards).

- One (1) dimensional drawing of a standard central reception stand, of a single co-exhibitor's stand and of any other special architectural element to be selected by the participant (on A2 boards).

Drawings

Plan drawing, 4 elevations, 2 sections, constructional details.

All of the drawings, photographs and the texts of the technical offer will be submitted in the form of a hard copy and in electronic form (CD).

At least one proposal which must comprise and describe analytical innovative elements giving action, energy and vitality to the exhibition area and admittedly attract the exhibition's visitors.

12.1.3 DOCUMENTATION OF THE PROJECT (1 dossier)

- Analytical Technical Description of the proposed project /

structure and Technical Specifications of all and any items of which the exhibition area is composed.

- Analytical Quantity Survey of Materials.
- Analytical Description of all of the audiovisual devices
- Analytical Description of all of the figurative/visual material
- Detailed lighting study.
- Samples of the construction materials and the equipment of the stand certifying their quality. (It is noted that on each of the samples there must exist an explanatory label denoting their use).

ARTICLE 13 - CONTENTS OF FINANCIAL OFFER

The dossier entitled "**FINANCIAL OFFER**", which will be submitted separately within a sealed envelope (**under pain of dismissal**) bearing the name of the interested party and the reference "**FINANCIAL OFFER**" endorsed thereon shall have to comprise:

A Financial Offer for an amount of up to **EUR 326,250.00 (three hundred and twenty-six thousand two hundred and fifty Euro)** plus VAT for the project entitled: "Design, construction, fitting out, decoration and - after the end of the exhibitions - dismantling and removal from the exhibition area of GNTO's stands at the WORLD TRAVEL MARKET (WTM 2010) International Tourism Exhibition that will take place in

London, Great Britain on 8-11 November 2010. The award criterion will be the most economically advantageous tender".

The financial offer shall comprise the following:

- a) the total cost of the project
- b) detailed calculation of the cost of materials

The Tender Procedure Committee will preserve the right to ask the participants to provide details necessary for the substantiation of the quoted prices.

The prices will be denominated in **EURO** and they shall pertain to the project for which the participant has submitted his/its tender.

The VAT rate will be referred to separately.

It is pointed out that any tenders comprising a price escalation/readjustment clause will be dismissed as inadmissible.

ARTICLE 14 - VALIDITY OF TENDERS

Tenders will be valid and will bind the participants in the tender procedure over a period of 180 (one hundred and eighty) calendar days starting to run as of the day next following the carrying out of the tender procedure as well as over the time period during which the participants have agreed to extend their tender.

Any tender which provides for a validity time period shorter than the period mentioned hereinabove shall be dismissed as

unacceptable.

The validity of the tender may be extended as long as this is asked for by the agency, prior to its expiration, over a maximum period not more than one hundred and eighty (180) calendar days.

Save as aforesaid, the provisions of article 13 of Presidential Decree 118/2007 shall apply.

ARTICLE 15 - ALTERNATIVE TENDERS

No counter-tenders will be accepted but if they are submitted they will be rejected as inadmissible.

No alternative tenders will be accepted but if they are submitted they will be rejected as inadmissible.

ARTICLE 16 - DETAILED DESCRIPTION AND SPECIFICATIONS OF THE PROJECT

16.1 GENERAL DIRECTIVES

The target of GNTO's participation in the above-mentioned tourism exhibitions is:

- the comprehensive and representative presence of Greece in international tourism exhibitions,
- to provide premises to be occupied by co-exhibitors, if any (to wit, by public and/or private entities implementing activities in

the sector of tourism), in operational and independent spaces within the stand area and, therefore, to provide facilities to them during their contacts with respective foreign tourism enterprises or with the public,

- to promote and advertise the Greek tourism product and its constitutive parts / components by successfully utilising and integrating the components of GNTO's advertising campaign in the best possible manner.

For the design of the proposal the participants are called upon to take into account GNTO's current advertising campaign, which has been posted on GNTO's web page www.visitgreece.gr / Advertising Promotion.

The character of GNTO's advertising campaign is based on the following main strategic axes :

- CITY TOURISM (City Breaks)
- CULTURAL TOURISM (Culture)
- SIGHTSEEING TOURISM (Touring)
- CONGRESS AND INCENTIVE TOURISM (Conferences and Incentives)
- SUN / SEA
- LUXURY TOURISM (Luxury)
- SEA TOURISM (Nautical)
- RELIGIOUS TOURISM
- SEA TOURISM (Diving and Yachting)
- DIVING TOURISM
- HEALTH AND WELLNESS TOURISM

The purpose of the qualification procedure is to select the proposal, from among several ones, which will present the most original and best solution from an aesthetics and functionality viewpoint.

16.2 DETAILED DESCRIPTION OF THE EXHIBITION

Name:	WORLD TRAVEL MARKET (WTM)
Place at which it will be staged:	London, Great Britain
Organising company:	REEDEXPO (www.wtmlondon.com)
Subject:	International Tourism Exhibition intended for professionals, one of the most important exhibitions on the international tourism market.
Participants:	Greek National Tourism Organisation (GNTO) and 40-45 co-exhibitors (Greek hotel enterprises, Greek tourist/travel agencies, Regions, Prefectures, Municipalities, Collective Travel Operators, etc.)
Duration:	08.11.2010 - 11.11.2010
Position:	EM1800 and EM1850
Size :	812 square meters (41.5 square meters x 14 square meters and 16.5 square meters x

	14 square meters) (and double deck 110 square meters)
Exhibition area:	ExCel Exhibition Centre, London

The offer must have been drawn up on the basis of the special specifications required by the exhibition area of each exhibition (e.g. frame retardant materials, water soluble paints, etc.) and the exhibition area manual of the exhibition must be taken into account as and when such manual becomes available on the web page of each exhibition.

16.3 REQUIRED AREAS

- Impressive presentation of the area occupied by GNTO.
- Central reception, large desk counter with racks and lateral holders for pamphlets and posters as well as special seats (stools) for the employees.
- The floor of central reception must be illuminated
- Co-exhibitors' stand area from 8 square metres to 12 square metres.
- Communal areas / corridors (minimum width 3.50 m)
- Large central storage room with racks intended for GNTO's printed material with a special place for the control of machines/equipment.
- Storage rooms with racks intended for printed material and with correct arrangement so that the needs of all co-exhibitors may be satisfied.

- A cloakroom adjacent to the central storage room and relevant space for the co-exhibitors - visitors.
- All the foregoing (rooms, cabinets, offices / desks, etc) duly equipped with safety locks.
- The general plan of the stand must be depicted on a plexiglass surface of a satisfactory size situated at the entrance of the stand at a conspicuous place mentioning in English the co-exhibitors' precise positions for the visitors' convenience.

At the double deck (110 sq. metres approximately) the following will be envisaged :

- A meeting room, dimensions 5m x 3m approximately (equipped with a meeting table for 10 persons with a relevant number of chairs, cabinets, coat racks and a presentation monitor).
- A Press room fully equipped (3 places of work each of them comprising a computer, a fax machine, a printer, wireless internet connection, telephone).
- Secretariat Support office (4m x 3m approximately), 1 place of work equipped with a computer, a fax machine, a printer, wireless internet connection, telephone.
- Reception and waiting area fully equipped (seats, tables chairs, etc.)
- Catering area being supported by a Bar and a

storage room (equipped, depending on the operational needs, a sink, water supply, a refrigerator, a cooker, a coffee maker, utensils, bottled water cooler, etc.) and racks for the utensils.

All the foregoing (rooms, cabinets, offices / desks, etc) duly equipped with safety locks.

Dimensions are indicative and are subject to modification according to the architectural proposal to be submitted by the Contractor.

16.4. Standard equipment for a co-exhibitor's stand

- A desk counter bearing the co-exhibitor's name on the front side
- A stool, a table and chairs, a low-profile cabinet equipped with a lock
- 4 backlit photographs, 1.30m x 0.80m at least
- 42" plasma screen
- a DVD player
- Wireless connection with internet
- Prospectus holders
- Partitions between the co-exhibitors stands
- An illuminated sign bearing the co-exhibitor's distinctive title written in English.

All co-exhibitors' signs will be made with the use of the same font.

The co-exhibitors' stands must be equivalent in so far as their promotion is concerned from a site allocation viewpoint so that the co-exhibitors' promotion is ensured with as much as possible access.

The selection and design of the foregoing must be infiltrated by original and aesthetic style.

16.5 FLOORS

For covering the floors, which is indispensable, fitted carpets may be used of appropriate thickness or wood, illuminated glass, metal, various other materials or a combination thereof, of high resistance and capable of being used in exhibitions.

In the event that an elevated floor is chosen, an access ramp shall have to be envisaged for the handicapped persons' access.

If the fitted carpet solution is chosen, then it will be of high-level specifications in different colours, so that the various activities and sectors of the stand will be emphasised.

16.6 PARTITIONS

They will be made of wood or gypsum boards, painted or with self-adhesive printouts, or of glass or metal or plexiglass or a combination thereof, or of backlit photos with an obligatorily blameless finishing.

In the event that the design requirements create gaps on ordinary or partition walls, then such walls will be obligatorily

covered either by printouts deriving from the creative material of GNTO's current advertising campaign or by original visual material to be proposed by the contractor in consultation with GNTO.

16.7 AUDIOVISUAL DEVICES

- **Led screen minimum surface 20 m2 and small pixel (4-6mm) or plasma wall with the same surface integrated in such a way as not to create aesthetic or functional problems**

- Use of 42" and 62" plasma screens with independent projection

- Use of DVD

- Original audiovisual devices being different from the ordinary plasma screens, e.g. images, information graphics, theatrical lighting and sound systems and "sound environment" (audio sound-scapes) etc.

- Incorporation of the presentation screens into modern architectural elements.

16.8 BANNERS

All of the hanging ads either in the form of banners or in the form of hanging cubes or cylinders or in the form of another original proposal hanging from the roof or on the walls of the specific exhibition area will be of large dimensions depending on the volume of the area so that they will designate the stand's

identity.

All of the printouts required for the banners will be of a high resolution and fixed on permanent material (kappa fix, plexiglass).

16.9 LIGHTING

Strong lighting throughout the stand, architectural spotlights, high-quality design lights, moving stage floodlights, laser, optic fibres, backlit illumination for the floors.

16.10 CONTRACTOR'S OBLIGATIONS

- i. Technical support, with immediate replacement of any defective piece of equipment with respect to the following :
 - a) for the smooth operation of the stand and
 - b) for the calibration of the projector systems and the flow of screenings of the audiovisual material.
- ii. Insuring the stand (both materials and structure) during the whole period of the exhibition. Undertaking the expenditure required for the special insurance needed for the erection of the double deck
- iii. The cost of electricity and water supply for the stand will be exclusively borne by the contractor.
- iv. Cleaning the stand prior to the beginning of the exhibition.
- v. Correction of signs, in situ, (in English) at the fascias of the co-exhibitors' stands by inserting their distinctive titles / trade

names.

vi. Immediate replacement of and repairs to any materials or decorative elements which are damaged during the course of the exhibition (the cases of theft are also included).

vii. Any theft or loss concerning any piece of material will be borne by the contractor exclusively.

The offer must have been drawn up on the basis of the special specifications required by the exhibition area of each exhibition (e.g. frame retardant materials, water soluble paints, etc.) and the exhibition area manual of the exhibition must be taken into account as and when such manual becomes available on the web page of each exhibition.

16.11. GENERAL REMARKS

- The contractor will appoint a project supervisor and a project team who will work together with GNTO's competent departments for the implementation of the project.

- The contractor undertakes the obligation in partnership with GNTO to contact the co-exhibitors and, after giving them detailed dimensions and printing specifications, to collect the photographic material which will be placed by the contractor in each co-exhibitor's stand.

- All materials will be of high resistance and quality and efficiently finished.

Particular importance is attributed to the existence of sufficient and satisfactory audiovisual material.

- The contractor will be obliged to amend and/or create mock-ups of high resolution for printing purposes.
- The contractor will deliver all drawings, photographs and texts of the technical offer in electronic form too.
- Dimensions, wherever are mentioned, are indicative and will be modified according to the architectural proposal to be submitted by the contractor.
- To GNTO is unreservedly given by the contractor, and without any financial obligation on the part of GNTO, the right to use the architectural solutions or any parts thereof for the construction of other stands in exhibitions staged either in Greece or abroad, in addition to the exhibition referred to in the present notice. The contractor assumes the obligation to ensure in favour of GNTO, at no expense for GNTO, the relevant intellectual property and related rights according to the provisions of article 31 hereof.
- After the end of the exhibition the Contractor will be obliged to deliver to GNTO in electronic form (on CD - DVD) photographs of the stands (close-ups, long shots / overall shots) as well as the material that was sent to him / it and used for the preparation of the stands.

ARTICLE 17 - TENDER PRICES - CURRENCY

The prices of the tenders will be denominated in Euro in the manner it is provided for in the present notice.

For the evaluation and comparison of tenders the Total Price, excluding VAT shall be taken into account.

The percent rate and the amount of VAT which apply, in aggregate, to those prices will be separately mentioned in a special column.

In the event that an erroneous VAT is stated, it shall not bind GNTO.

In the event of an accounting disagreement between the unit price and the total price, the unit price shall prevail.

If there is any error whatsoever in the aggregate amounts referred to in the "Total Price excluding VAT", then the aggregate amount will be corrected and the correct amount of the addition operation shall be taken into account.

Any tender in which the total price exceeds the budgeted expenditure, as it is specified in detail herein, will be dismissed as inadmissible.

In case of numerical errors, if, after correction of all numerical errors the tender price exceeds the maximum envisaged budget, as it is broken down into individual sections, the tender will be dismissed as unacceptable.

Any tender which does not give a price denominated in Euro will be dismissed as unacceptable.

If the price quoted does not clearly transpire from the Tender, the Tender will be dismissed as unacceptable under a decision issued by GNTO following an opinion issued by the aforesaid Committee.

CHAPTER D. CARRYING OUT OF THE TENDER PROCEDURE - EVALUATION OF TENDERS

ARTICLE 18 - TENDER PROCEDURE COMMITTEE

The tender procedure will be carried out by a special Committee which will be formed under a decision issued by GNTO's competent body.

The Committee will be authorised to open the envelopes/dossiers and examine the supporting documents with respect to the procedure of evaluation of the participants' proposals, with respect to any other matter provided for by Presidential Decree 118/2007 (Official Gazette No 150/A/10.7.07) as well as with respect to any matter it will be specified by the decision pertaining to the formation of such Committee. The Committee's evaluation will be of an advisory nature.

ARTICLE 19 - TENDER OPENING PROCEDURE - COMPETENT BODY

The competent body for the opening of the tenders will be the Special Committee authorised for the conduct of the tender procedure and the evaluation of GNTO's results.

The tender procedure and the opening of the tenders that have been timely submitted and sent will take place at a public session organised by GNTO's Special Tender Procedure and Evaluation Committee in GNTO's offices at 7, Tsocha Street, Athens 11 521 (mezzanine) on Monday 20.09.2010 at 12:00 noon according to the provisions hereof.

The supporting documents will be produced within a sealed envelope which will be delivered in time to the tender acceptance and opening Committee.

The opening of each tender will be effected under the following procedure:

A) The main dossiers and the supporting document dossiers will be opened and then all of the records of the supporting document dossiers and the technical offer dossiers will be initialled and stamped by the Committee.

The Committee will record the names of the tenderers in the tender opening memorandum.

B) The "FINANCIAL OFFER" will not be opened but it will be

initialled and stamped by the President and the members of the Committee until the completion of the inspection and the appropriate approval of the other records/documents.

C) The actual inspection of the supporting documents and other records being asked for as well as the evaluation of the technical offers will be effected by the Committee at a time to be fixed by it.

The participants will not be entitled to withdraw their tender or any part thereof after such tender was filed.

During the opening of the tenders it will be allowed for persons lawfully authorised to represent the participants to be present.

In particular:

19.1 The tender opening, acceptance and procedure Committee shall proceed with the commencement of the procedure pertaining to the opening of tenders on the date and at the time fixed in the present notice.

Any tenders that are submitted to the aforesaid body after the beginning of the opening procedure will not be opened but they will be delivered to the Agency for return as untimely submitted.

The opening will be effected under the following procedure:

Firstly the main tender envelope as well as the technical offer dossiers will be opened and then the said Committee will initial and stamp all of the supporting documents and records of the

technical offer on each page.

The financial offer dossiers will not be opened but they will be initialled and stamped by the said committee and they will be placed within a new dossier which will also be stamped and signed by the same Committee and will be delivered to the Agency (GNT0) so that it may be opened on the date and at the time fixed in the notice.

During the acceptance and opening procedure the use of a mechanical means (perforation) may be made whereby the date and time of the opening will be depicted.

19.2 After the opening of the tenders the above-mentioned Committee will proceed with the entry of the those submitting the tenders as well as the supporting documents submitted by them as well as their technical offers into a memorandum which will be stamped and signed by it.

19.3 The opening of the tenders will be effected at a public session. Any tender that was submitted by a supplier who is not included in GNT0's above-mentioned list will not be opened but it will be delivered to the competent Agency for return.

19.4 Then the Committee will proceed with the evaluation of the supporting documents and technical offers according to the provisions of the present notice and it will draw up a reasoned

memorandum which, along with the relevant proposal from GNTO's competent Agency, will be submitted to GNTO's Governing Board so that the latter may decide in a reasoned manner on the admissibility and the evaluation of the supporting documents and technical offers.

19.5 After the above-mentioned procedure the relevant file of the tender along with the sealed envelopes/dossiers which contain the financial data of the tenders will be delivered following the issue of an acknowledgement receipt to an employee of the Agency carrying out the tender procedure.

The sealed dossiers containing the financial data of the tenders, after the completion of the evaluation of the other elements of them, will be brought forward again with respect to those tenders that were judged acceptable under a decision passed by GNTO's Governing Board for being opened on the date and at the time fixed in the Committee's special notice and then a relevant announcement of the prices will follow according to the foregoing.

Any offers that were not judged acceptable will not be opened but they will be returned to GNTO's competent Agency.

The sealed dossiers containing the financial data of the tenders will remain with the Committee.

19.6.1 Those parties, according to the foregoing, who are entitled to attend the tender opening procedure will take notice

of the names of those participating in the tender procedure as well as of the quoted prices.

19.6.2 The participants may submit an application to the competent Agency within a time limit of two (2) business days following the end of the opening and evaluation of the supporting documents and of the offers and their dispatch by the Committee to GNTO, whereby they will ask to examine, in the presence and under the supervision of two GNTO's employees, the contents of the offers that were submitted.

The time limit shall commence to run as of the date on which the competent Agency will advise in writing the participants that the supporting documents were dispatched to GNTO.

19.7 After the evaluation of the tenders/offers and the announcement of the person/entity to whom/which the award is about to be made, the tender opening, acceptance and procedure Committee will also proceed with the opening of the supporting documents dossiers provided for by Article 6 paragraph 2 of Presidential Decree 118/2007 on the date and time fixed in the Committee's notice.

The parties who are entitled, according to the foregoing, to attend the tender opening procedure will take notice of the names of the participants in the tender procedure as well as of the quoted prices.

The participants will be entitled to submit an application to the competent Agency within a time limit of two (2) business days following the end of the opening and evaluation of these supporting documents and their dispatch by the Committee to GNTO whereby they will ask to examine, in the presence and under the supervision of two (2) GNTO's employees these supporting documents.

The time limit will commence to run as of the date on which the competent Agency will advise in writing the participants in the tender procedure that the supporting documents were dispatched.

ARTICLE 20 - CHECKING OF THE SUPPORTING DOCUMENTS

After the opening of the tenders the Committee at a private meeting shall decide about the correctness and completeness of the supporting documents that have been submitted.

If it is deemed necessary by the Committee, the Committee may invite the tenderers to provide explanations concerning the supporting documents already submitted and required by the present notice.

In the event that during the checking procedure the need of dismissal of tenders appears, which (tenders) do not fulfil the conditions required by the present notice, the Committee will

draw up a relevant memorandum in which it will substantiate the reasons for dismissal and will not open the tenderer's relevant technical and financial offer dossiers but the Committee will forward it along with the supporting documents to GNTO's Directorate of Administration for return thereof to the party concerned.

The return will be effected by the Directorate of Administration as long as the participant declares unreservedly and in writing that he/it waives any contestation of the Tender Procedure Committee's and GNTO's decisions by virtue of any objection or any other judicial or other remedies.

If, however, an objection or any judicial remedy is submitted or instituted by the party concerned the return of the envelopes / dossiers to him/it will be effected after the rendering of an irrevocable court decision.

ARTICLE 21 - EVALUATION OF TECHNICAL OFFERS (TECHNICAL EVALUATION)

21.1 TECHNICAL EVALUATION PROCEDURE

The opening of the technical offers will be decided by the Committee and will take place on a day and at a time which is communicated to the participants through the notice.

For the purposes of the technical evaluation, according to the provisions of the relevant articles, the Committee will check the contents of the technical offers in order to find out whether they

satisfy the terms of the notice (that is to say to find out whether they are admissible) and the Committee will enter in a relevant memorandum any offers that are deemed subject to dismissal by it and will set out the relevant reasons for dismissal.

If, during this stage of the procedure, there are such offers which are subject to dismissal, the Committee will forward the dismissal memorandum to GNTO's Directorate of Administration for the purpose of letting the Administration issue the relevant decisions.

The Committee will proceed with the evaluation and rating of the technical terms/clauses of the admissible offers according to the criteria and the evaluation directives referred to herein below in the present Article.

It is clarified that the financial evaluation procedure shall take place by the Committee with respect to the non-dismissed technical offers.

21.2 CRITERIA GROUPS AND PERCENT RATES CONCERNING TECHNICAL EVALUATION.

The criteria groups and percent rates on the basis of which the technical evaluation of the tenders/offers will take place are shown on the following table:

**TECHNICAL EVALUATION CRITERIA GROUPS AND
PERCENTAGE RATES**

CRITERIA GROUPS	Percent rate (%) per criterion	WEIGHING FACTOR
<p>GROUP A : ARCHITECTURAL APPROACH AND DYNAMICS</p> <p>1) General picture of the exhibition area</p> <p>2) The dynamics given out by it</p> <p>3) The possibility of presentation of Greece as a dynamically developing power in the sector of tourism</p> <p>4) Originality and innovation of the architectural solution</p>	<p>35%</p> <p>5%</p> <p>5%</p> <p>5%</p> <p>5%</p>	<p>55%</p>
<p>GROUP B: DOCUMENTATION OF THE PROJECT</p> <p>1) Analytical Technical Description and Technical Specifications of all and any items making up the exhibition area.</p> <p>2) Analytical Quantity Survey of Materials.</p>	<p>5%</p> <p>5%</p> <p>5%</p>	<p>25%</p>

3) Analytical Description of all of the audiovisual devices	5%	
4) Analytical Description of all of the figurative/visual material	5%	
5) Detailed lighting study.		
GROUP C: FURTHER INNOVATIVE ELEMENTS PROVIDING ACTION ENERGY AND VITALITY	20%	20%
TOTAL	100%	100%

Note: * In the cases of Joint Ventures/Consortia, the details/data of all persons (natural persons and legal entities) participating in them will be evaluated pursuant to the term "participant's technical and professional capacity", on the one hand , and "participant's economic and financial adequacy", on the other hand.

21.3 RATING OF TECHNICAL OFFERS

The rating of the technical offers will be effected according to the table entitled "Groups and Percent Rates of Technical Evaluation Criteria", as they are specified in the preceding paragraph 21.2 of the present Article.

To each criterion a relative weighing percent rate has been attributed, so that the aggregate of the relevant weighing percent rates of all of the criteria will produce an aggregate percent rate of 100%.

The evaluation will be effected analytically per each criterion by the Committee, which will evaluate the tenders submitted for the design, construction, fitting out, decoration and dismantling, after the end of each exhibition, of GNTO's stand at the WORLD TRAVEL MARKET (WTM 2010) International Tourism Exhibition which will take place in London, Great Britain on 8-10 November 2010.

After the end of such procedure, the Committee will draw up a reasoned memorandum concerning such evaluation and will submit it appropriately to GNTO.

The rating of the technical offer will be effected on the basis of all of the individual criteria which are presented in the aforesaid Evaluation Criteria Table and on the basis of the 100 points system.

In particular, 100 points will obtain any offers which fully cover the specifications, as such specifications transpire from the evaluation criteria.

Then, each group of criteria will be weighted on the basis of the weighing factor which corresponds to the group.

In the Committee's minutes will be contained a justification of

the evaluation of each tender by setting out the reasons why the tender which was considered by the Committee to be more beneficial for GNTO vis-à-vis the other offers prevails per each criterion.

Any offers forming an aggregate percent rate less than 70% of the offer with the higher aggregate percent rating will be designated as inadmissible, with respect to their technical suitability for the specific project, and will be excluded from any further evaluation.

ARTICLE 22 - EVALUATION OF FINANCIAL OFFERS (FINANCIAL EVALUATION)

The sealed envelopes/dossiers containing the financial data of the tenders, following the completion of the evaluation of the other data thereof and the passing of the relevant resolution by the Governing Board whereby it will be decided to approve or not the checking/inspection and evaluation of the supporting documents and the evaluation and rating of technical offers, will be brought again forward with respect to those offers/tenders that were judged acceptable under a resolution passed by GNTO's Governing Board, before the Committee, for being opened as of the date and time fixed in the special notice/invitation of the Committee and a relevant announcement of the prices shall follow according to the foregoing.

The dossiers containing the financial offers will be opened with respect to all of the tenders which were deemed acceptable following the completion of the evaluation of their other records (supporting documents, technical offer).

Upon the opening of the financial offer dossiers, all of the original records/documents of them, per each sheet thereof, will be initialled and stamped by the Committee. The Committee will announce the prices tendered to all those who are attending the opening procedure concerning the financial offers.

The Committee, for the purposes of the financial evaluation, shall follow the following procedure:

- i) It will check the contents of the financial offers in order to find out whether they correspond to the requirements and the terms of the Notice, for the purposes of the admissibility of the financial offers, and will enter in a relevant memorandum drawn up by it any offers being designated by it as subject to dismissal by justifying, with respect to each of them, the reasons for dismissal.
- ii) it will proceed with the comparative classification of the offers and with the completion of the evaluation procedure in conformity with the provisions of Article 23 hereof.

The Committee and GNTO will preserve their right to ask the participants to give any necessary data/records for the

substantiation of the regularity or not of the prices being quoted and the participants will be obliged to provide them.

The prices of the offers will be subject to no change during the period of validity of the tender. In the event that an extension of the duration of the tender is requested, the participants will not be entitled, upon communication of their consent, to submit new tables of prices.

ARTICLE 23 - COMPARATIVE EVALUATION OF TENDERS

For the purposes of the final qualification of the Contractor the criterion will be the most economically advantageous tender. Such tender will be designated as follows:

23.1. TECHNICAL EVALUATION

The rating of technical offers shall precede according to the table of groups and criteria percent ratings referred to in Article 21. For each participant the Technical Offer Total Grade Points (TOTGP) will be calculated as follows:

$$\text{TOTGP} = \frac{\text{Participant's Technical Evaluation Grade Points}}{\text{Technical Evaluation Maximum Grade Points}} \times 100$$

Any offers which gain total grade points less than 70% of the offer with the highest Grade Points Total will be regarded as unacceptable with respect to their technical suitability for the

specific project and will be excluded from any further evaluation.

23.2. FINANCIAL EVALUATION

For each participant the Financial Offer Total Grade Points (FOTGP) will be calculated as follows:

$$\text{FOTGP} = \frac{\text{Best Tenderer's Total Financial Offer}}{\text{Participant's Total Financial Offer}} \times 100$$

GNT0 reserves its right to assign, according to its agency needs, to the contractor other extraordinary works in addition to the foregoing.

The prices to be used for comparison and application of the aforesaid mathematical formulas shall not comprise the VAT.

If a participant's financial offer is larger than the project budget, it will be dismissed as inadmissible.

23.3. FINAL EVALUATION

After the completion of the financial evaluation, the Committee shall classify the offers on a comparative list by descending order of the final grade points obtained.

The technical offer shall have a sixty-five percent (65%)

weighing factor and the financial offer shall have a thirty-five percent (35%) weighing factor in the final evaluation.

The final evaluation of the tenders will be effected by applying the following mathematical formula :

Tender = 65% x Technical Offer Total Grade Points (TOTGP) + 35% x Financial Offer Total Grade Points (FOTGP).

As most economically advantageous tender will be regarded the one which appears with the most final evaluation grade points.

In case of equality in the grade points obtained the tender with the lowest price will be preferred.

ARTICLE 24 - CLARIFICATIONS ON THE TENDERS

The Committee will be entitled, if it is deemed necessary by it, to ask the participants to provide clarifications with respect to the contents of their tenders.

In that case the provision of clarifications will be obligatory for the participant.

These clarifications shall have to be delivered in writing to the Committee within a period to be specified by it and commencing on the date of the dispatch of the Committee's relevant request, otherwise the participant's tender will be dismissed. It is noted that out of the clarifications provided according to the foregoing

only those which refer to the points asked for shall be taken into account.

ARTICLE 25 - OBJECTIONS

Any objections versus the tender procedure notice, versus the participation of a tenderer in the tender procedure and with respect to the legality of the carrying out of the tender procedure up to the time of the award decision will be submitted according to Article 15 of Presidential Decree 118/2007 (Official Gazette No 150/A/10.7.07).

The objection will be submitted in writing to the person who is the organisation's competent officer for the carrying out of the tender procedure as follows :

A. Versus the notice of the tender procedure : within half of the time period extending from the publication of the notice to the date of expiration of the time limit for the submission of tenders.

For the determination of such time limit the date of publication of the notice and the date of submission of the tenders shall count.

B. Versus the participation of the party submitting a tender in the tender procedure or versus the legality of the carrying out of the tender procedure with respect to the process pertaining to

the reception and opening of the tenders : during the carrying out of the tender procedure itself and up to the next following business day.

Such objection shall not cause the postponement or discontinuance of the tender procedure but it will be examined upon the evaluation of the tender procedure results by the competent collective body and the relevant decision will be issued following the delivery of an opinion by such collective body.

The objection versus the participation of the party submitting a tender in a tender procedure will be obligatorily communicated by the objector to the party against whom/which the objection is directed.

C. Versus the legality of the carrying out of the tender procedure : until the date of the award decision inclusive within a time period of three (3) working days following the entry of the relevant decisions in the book which is kept for this purpose by the Agency which is carrying out the tender procedure. Such objection will be considered by the competent collective body and the relevant decision will be issued not later than ten (10) working days following the expiration of the time limit for the submission of objections.

In exceptional cases the ten-day time limit may be extended under a decision issued by GNTO's President.

Any objections which are submitted for any reasons other than those referred to herein above will not be accepted.

The objectors shall take knowledge of the relevant decisions under their care.

The tenderer will be entitled to lodge an appeal, by way of a quasi judicial remedy, in regard to disputes arising during the procedure which precedes the conclusion of a Contract, according to Law 2522/1997.

For the admissibility of the submission of any objection whatsoever, a submission fee note will be produced, in favour of the State, according to Article 35 of Law 3377/05.

ARTICLE 26 - DISMISSAL OF TENDERS

The tenders will be dismissed especially on the following grounds:

- Any deficiency or inaccuracy pertaining to the supporting documents that will be found out following an inspection/check entails the dismissal of the participant's tender according to the provisions hereof.

Any tenders which, in the Committee's opinion, are indeterminate and beyond evaluation or are conditional will be dismissed as inadmissible by the Committee.

- Any deviations from the terms of the notice or from points of

technical specifications which are hereby designated as inviolable terms shall entail the dismissal of the tenders.

- Any participant's tender with a total price being asked for that is larger than the budgeted expenditure shall automatically cause the dismissal of the tender and the exclusion of the participant.
- Any tender with delivery times outside the envisaged ones shall be dismissed as inadmissible.
- Any tender providing for a validity period shorter than the one being asked for shall be dismissed as inadmissible.
- Any tender in which a deviation is found between the data of the technical offer and the data of the financial offer shall be dismissed as inadmissible.
- If the price being offered does not clearly transpire from the participant's tender, the tender will be dismissed as inadmissible.

The dismissal of the tender shall be effected by virtue of a decision issued by GNT0 following an opinion issued by the Committee. GNT0 reserves its right to dismiss, independently of the current stage of the tender procedure for the time being, a tender of a participant who/which is proven unreliable.

ARTICLE 27 - RESULTS - AWARD OF THE TENDER PROCEDURE - ABORTION

After the completion of the evaluation work, the Committee will

submit its opinion concerning the tender procedure's result, the Comparative Table, the Minutes and all of the records of the tender procedure file to GNTO's Directorate of Administration and the latter will forward them appropriately for the issue of the award decision.

The award criterion will be that of the most economically advantageous tender/offer, according to the provisions of Article 23 of the present notice. GNTO's Board of Directors, under a reasoned resolution passed by it will proceed with the award of the tender procedure result.

The announcement of the award to the Contractor will be made in writing by GNTO.

The time limit, within which the Contractor shall have to come up for the signature of the contract, subject to the provisions of Article 30 hereof, will be fixed in the award announcement.

We should note that the Contractor will assume the obligation to have completed the project by 12.00 of the day prior to the date of commencement of the fair / exhibition.

The Contracting Authority, following the relevant opinion issued by the Tender Procedure Committee will preserve the right:

a) to decide about the abortion, cancellation or discontinuance

of the tender procedure at every stage of the procedure especially with respect to the following:

- i) inappropriate carrying out, as long as from such irregularity the procedure result is affected,
- ii) if the procedure result is judged, in a reasoned manner, unsatisfactory,
- iii) if there are serious indications that there was an agreement between the participants to avoid real competition and
- iv) if the tenders are considered to be non-expedient or unsatisfactory from a technical view point.

b) to decide about the abortion of the tender procedure and its repetition following amendment or not to the terms and specifications of the notice.

c) to decide about the abortion of the tender procedure and proceed with the negotiation process according to Article 31 of Directive 2004/18.

In case of abortion of the tender procedure, the participants will not be entitled to compensation due to any reason or cause whatsoever.

CHAPTER E. GENERAL TERMS OF THE CONTRACT

ARTICLE 28 - DURATION OF THE PROJECT

The duration of the project will be a time period extending from

the conclusion of the relevant contract to the end of the exhibition and, afterwards, to the dismantling and removal of GNTO's stand from the exhibition area, to wit to the 12th of November 2010.

GNTO will preserve the right to conclude a contract by applying the negotiation process without any previous publication of the relevant notice, according to the provisions of Article 25 of Presidential Decree 60/2007 and, in particular, for the following cases of assignment.

- a) supplementary services which are not included herein and which may become necessary by reason of unforeseeable circumstances during the execution of the service of the contract which will arise herefrom and
- b) for the assignment of new projects or services similar to those that will constitute the scope of the contract which will result after the completion of the tender procedure and the award of the project which (project) constitutes the subject matter of the present notice concerning the programme for next year or, under conditions laid down by the provisions in force (paragraphs 4a and 4b of Article 25 and Article 72 of Presidential Decree 60/2007).

ARTICLE 29 - ADDITIONAL OBLIGATIONS OF THE CONTRACTOR (OR CONTRACTORS)

29.1. SPECIAL TERMS OF AWARD

With respect to the award contract to be signed between GNTO and the contractor the following terms shall apply even if they are not included in the text of the contract:

29.1.1. The Contractor will be responsible towards GNTO for the correct fulfilment of his obligations which will be in conformity with the scientific and workmanship standards and the Contractor shall have to ensure through the fulfilment of his/its obligation the quality of GNTO's presence and of the presence of GNTO's co-exhibitors at the WORLD TRAVEL MARKET (WTM 2010) International Tourism Exhibition which will take place in London, Great Britain on 8-10 November 2010, and its legality, otherwise the good performance guarantee may be forfeited in favour of GNTO, by way of a penalty, and against the contractor, while the contractor will further be obliged to pay full compensation to GNTO in regard to any damage GNTO may suffer.

29.1.2. With respect to and out of the contracts and any relations between the contractor and any third parties which (contracts or relations) directly or indirectly pertain to the implementation of the contract made with GNTO, GNTO will have no obligation or commitment or responsibility vis-à-vis these third parties and the contractor will exclusively bear any kind of fees, wages, compensations / remunerations and

generally any kind of related or intellectual property rights, any expenses incurred by him/it or by any third parties and pertaining in any manner whatsoever, either directly or indirectly, to the implementation of the contract made with GNTO.

The aforesaid expenses, third party claims etc. will be obligatorily paid by the contractor.

In the event of non-compliance with this clause, the contractor will have vis-à-vis GNTO an obligation to fully compensate any damage whatsoever incurred by GNTO in case the third party proceeds against GNTO for the purpose of becoming judicially successful in satisfying his claim against GNTO. At the same time the contractor being impleaded by GNTO will be obliged to submit a main, otherwise an accessory, intervention in favour of GNTO in any relevant legal proceedings and the contractor will also be obliged to pay to GNTO all of the expenses relating to GNTO's trial either in Greece or abroad.

The contractor will have the same obligations vis-à-vis GNTO in regard to any damage caused either to persons or property by the contractor and the contractor's servants/officers during the implementation of the contractor's contract that has been concluded with GNTO or by reason of that, being (the contractor) exclusively liable to compensate any actual damage or loss of earnings, including moral harm, caused against any

third party.

The violation of the contractor's above-mentioned obligations towards GNTO shall entail, against the contractor, the termination of the contract by GNTO, the forfeiture of the good performance letter of guarantee and the compensation by the contractor of any kind of damage sustained by GNTO.

29.1.3. The contractor will be obliged to execute the project according to the terms of the tender procedure notice, in conformity with his/its tender, as the latter will be accepted under a decision issued by GNTO's Governing Board and on the basis of the scientific and workmanship standards, in a manner serving GNTO's interests, while the scope of the contract to be signed, a draft of which has been attached hereto (ANNEX C), will be fulfilled in the most effective manner.

29.1.4. GNTO will not recognise any other action on the part of the contractor apart from the project to be determined under the contract.

29.1.5. The contractor will be obliged to enter into contracts with the sub-contractors the contractor has included, with a binding effect on him/it, in his/its initial proposals.

If due to any reason whatsoever the replacement is required of any of the sub-contractors initially envisaged, such replacement will be effected following the submission of a relevant request

to GNTO for the issue of the approving decision on the part of GNTO's Governing Board.

29.1.6. The Contractor will be obliged to submit in due time to the organising company of the WTM 2010 international tourism exhibition (article 16 hereof) all of the necessary documents and forms which are connected with GNTO's participation, with the provision of services and with obtaining a builder's permit for special facilities, structures, transport, suitability of materials etc. duly filled in.

29.2. FORFEITURE OF THE CONTRACTOR'S RIGHTS

In the event of violation on the part of the contractor of any of the terms of the notice and the relevant contract or in the case of deficient fulfilment of the contractor's obligations, GNTO will be entitled to announce under a decision issued by it that the contractor has forfeited his/its rights and dissolve the contract at no expense for GNTO.

In such case, the consequences of the forfeiture of the good performance letter of guarantee shall occur against the contractor and the contractor will be liable for compensating any kind of damage incurred by GNTO because of the violation on which the forfeiture was imposed, etc.

29.3. RESOLUTION OF DISPUTES

The contract to be entered into will be governed by the Greek Law.

Any dispute or difference in regard to the interpretation, the implementation and the performance of the contract as well as any dispute, demand or claim that is going to arise from the contract between the contracting parties will be resolved by the subject-matter competent Courts in Athens which the contracting parties recognise and accept as having exclusive jurisdiction and competence over the hearing of the above-mentioned disputes and before which GNTO will sue and be sued as a litigating party, the Greek Substantive and Procedural Laws applying in this instance.

ARTICLE 30 - CLAUSES AND GRANTING OF LETTERS OF GUARANTEE

In the event that the qualified contractor or contractors changes/change mind and, in general, in the event of any culpable backing out due to any reason whatsoever on their part and prior to the signature of the relevant contract, the qualified contractor will be obligatorily declared as having forfeited the award that took place in his/its favour and any of his/its rights stemming therefrom and he/it will be obliged to pay and he/it will bear the expenses pertaining to the repetition of the tender procedure while, at the same time, a penalty will become due in favour of GNTO and against the qualified contractor corresponding to an amount equal to the amount of the letter of

guarantee concerning the participation in the tender procedure and simultaneously the participation guarantee for the collection of the penalty will be forfeited in favour of GNT0 and against the qualified contractor.

Further, GNT0 will not be prevented from demanding further compensation for any additional actual damage or loss of earnings which GNT0 might suffer because of such breach of obligations.

In that case GNT0 will be entitled to award the contract to the next following, by order of rating, participant.

The good performance letter of guarantee shall remain deposited with GNT0 until the completion of the project. In the event of violation of any term of the contract to be concluded as well as in the event of deficient fulfilment of the contractor's obligations, GNT0 will preserve the right of terminating the contract, at no expense to it, and replacing the contractor, while at the same time, GNT0 will be entitled to ask for compensation concerning any other actual damage or loss of earnings to be paid by the contractor.

In the above-mentioned case, the good performance letter of guarantee will be forfeited in favour of GNT0 and against the contractor, by way of a penalty, without excluding any further demand on the part of GNT0 against the contractor for the compensation of any kind of damage.

The natural person or the legal entity, to whom/which the project will be assigned, will be obliged within a period of ten (10) days of the receipt of the relevant written advice sent to him/it, to come up and sign the contract and produce all the necessary supporting documents and the relevant good performance guarantee, in conformity with the provisions of Presidential Decree 118/07 (Official Gazette No 150/A/10.7.2007), otherwise, in the event of his/its refusal, the above-mentioned envisaged sanctions and consequences will be imposed on him.

ARTICLE 31 - INTELLECTUAL PROPERTY RIGHTS

All the drawings / plans to be employed by the contractor for the execution, in general, of the project described herein as well as any relevant study / design, drawing approach, etc. pertaining to the project will be delivered to GNTO by the contractor simultaneously with the expiration of the present contract and will constitute GNTO's property. The contractor or any third party whatsoever will not be entitled to use them without GNTO's approval.

The contractor under the contract to be concluded will assign to GNTO every relative right for the unlimited and in-any-manner-whatsoever use by GNTO of the drawings and the architectural

design of the stand, without any additional consideration whatsoever being paid to the contractor or to any third party whatsoever on the part of GNTO, since such consideration has been counted and is included in the contractual remuneration of the contractor who declares that he / it expressly and unreservedly waives, in any event, any relevant right.

Further, the contractor will explicitly promise, in the contract to be concluded, that the drawings that will be delivered by him / it to GNTO and his / its relevant material are free of any financial obligation concerning the payment to him / it or to any third party whatsoever for the relevant intellectual property and related rights and with respect to the free use and employment of them by GNTO or by the Ministry of Culture and Tourism, and such use will be guaranteed by the contractor, since the above-mentioned rights will have been paid for by the contractor to the parties entitled to them and any obligation that will arise for the payment for such rights shall exclusively be borne by the contractor who/which will undertake such obligations.

The contractor unreservedly grants to GNTO, without any financial obligation whatsoever on the part of GNTO, the right to use the architectural solution or any parts thereof for the construction of other stands for its participation in exhibitions situated either in Greece or abroad, in addition to the one

referred to in the present notice, and the contractor undertakes the obligation to hold harmless GNTO and without any cost incurred by it with respect to the relevant intellectual and related rights according to the provisions referred to in the relevant article hereof.

ARTICLE 32 - FINANCIAL SCOPE - CONTRACTOR'S FEES

The total estimated cost/budget of the project amounts to **three hundred and twenty-six thousand two hundred and fifty Euro (EUR 326,250.00) plus VAT and the lawful deductions.**

It is emphasised that GNTO will be obliged to pay no other fees to the contractor or to any third parties for the implementation of the scope / subject matter of the relevant contract which is to be signed with GNTO, in addition to the above-mentioned fees (remuneration).

ARTICLE 33 - PAYMENT OF THE ACCOUNTS - TERMS OF PAYMENT

The invoice will be issued in GNTO's name, following the execution and the delivery of the project, and GNTO will pay the price of the contractor's invoice.

The withholding of the income tax, according to the provision of Article 24 paragraph 4 of Law 2198/84, will be excluded. Such tax will be obligatorily withheld by GNTO only with

respect to the domestic legal entities.

The payment of the invoice will be effected within a period of sixty (60) calendar days of the date of submission of the invoice to GNT0 together with all of the necessary lawful supporting documents.

ARTICLE 34 - THE CONTRACT

It is expressly clarified that the terms of the contract (ANNEX C) also constitute terms of the present notice.

GNT0 reserves its right to include in the contract to be signed also other terms ensuring its contractual rights vis-à-vis its contractor.

ARTICLE 35 - ANNEXES

It is mentioned that the present notice is accompanied by ANNEXES which comprise:

- ANNEX A

- 1) A letter form accompanying the participant's tender (simple)
- 2) A letter form accompanying the participant's tender (regarding Joint Ventures/Consortia)

- ANNEX B

- 1) a letter of guarantee form for the participation in the tender procedure
- 2) a letter of guarantee form for the good performance /

execution of the project

- ANNEX C

Draft contract

- ANNEX D

1. Floor plan of the exhibition area

2. Floor plan of GNTO area

NICHOLAS KANELLOPOULOS

GNTO's PRESIDENT

ANNEX A'**Sample Form 1 - Letter form accompanying the participant's tender (simple)**

Athens

Addressed to: GNTO

7, Tsocha Street

115 21 Athens

Tel.: 210 870 7052

Dear

According to the notice of an international open invitation to tender for the project entitled : ".....", we submit, attached hereto, our tender.

The lawful representative

Place of signature

Details of the Lawful Representative of the Company:

Full name:

Tel.:

Fax:

E-mail:

Sample Form 2 - Letter form accompanying the participant's tender (regarding Joint Ventures/Consortia)

Athens

Addressed to: GNTO

7, Tsocha Street, 115 21 Athens

Tel.: 210 870 7052

Dear

According to the notice of an international open invitation to tender concerning the project entitled: ".....", we submit to you, attached hereto, our tender.

Our Joint Venture/Consortium has (full details of the economic entity/operator) and consists of the following members:

Economic entity/operator 1 (full details)

Economic entity/operator 2 (full details)

Economic entity/operator N (full details)

The Lawful Representative

Place of Signature

Details of Lawful Representative of the Company:

Full name:

Tel.:

Fax:

E-mail:

ANNEX B

SAMPLE FORM 1 - PARTICIPATION GUARANTEE

Date of issue:

ADDRESSED TO: THE GREEK NATIONAL TOURISM
ORGANISATION

7, Tsocha Street, 115 21 Athens

Our Guarantee No for the amount of EUR

We advise you that we hereby guarantee irrevocably and unreservedly, waiving the benefit of division and discussion, to your organisation (GNTO) and in favour of the Company (full details pertaining to the Company's name and postal address must be mentioned street, number) {or in the event of a joint venture or a consortium, 1) in favour of the company named with a registered office situated at street number and 2) in favour of the company named with a registered office situated at street number}

individually in favour of each one of them and in their capacity as being jointly and severally liable each of them, towards GNTO, and by reason also of their capacity as members of the joint venture / consortium with respect to the participation of

such joint venture / consortium in the tender procedure being carried out by you for the qualification of a Contractor for the project entitled "Design, construction, fitting out of any nature, decoration and - after the end of the exhibition - dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010), which will take place in London, Great Britain on 8-11 November 2010", under Notice No or with respect to any repetition thereof **up to the amount of three hundred and twenty-six thousand two hundred and fifty Euro (EUR 326,250.00)** according to your above-mentioned notice.

The present guarantee covers only the above-mentioned company's obligations deriving from its participation in the aforesaid tender procedure over the whole period of its commitment stemming from its tender and up to the signature of the contract and the submission of the good performance guarantee pertaining to its clauses, in the event of the award of the project to it.

The above-mentioned amount is at your disposal and it will be paid, either in whole or in part, without any objection, dispute or exception on our part and without searching into the validity or not of your claim, within a period of three (3) days following your written advice.

In the event of forfeiture of the guarantee, the amount of

forfeiture will be subject to the fixed stamped duty from time to time in force.

The present document shall be valid until or until

(The present document shall be valid up to the receipt of your written declaration that the reason for which it was issued has stopped existing).

(CLARIFICATION: ONE OF THE ABOVE-MENTIONED TWO SENTENCES WILL BE INSERTED AT YOUR DISCRETION).

As issuers of the guarantee we declare that we are obliged to proceed with the extension of the validity of the present guarantee following a document on the part of your organisation (GNT0) which shall have to be sent prior to the expiration of the guarantee.

We hereby certify that the amount of our guarantees which have been given to the State and Public Law Legal Entities, along with the amount of the present guarantee, does not exceed the guarantee limit which has been determined for our Bank.

(Authorised signature)

**SAMPLE FORM 2 - GOOD PERFORMANCE / EXECUTION
GUARANTEE**

ISSUER:

Date of Issue:

Addressed to: THE GREEK NATIONAL TOURISM
ORGANISATION

7, Tsocha Street

Postal Code: 115 21

Our guarantee No for the amount of EUR

We refer to the contract which is about to be signed between GNTO and the company (please mention full details concerning the company's name and postal address) named and seated at street number {or, alternatively if it is about a Joint Venture or a Consortium between GNTO and the Joint Venture of the companies named: a), seated street number and b) seated street number}.

Such contract will cover the execution of GNTO's project entitled "Design, construction, fitting out of any nature, decoration and - after the end of the exhibition - dismantling and removal from the exhibition area of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010), which will take place in London, Great Britain on

8-11 November 2010" of a total value of EUR

According to the relevant term/clause in that contract the company or the joint venture or the consortium will be obliged to submit a good performance guarantee for an amount equal to EUR

With respect to the foregoing we declare **that we irrevocably and unreservedly guarantee**, waiving the benefits of discussion and division towards your organisation (GNT0) and in favour of the company named {or alternatively in the event of a consortium or a joint venture, in favour of: a) the company named and b) in favour of the company named or in favour of the joint venture of the companies: a) named and b) named up to the amount of EUR with respect to the good execution of the project which (project) is described in the relevant contract as well as with respect to the good performance of the terms of the relevant contract.

The above-mentioned amount is at your disposal and will be paid either in whole or in part, without any objection, dispute or exception on our part and without any probe into the validity or not of your claim, within a period of three (3) days following the relevant written advice.

In the event of forfeiture of the guarantee, the amount of forfeiture will be subject to a fixed stamp duty.

The present guarantee will be valid until or

(the present guarantee will be valid up to the receipt of a declaration in writing that the reason for which it was issued stopped existing).

(Clarification: Please mention one of the above-mentioned two sentences at your choice).

As issuers of the guarantee we declare that we are obliged to extend the validity of the present guarantee in the event that this requested by GNTO under a document which shall have to be submitted prior to the expiration of the guarantee.

We certify that the amount of our guarantees which have been given to the State and Public Law Legal Entities, along with the amount of the present guarantee, do not exceed the guarantee limit which has been determined for our Bank.

(Authorised Signature)

NOTE: In the event of a guarantee in favour of joint ventures or consortia providing services and submitting a joint tender, both the participation guarantee and the good performance guarantee will be issued in favour of all of the members of the Joint Venture or of the Consortium and shall cover the obligations of all of the members of the joint venture or of the consortium.

ANNEX C'

DRAFT AWARD CONTRACT

Contract No :

In Athens this..... **2010** by and between the following contracting parties :

On the one part : **The Greek National Tourism Organisation** (hereinafter called GNTO), a Public Law Legal Entity seated in Athens, 7, Tsocha Street, which is lawfully represented herein by its President.....,

and on the other part : the company named :
seated in and represented herein by

who is acting in this instance in the name, upon instructions and on behalf of the above-mentioned company,

the following was agreed upon and mutually accepted :

The first of the above-mentioned contracting parties in implementation of the **resolution No** passed by **GNTO's Governing Body and ratified by implementing decision No** issued by **GNTO's President**, whereby the result of the conducted International Open Tender was awarded to the above-mentioned contracting company, assigns to such counter-contracting company, hereinafter called "the Contractor" the design, construction, fitting out, decoration

and the provisional licensing pertaining to the use on its part of the equipment of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010), which will take place in London, Great Britain on 8-11 November 2010, in conformity with GNTO's aforesaid decisions, the specifications and the drawings / plans of the tender submitted by the company, which (tender) is attached hereto and constitutes an integral part hereof as well as in conformity with the terms of the present contract and, on a supplementary basis, with the terms of Notice No issued by GNTO's President.

ARTICLE 1 - SCOPE OF THE CONTRACT

The scope of the present contract is the assignment to the counter-contracting company, as it is duly represented, of the design, construction, fitting out, decoration and the provisional licensing pertaining to the use on its part of the equipment of GNTO's stand at the WORLD TRAVEL MARKET International Tourism Exhibition (WTM 2010), which will take place in London, Great Britain on 8-11 November 2010" for the amount of Euro (EUR).

Further, the company will be obliged to proceed with the dismantling stand after the end of the exhibition and the removal of the construction materials and the relevant equipment from the exhibition area.

ARTICLE 2 - DURATION OF THE CONTRACT

The duration of the project will be for a period extending from the signature of the contract to 12.11.2010.

All of the works with respect to the stand from the date of the signature of the contract to the date of completion of the project shall have to be completed by the contractor and delivered to GNTO until 12:00 noon of the date previous to the commencement of the exhibition.

ARTICLE 3 - AMOUNT AGREED UPON

The remuneration of the company for all the works agreed upon by virtue of the present contract, including its expenses of any nature, is fixed **at the total amount of EUR plus 19% VAT and any lawful deductions.**

In addition to the aforesaid amount agreed upon GNTO shall have no other financial obligation towards the counter contracting joint venture and any third party in respect to any remunerations/fees and any kind of expenses relative to the performance of the present contract and the execution of the above-mentioned works.

This amount will be paid to the second contracting party:

a) after the delivery and acceptance by GNTO's competent committee of the stands and the other works after the end of each exhibition, as such works are referred to in Article 1 hereof and

b) upon submission to GNTO of a relevant invoice corresponding to the consideration hereby agreed upon.

GNTO shall pay the amount of the invoice submitted to it within a period of 60 days of its submission.

ARTICLE 4 - GOOD PERFORMANCE LETTER OF GUARANTEE WITH RESPECT TO THE CONTRACT

The counter contracting company submitted to GNTO by way of a good performance guarantee concerning the terms of the present contract the letter of guarantee No issued by for the amount of EUR The amount of such letter of guarantee corresponds to 10% of the total contract value, excluding VAT.

The good performance letter of guarantee shall remain deposited with GNTO up to the completion of the project and will be returned to the counter contracting company after the submission by the competent acceptance committee of a good execution and construction protocol pertaining to GNTO's stand in the above-mentioned exhibition and on condition that there are no claims, in general, on the part of GNTO versus the contractor stemming from the implementation hereof.

In the event of termination of the contract by GNTO and against the contractor, GNTO will be entitled to proceed with the

forfeiture of the good performance guarantee, by way of a penalty, in favour of GNTO and against the contractor, and demand a compensation to be paid by the contractor in regard to any kind of actual loss or loss of earnings in conformity with the detailed provisions of Article 7 hereof.

ARTICLE 5 - SPECIAL TERMS OF THE CONTRACT - CONTRACTOR'S OBLIGATIONS

The contractor will be liable towards GNTO for the execution of the project in conformity with the terms of the notice, according to its tender, as the latter was accepted by virtue of the above-mentioned resolution passed by GNTO's Governing Board, according to the present contract as well as according to the rules of science and workmanship.

The contractor will be obliged through the performance of his/its obligations to ensure the quality of GNTO's presence and the presence of GNTO's co-exhibitors at the exhibition referred to herein as well as to ensure its legality, to serve GNTO's interests and, generally, to ensure the accomplishment, in the most effective manner, of the scope of the present contract, otherwise the good performance letter of guarantee may be forfeited in favour of GNTO by way of a penalty in favour of GNTO and against the contractor.

Further, the contractor will be obliged to pay full compensation to the in regard to any kind of damage GNTO might suffer.

From the contracts and the contractor's relations of any nature with third parties, which (relations) either directly or indirectly pertain to the performance of the present contract, GNTO will have no liability or commitment or responsibility vis-à-vis these third parties and the contractor shall exclusively bear any kind of fees, wages, remunerations and, in general, any kind of related and intellectual rights, his /its own expenses or third party expenses which will pertain either directly or indirectly and in any manner whatsoever to the performance of the present contract and the contractor will be obliged to pay any such expenses, third party claims, etc.

In the event that this clause is not complied with, the contractor will have an obligation vis-à-vis GNTO to fully compensate any damage incurred by GNTO, if the third party turns against GNTO and judicially succeeds in having satisfied his claims against GNTO.

At the same time the contractor after being impleaded by GNTO will be obliged to submit a principal or, otherwise, an accessory intervention in favour of GNTO in regard to any relevant trial and the contractor will be obliged to pay to GNTO all of the expenses concerning GNTO's trial conducted either in Greece or abroad.

The contractor will have the same obligations towards GNTO

also in regard to any damage caused to persons or property on the part of the contractor or the contractor's bodies/officers during the performance of the present contract or with the opportunity of such contract and the contractor will be exclusively liable to compensate any actual damage or loss of earnings including also the moral harm caused against any third party.

Any violation of the above-mentioned obligations of the contractor towards GNTTO will entail against the contractor the termination of the contract by GNTTO, the forfeiture of the good performance letter of guarantee and the compensation by the contractor of any damage incurred by GNTTO.

GNTTO does not recognise any action taken on the part of the contractor other than the project being prescribed under the present contract.

The contractor will be obliged to timely submit to the organising company of the exhibition referred to in the present contract all of the necessary documents and forms pertaining to GNTTO's participation, to the provision of services, to the granting of an authorisation to the constructors for special facilities, structures, transport activities, suitability of materials, etc. duly filled up.

After the end of the exhibition the contractor will be obliged to deliver to NTO in electronic form (CD-DVD) photographs of GNTO's stand (close-ups, long shots/overall shots).

ARTICLE 6 - INTELLECTUAL PROPERTY RIGHTS

All of the drawing/plans to be employed by the contractor in regard to the execution, in general, of the project referred to herein as well as any relevant study, drawing approach etc. concerning the project, will be delivered to GNTO by the contractor simultaneously with the end/expiration of the present contract and they shall constitute the property and an asset of GNTO.

The contractor or any third party whatsoever will not be entitled to use them without GNTO's approval.

The contractor assigns pursuant to the present contract to GNTO every relevant right concerning the unlimited, from a time point of view, use and the use in any manner whatsoever by GNTO of the drawings and the architectural design of the stand, without any additional consideration payable to the contractor or to any third parties on the part of GNTO, since such consideration has been counted and is included in the contractor's contractual fees. The contractor declares that he/it explicitly and unreservedly waives, in any event, any relevant right.

The contractor expressly promises that the drawings to be

delivered by the contractor to GNTO and his/its relevant material are free of any financial obligations for payment to him/it or to any third parties of the relevant intellectual property and related rights and for the free use and employment of them by GNTO or by the Ministry of Culture and Tourism.

Such free use and employment is guaranteed by the contractor, since the relevant royalties have been paid to the beneficiaries by the contractor, and any obligation that arises for the payment of such royalties will be exclusively borne by the contractor who/which undertakes such obligations by virtue of the present contract.

The contractor unreservedly provides to GNTO, and without any financial obligation whatsoever on the part of GNTO, the right to use the architectural solution or any parts thereof for the construction of other stands for the purpose of its participation in exhibitions staged either in Greece or abroad, in addition to those referred to in the present contract, and the contractor assumes the obligation to ensure, at no cost for GNTO, the relevant intellectual property and related rights.

ARTICLE 7 - TERMINATION OF THE CONTRACT

All of the terms hereof are agreed upon as being of the essence and in the event of violation of any obligation of the contractor, GNTO will be entitled to declare, under a decision issued by it,

that the contractor has forfeited his/its rights and terminate the contract at no expense for GNTO.

In such a case the good performance letter of guarantee of the contract will be forfeited, by way of a penalty, and the contractor will not be entitled to set off against the amount thereof any financial obligation whatsoever the contractor has towards GNTO.

Further, the contractor will be responsible to compensate any damage sustained by GNTO by reason of the violation with respect to which the forfeiture of the contractor's rights was declared.

Besides, in the event of a contractual violation committed by the contractor which is of minor importance, GNTO will be entitled, at its absolute discretion, to proceed, instead of the aforesaid forfeiture, to the imposition on the contractor of penalties according to the relevant provisions of the Rules on Public Procurement, as they are from time to time in force.

In addition to the cases envisaged in the present contract and in the provisions in force, GNTO will be entitled to terminate the present contract also in the event that the contractor has submitted an application to the competent court regarding the conciliation with his/its creditors, according to the provisions of Articles 99 et seq. of the bankruptcy code.

The contractor will be obliged to communicate without undue delay a copy of such application to GNTO.

In that case the good performance letter of guarantee will be forfeited in favour of GNTO and against the contractor, by way of a penalty which is hereby agreed upon, and the contractor will not be entitled to set off against the amount of the letter of guarantee any financial claim the contractor has against GNTO and, further, the contractor will be liable for compensating any kind of damage sustained by GNTO.

ARTICLE 8 - RESOLUTION OF DISPUTES

With respect to any matter pertaining to the performance and the interpretation hereof the terms of GNTO's notice No, GNTO's award and other decisions, in GNTO's capacity as the contracting authority, the terms of the present contract as well as the contractor's tender and, on a supplementary basis, the provisions of the Rules on Public Procurements (Presidential Decree 118/2007), as they are from time to time in force, shall apply.

The present contract is governed by Greek Law.

Every dispute or difference which might arise from the

implementation of the present contract as well as every claim or demand on the part of the contracting parties will be heard and resolved by the subject matter competent Courts in Athens.

The contracting parties recognise such courts and agree that they have exclusive jurisdiction and competence for the hearing of the above-mentioned disputes.

GNT0 will sue and be sued as a litigating party before them, the Greek Substantive and Procedural Law applying in any event.

ARTICLE 9 - APPOINTMENT OF A PROCESS AGENT

The contractor appoints son / daughter of domiciled in Athens, street as process agent in Athens.

The service of all the extrajudicial and judicial acts/documents pertaining to the contract will be effected on the above-mentioned person according to the provisions of Article 142 paragraph 4 of the Code of Civil Procedure.

The contractor will be obliged without undue delay to communicate to GNT0 any change in the process agent's address.

ARTICLE 10

It is expressly agreed and clarified that to the present contract

shall also apply, even if there are not expressly referred to in the present contract, all of the non-procedural terms of the tender procedure notice, on which the present contract is based, the terms of GNTO's relevant award decision as well as the contractor's tender, as the latter was accepted.

The two contracting parties read and confirmed this contract and signed it in three (3) identical original copies of which the second contracting party received one.

They were signed as follows:

THE CONTRACTING PARTIES

FOR THE GREEK NATIONAL TOURISM ORGANISATION

FOR THE CONTRACTOR

ANNEX D

FLOOR PLANS

The following floor plans are attached hereto :

- The floor plan of the exhibition area

- The floor plan of GNTO's area