



Apt Servizi srl  
Evaluation and adjudication committee

Prot. N. 0069/18

Rimini, 17 May 2018

**SUBJECT MATTER: MINUTES OF THE COMMISSION FOR THE EVALUATION OF OFFERS WITHIN A NEGOTIATED PROCEDURE FOR THE CONCLUSION OF A FRAMEWORK AGREEMENT TO ENTRUST THE ADVERTISING CAMPAIGN SERVICE IN SHORT AND MEDIUM-HAUL FOREIGN COUNTRIES FOR THE MARKET SEGMENT OF GROUP COACH TOURS, AIMED AT PROMOTING AND MARKETING THE GLOBAL BRAND OF THE EMILIA-ROMAGNA DESTINATION "YEAR 2018". (CONTRACT REFERENCE NUMBER 74341148F0).**

In the year two thousand and eighteen (2018), on the seventeenth (17) of the month of May, at 11:00 a.m., in the offices of Rimini of APT Servizi s.r.l., p.le Fellini 3, the evaluation commission convened:

Nome	Ruolo	Qualifica
Alessandro Vallicelli	President	Press Office
Carlo Bisaccioni	Technical Manager	Administration
Claudia Valentini	Recording secretary	Marketing Office

to analyse the documents of the applicant companies for the entrustment of the provision of services under the heading **"negotiated procedure for the conclusion of a framework agreement to entrust the advertising campaign service in short and medium-haul foreign countries for the market segment of group coach tours, aimed at promoting and marketing the global brand of the Emilia-Romagna destination "year 2018". (Contract Reference Number 74341148F0)"**, as requested by the bid published on the website [www.aptservizi.com](http://www.aptservizi.com) on 06/04/2018, kept in the records of the office.



**AFTER ASCERTAINING** that, by 03/05/2018, at 12:00 a.m., No. 32 offers had been received from the companies:

1. REISEBUERO IDEALTOURS
2. OST WEST REISEN
3. WEISS REISEN
4. DOXA
5. HOERMANN REISEN
6. KOALA TOURS
7. NACHBAUR REISEN
8. CK CESKE KORMIDLO
9. CK VIKTORIA ING. LADISLAV JARY
10. FUN REISEN
11. IKARUS REISEN
12. IVON TRAVEL
13. PETROLI REISEN
14. ROYER VOYAGES
15. SKALLA CZ
16. SCHULFAHRT TOURISTIK
17. COLLIN REISEN
18. FEST INFO
19. HIRSCH REISEN
20. PEGAS TOUR
21. PIT TOURISTIK -MUELLER REISEN
22. TUSCULUM REISEN
23. BALTIC KUURORT GRUPP
24. LA GROTTA HOLIDAYS
25. REDLINE SA
26. GUTE REISE HAUCK
27. HEIDEKER REISEN
28. HEROLE' REISEN
29. SCHMETTERLING GRUPPENREISEN

30. KOMM MIT MORENT

31. DIETRICH TOURISTIK

32. FRANZ DAEHLER BUSREISEN-ERNST MARTI

**AFTER NOTICING** that 3 other envelopes had been received after the aforesaid deadline indicated by the companies:

- Bus Operator Blue Bird
- Bus Operator Mango Tours
- Bus Operator Geldhauser Reisen

it is decided to proceed with the examination of the offers of the 32 companies **submitted by this deadline**, excluding the three offers submitted later. The Head Project Manager examines the administrative documentation, verifying its completeness and formal regularity for the companies that submitted the offer.

After the Head Project Manager has ascertained the regularity and completeness of the administrative documentation of the offers received, the commission evaluates the technical offer, based on the criteria indicated in the letter of invitation, and illustrated below:

CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		Min. 15 points Max. 60 points
	a) number of trips	✓ 8 trips = 20 points	

		<ul style="list-style-type: none"> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the	The communication results will be assessed in terms of	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> </ul>	Min. 10 points Max. 30 points

promotion and communication action	useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	<ul style="list-style-type: none"> <li>Min. 2 points</li> <li>Max. 10 points</li> </ul>

**AFTER EXAMINING** the technical offer of **REISEBUERO IDEALTOURS**, the commission attributes the following scores:

<b>COMPANY: IDEALTOURS - AUSTRIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		<ul style="list-style-type: none"> <li>20</li> <li>20</li> <li>20</li> </ul>
	a) number of trips	✓ 8 trips = 20 points	

		<ul style="list-style-type: none"> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the	The communication results will be assessed in terms of	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> </ul>	30

promotion and communication action	useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	✓ From 1,000 to 1,999 contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>100</b>

**AFTER EXAMINING** the technical offer of **OST WEST REISEN**, the commission attributes the following scores:

<b>COMPANY: OST WEST REISEN - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 20 20
	a) number of trips	✓ 8 trips = 20 points	

		<ul style="list-style-type: none"> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> </ul>	



		✓ > 300 attendants = 0 points	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	✓ Min. 2,000 contacts = 30 points ✓ From 1,000 to 1,999 contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>100</b>

**AFTER EXAMINING** the technical offer of **WEISS REISEN**, the commission attributes the following scores:

<b>COMPANY: WEISS REISEN - AUSTRIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist	Sales targets will be assessed		20 20 20

numbers generated will be favoured.			
	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499</li> </ul>	

		<p>attendants = 10 points</p> <p>✓ From 300 to 449 attendants = 5 points</p> <p>✓ &gt; 300 attendants = 0 points</p>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<p>✓ Min. 2,000 contacts = 30 points</p> <p>✓ From 1,000 to 1,999 contacts = 20 points</p> <p>✓ From 500 to 999 contacts = 10 points</p> <p>✓ &gt; 500 contacts = 0 points</p>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<p>Euro VI = 10 points</p> <p>Euro V = 9 points</p> <p>Euro IV = 7 points</p> <p>Euro III = 5 points</p> <p>Euro II = 2 points</p> <p>Euro I = 0 points</p>	10
<b>TOTAL</b>			<b>100</b>

**AFTER EXAMINING** the technical offer of **DOXA**, the commission attributes the following scores:

<b>COMPANY: DOXA - CROATIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE

<p>Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.</p>	<p>Sales targets will be assessed</p>		<p>20 20 15</p>
	<p>a) number of trips</p>	<p>✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points ✓ &gt; 3 trips = 0 points</p>	
	<p>b) tourist arrivals</p>	<p>✓ Min. 1,000 arrivals = 20 points ✓ From 500 to 999 arrivals = 15 points ✓ From 150 to 500 arrivals = 10 points ✓ From 100 to 149 arrivals = 5 points ✓ &gt; 100 arrivals = 0 points</p>	

	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>95</b>

**AFTER EXAMINING** the technical offer of **HOERMANN REISEN**, the commission attributes the following scores:

<b>COMPANY: HOERMANN REISEN - GERMANY</b>			
<b>CRITERIA</b>	<b>ASSESSMENT FACTORS</b>	<b>INDICATORS</b>	<b>MIN/MAX SCORE</b>
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 20 15
	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> </ul>	10

	the European standards on polluting emissions will be assessed	Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	
<b>TOTAL</b>			<b>95</b>

**AFTER EXAMINING** the technical offer of **KOALA TOURS**, the commission attributes the following scores:

<b>COMPANY: KOALA TOURS - SLOVAK REP.</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		15 20 20
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points ✓ > 3 trips = 0 points	
	b) tourist arrivals	✓ Min. 1,000 arrivals = 20 points	



		<ul style="list-style-type: none"> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer,	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> </ul>	30

	website, newsletter, etc.)	✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>95</b>

**AFTER EXAMINING** the technical offer of **NACHBAUR REISEN**, the commission attributes the following scores:

<b>COMPANY: NACHBAUR REISEN - AUSTRIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 20
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points	

		✓ > 3 trips = 0 points	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999</li> </ul>	30

	advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>95</b>

**AFTER EXAMINING** the technical offer of **CK CESKE KORMIDLO**, the commission attributes the following scores:

<b>COMPANY: CESKE KORMIDLO - CZECH REPUBLIC</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points	

		<ul style="list-style-type: none"> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	

Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **CK VIKTORIA ING. LADISLAV JARY**, the commission attributes the following scores:

<b>COMPANY: CK VIKTORIA ING. LADISLAV JARY - CZECH REPUBLIC</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15

	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449</li> </ul>	

		attendants = 5 points ✓ > 300 attendants = 0 points	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	✓ Min. 2,000 contacts = 30 points ✓ From 1,000 to 1,999 contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **FUN REISEN**, the commission attributes the following scores:

<b>COMPANY: FUN REISEN - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest	Sales targets will be assessed		20 15 15



<p>number of coach tours, arrivals and tourist numbers generated will be favoured.</p>			
	<p>a) number of trips</p>	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	<p>b) tourist arrivals</p>	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	<p>c) tourist numbers</p>	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **IKARUS REISEN**, the commission attributes the following scores:

<b>COMPANY: IKARUS REISEN - CZECH REPUBLIC</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE

<p>Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.</p>	<p>Sales targets will be assessed</p>		<p>20 15 15</p>
	<p>a) number of trips</p>	<p>✓ 8 trips = 20 points                  ✓ From 6 to 7 trips = 15 points                  ✓ From 4 to 5 trips = 10 points                  ✓ 3 trips = 5 points                  ✓ &gt; 3 trips = 0 points</p>	
	<p>b) tourist arrivals</p>	<p>✓ Min. 1,000 arrivals = 20 points                  ✓ From 500 to 999 arrivals = 15 points                  ✓ From 150 to 500 arrivals = 10 points                  ✓ From 100 to 149 arrivals = 5 points                  ✓ &gt; 100 arrivals = 0 points</p>	

	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **IVON TRAVEL**, the commission attributes the following scores:

<b>COMPANY: IVON TRAVEL - SERBIA</b>			
<b>CRITERIA</b>	<b>ASSESSMENT FACTORS</b>	<b>INDICATORS</b>	<b>MIN/MAX SCORE</b>
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15
	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> </ul>	10

	the European standards on polluting emissions will be assessed	Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **PETROLI REISEN**, the commission attributes the following scores:

<b>COMPANY: PETROLI REISEN - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points ✓ > 3 trips = 0 points	
	b) tourist arrivals	✓ Min. 1,000 arrivals = 20 points	

		<ul style="list-style-type: none"> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer,	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> </ul>	30



	website, newsletter, etc.)	✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **ROYER VOYAGES**, the commission attributes the following scores:

<b>COMPANY: ROYER VOYAGES - FRANCE</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points	

		✓ > 3 trips = 0 points	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999</li> </ul>	30

	advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **SKALLA CZ**, the commission attributes the following scores:

<b>COMPANY: SKALLA CZ - CZECH REPUBLIC</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points	

		<ul style="list-style-type: none"> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	

Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>90</b>

**AFTER EXAMINING** the technical offer of **SCHULFAHRT TOURISTIK**, the commission attributes the following scores:

<b>COMPANY: SCHULFAHRT TOURISTIK - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 15 15

	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449</li> </ul>	

		attendants = 5 points ✓ > 300 attendants = 0 points	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	✓ Min. 2,000 contacts = 30 points ✓ From 1,000 to 1,999 contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	7
<b>TOTAL</b>			<b>87</b>

**AFTER EXAMINING** the technical offer of **COLLIN REISEN**, the commission attributes the following scores:

<b>COMPANY: COLLIN REISEN - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest	Sales targets will be assessed		20 10 15

<p>number of coach tours, arrivals and tourist numbers generated will be favoured.</p>			
	<p>a) number of trips</p>	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	<p>b) tourist arrivals</p>	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	<p>c) tourist numbers</p>	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> </ul>	



		<ul style="list-style-type: none"> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>85</b>

**AFTER EXAMINING** the technical offer of **FEST INFO**, the commission attributes the following scores:

<b>COMPANY: FEST INFO - CZECH REPUBLIC</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE

<p>Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.</p>	<p>Sales targets will be assessed</p>		<p>20 15 10</p>
	<p>a) number of trips</p>	<p>✓ 8 trips = 20 points                  ✓ From 6 to 7 trips = 15 points                  ✓ From 4 to 5 trips = 10 points                  ✓ 3 trips = 5 points                  ✓ &gt; 3 trips = 0 points</p>	
	<p>b) tourist arrivals</p>	<p>✓ Min. 1,000 arrivals = 20 points                  ✓ From 500 to 999 arrivals = 15 points                  ✓ From 150 to 500 arrivals = 10 points                  ✓ From 100 to 149 arrivals = 5 points                  ✓ &gt; 100 arrivals = 0 points</p>	

	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>85</b>

**AFTER EXAMINING** the technical offer of **HIRSCH REISEN**, the commission attributes the following scores:

<b>COMPANY: HIRSCH REISEN - GERMANY</b>			
<b>CRITERIA</b>	<b>ASSESSMENT FACTORS</b>	<b>INDICATORS</b>	<b>MIN/MAX SCORE</b>
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 15
	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> </ul>	10

	the European standards on polluting emissions will be assessed	Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	
<b>TOTAL</b>			<b>85</b>

**AFTER EXAMINING** the technical offer of **PEGAS TOUR**, the commission attributes the following scores:

<b>COMPANY: PEGAS TOUR - SLOVAK REPUBLIC</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points ✓ > 3 trips = 0 points	
	b) tourist arrivals	✓ Min. 1,000 arrivals = 20 points	

		<ul style="list-style-type: none"> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer,	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> </ul>	30

	website, newsletter, etc.)	✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>85</b>

**AFTER EXAMINING** the technical offer of **PIT TOURISTIK – MUELLER REISEN**, the commission attributes the following scores:

<b>COMPANY: PIT TOURISTIK - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points	



		✓ > 3 trips = 0 points	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999</li> </ul>	30

	advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>85</b>

**AFTER EXAMINING** the technical offer of **TUSCULUM REISEN**, the commission attributes the following scores:

<b>COMPANY: TUSCULUM REISEN - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points	

		<ul style="list-style-type: none"> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	

Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>85</b>

**AFTER EXAMINING** the technical offer of **BALTIC KUURORT GRUPP**, the commission attributes the following scores:

<b>COMPANY: BALTIC KUURORT - ESTONIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 15

	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449</li> </ul>	

		attendants = 5 points ✓ > 300 attendants = 0 points	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	✓ Min. 2,000 contacts = 30 points ✓ From 1,000 to 1,999 contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	9
<b>TOTAL</b>			<b>84</b>

**AFTER EXAMINING** the technical offer of **LA GROTTA HOLIDAYS**, the commission attributes the following scores:

<b>COMPANY: LA GROTTA HOLIDAYS - HUNGARY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest	Sales targets will be assessed		20 10 15

<p>number of coach tours, arrivals and tourist numbers generated will be favoured.</p>			
	<p>a) number of trips</p>	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	<p>b) tourist arrivals</p>	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	<p>c) tourist numbers</p>	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	9
<b>TOTAL</b>			<b>84</b>

**AFTER EXAMINING** the technical offer of **REDLINE SA**, the commission attributes the following scores:

<b>COMPANY: REDLINE SA - SUISSE</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE



<p>Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.</p>	<p>Sales targets will be assessed</p>		<p>20 10 15</p>
	<p>a) number of trips</p>	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	<p>b) tourist arrivals</p>	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	

	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	9
<b>TOTAL</b>			<b>84</b>

**AFTER EXAMINING** the technical offer of **GUTE REISE HAUCK**, the commission attributes the following scores:

<b>COMPANY: GUTE REISE HAUCK - GERMANY</b>			
<b>CRITERIA</b>	<b>ASSESSMENT FACTORS</b>	<b>INDICATORS</b>	<b>MIN/MAX SCORE</b>
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		15 10 15
	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> </ul>	10

	the European standards on polluting emissions will be assessed	Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	
<b>TOTAL</b>			<b>80</b>

**AFTER EXAMINING** the technical offer of **HEIDEKER REISEN**, the commission attributes the following scores:

<b>COMPANY: HEIDEKER REISEN- HUNGARY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 10
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points ✓ > 3 trips = 0 points	
	b) tourist arrivals	✓ Min. 1,000 arrivals = 20 points	

		<ul style="list-style-type: none"> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer,	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> </ul>	30

	website, newsletter, etc.)	✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>80</b>

**AFTER EXAMINING** the technical offer of **HEROLE' REISEN**, the commission attributes the following scores:

<b>COMPANY: HEROLE' REISEN - GERMANIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 10
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points ✓ From 4 to 5 trips = 10 points ✓ 3 trips = 5 points	

		✓ > 3 trips = 0 points	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999</li> </ul>	30



	advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	9
<b>TOTAL</b>			<b>79</b>

**AFTER EXAMINING** the technical offer of **SCHMETTERLING GRUPPENREISEN**, the commission attributes the following scores:

<b>COMPANY: SCHMETTERLING GRUPPENREISEN - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		15 10 15
	a) number of trips	✓ 8 trips = 20 points ✓ From 6 to 7 trips = 15 points	

		<ul style="list-style-type: none"> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	

Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	9
<b>TOTAL</b>			<b>79</b>

**AFTER EXAMINING** the technical offer of **KOMM MIT MORENT**, the commission attributes the following scores:

<b>COMPANY: KOMM MIT - GERMANY</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.	Sales targets will be assessed		20 10 5

	a) number of trips	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	b) tourist arrivals	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449</li> </ul>	

		attendants = 5 points ✓ > 300 attendants = 0 points	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	✓ Min. 2,000 contacts = 30 points ✓ From 1,000 to 1,999 contacts = 20 points ✓ From 500 to 999 contacts = 10 points ✓ > 500 contacts = 0 points	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	Euro VI = 10 points Euro V = 9 points Euro IV = 7 points Euro III = 5 points Euro II = 2 points Euro I = 0 points	10
<b>TOTAL</b>			<b>75</b>

**AFTER EXAMINING** the technical offer of **DIETRICH TOURISTIK**, the commission attributes the following scores:

<b>COMPANY: DIETRICH TOURISTIK - AUSTRIA</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE
Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest	Sales targets will be assessed		10 10 10

<p>number of coach tours, arrivals and tourist numbers generated will be favoured.</p>			
	<p>a) number of trips</p>	<ul style="list-style-type: none"> <li>✓ 8 trips = 20 points</li> <li>✓ From 6 to 7 trips = 15 points</li> <li>✓ From 4 to 5 trips = 10 points</li> <li>✓ 3 trips = 5 points</li> <li>✓ &gt; 3 trips = 0 points</li> </ul>	
	<p>b) tourist arrivals</p>	<ul style="list-style-type: none"> <li>✓ Min. 1,000 arrivals = 20 points</li> <li>✓ From 500 to 999 arrivals = 15 points</li> <li>✓ From 150 to 500 arrivals = 10 points</li> <li>✓ From 100 to 149 arrivals = 5 points</li> <li>✓ &gt; 100 arrivals = 0 points</li> </ul>	
	<p>c) tourist numbers</p>	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> </ul>	

		<ul style="list-style-type: none"> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	30
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>70</b>

**AFTER EXAMINING** the technical offer of **FRANZ DAEHLER BUSREISEN – ERNST MARTI**, the commission attributes the following scores:

<b>COMPANY: FRANZ DAEHLER / ERNST MARTI - SUISSE</b>			
CRITERIA	ASSESSMENT FACTORS	INDICATORS	MIN/MAX SCORE

<p>Impact of the project on the development, growth and stability of the incoming tourist industry in Emilia-Romagna. Projects with the highest number of coach tours, arrivals and tourist numbers generated will be favoured.</p>	<p>Sales targets will be assessed</p>		<p>20 10 10</p>
	<p>a) number of trips</p>	<p>✓ 8 trips = 20 points                  ✓ From 6 to 7 trips = 15 points                  ✓ From 4 to 5 trips = 10 points                  ✓ 3 trips = 5 points                  ✓ &gt; 3 trips = 0 points</p>	
	<p>b) tourist arrivals</p>	<p>✓ Min. 1,000 arrivals = 20 points                  ✓ From 500 to 999 arrivals = 15 points                  ✓ From 150 to 500 arrivals = 10 points                  ✓ From 100 to 149 arrivals = 5 points                  ✓ &gt; 100 arrivals = 0 points</p>	



	c) tourist numbers	<ul style="list-style-type: none"> <li>✓ Min. 7,000 attendants = 20 points</li> <li>✓ From 1,500 to 6,999 attendants = 15 points</li> <li>✓ From 450 to 1,499 attendants = 10 points</li> <li>✓ From 300 to 449 attendants = 5 points</li> <li>✓ &gt; 300 attendants = 0 points</li> </ul>	
Effectiveness and efficiency of the promotion and communication action	The communication results will be assessed in terms of useful contacts generated by conveying the advertising layout through the tenderer's business tools (catalogue, flyer, website, newsletter, etc.)	<ul style="list-style-type: none"> <li>✓ Min. 2,000 contacts = 30 points</li> <li>✓ From 1,000 to 1,999 contacts = 20 points</li> <li>✓ From 500 to 999 contacts = 10 points</li> <li>✓ &gt; 500 contacts = 0 points</li> </ul>	20
Reduction of environmental pollution caused by road vehicles	The compliance of the vehicles used for tours to Emilia-Romagna with the European standards on polluting emissions will be assessed	<ul style="list-style-type: none"> <li>Euro VI = 10 points</li> <li>Euro V = 9 points</li> <li>Euro IV = 7 points</li> <li>Euro III = 5 points</li> <li>Euro II = 2 points</li> <li>Euro I = 0 points</li> </ul>	10
<b>TOTAL</b>			<b>70</b>

Once the evaluation of the technical offers has been completed and the scores have been attributed by the evaluation commission, the Head Project Manager draws up the final ranking resulting from the tendering procedure below.

<b>Nr.</b>	<b>Bus Operator</b>	<b>Mercato</b>	<b>Nr. punti</b>
1	REISEBUERO IDEALTOURS	AT	100
2	OST WEST REISEN	DE	100
3	WEISS REISEN	AT	100
4	DOXA	HR	95
5	HOERMANN REISEN	DE	95
6	KOALA TOURS	SK	95
7	NACHBAUR REISEN	AT	95
8	CK CESKE KORMIDLO	CZ	90
9	CK VIKTORIA ING. LADISLAV JARY	CZ	90
10	FUN REISEN	DE	90
11	IKARUS REISEN	DE	90
12	IVON TRAVEL	SRB	90
13	PETROLI REISEN	DE	90
14	ROYER VOYAGES	FR	90
15	SKALLA CZ	CZ	90
16	SCHULFAHRT TOURISTIK	DE	87
17	COLLIN REISEN	DE	85
18	FEST INFO	CZ	85
19	HIRSCH REISEN	CH	85
20	PEGAS TOUR	SK	85
21	PIT TOURISTIK -MUELLER REISEN	DE	85
22	TUSCULUM REISEN	DE	85
23	BALTIC KUURORT GRUPP	EE	84
24	LA GROTTA HOLIDAYS	HU	84
25	REDLINE SA	CH	84
26	GUTE REISE HAUCK	DE	80
27	HEIDEKER REISEN	DE	80
28	HEROLE' REISEN	DE	79
29	SCHMETTERLING GRUPPENREISEN	DE	79
30	KOMM MIT MORENT	DE	75
31	DIETRICH TOURISTIK	AT	70
32	FRANZ DAEHLER BUSREISEN-ERNSTMARTI	CH	70

Once the availability of economic resources has been checked, the services are awarded according to the rules and procedures of the Framework Agreement, which are specified and identified in the special tender specifications.



In the light of the foregoing, these minutes are drawn up, read, approved and confirmed, and they are signed as follows:

PRESIDENTE  
Alessandro Vallicelli

TECHNICAL MANAGER  
Carlo Bisaccioni

RECORDING SECRETARY  
Claudia Valentini

Handwritten signature of Alessandro Vallicelli in black ink, written over a horizontal line.

Handwritten signature of Carlo Bisaccioni in black ink, written over a horizontal line.

Handwritten signature of Claudia Valentini in black ink, written over a horizontal line.