

Question and answers (1)
for
JE-RFP Event Management and Promotion Aqaba-Exhibition

- 1. Should we price only the “Event Management,” “Event Promotion,” and “Stand Build-up” items, ONLY, based on the budget lines in Annex 2 (Framework for Financial Proposal)?**

Answer: No — the financial proposal in Annex 2 requires a comprehensive budget proposal per all items in JOD, covering all budget categories relevant to the offeror’s technical proposal. These categories include “**Personnel costs** (event organizers, creative designers, etc., **Technical equipment** (by major items), **Promotion and communication** (/media/material)”. .

- 2. Who will collect the money from the international exhibitors? What is the mechanism?**

Answer: The offeror must provide the technical tools/appliances to enable the required financial processes. However, the process of collection as such will be under the responsibility of Jordan Exports.

- 3. Who will pay the third party? What is the mechanism?**

Answer: Subcontracting of specific services is permitted “subject to written prior approval of JE” while maintaining the accountability of the offeror. This means the offeror will directly engage and pay approved subcontractors or third-party suppliers, using the budget lines from Annex 2 in accordance with the agreed scope and contractual terms.

- 4. Who will cover the deficit of the event, if applicable?**

Answer: The offeror is expected to provide a deficit-free budget. Any unforeseen circumstances which may lead to a deficit (for example force majeure, etc.), will be stipulated in the contract between the parties.