

### 問題與回覆 Q&A

# 第一部分 Part I

製作澳門宣傳片和廣告片服務判給的公開招標-解釋會

Sessão de Esclarecimento sobre o Concurso Público para a Adjudicação da Prestação dos Serviços de Produção de Vídeo Promocional e TV Spots Explanation Meeting on the Public Tender for execution of the Service of Production of Macau Promotional Video and TV Commercials

茲通知 閣下,有關題述服務之講解會已於本年9月09日,下午3時30分於旅遊局14樓舉行。解釋會上提出的問題如下:

Vimos por este meio informar a V. Exa. que a sessão de esclarecimento do serviço acima indicada realizou-se pelas 15.30 horas do dia 9 de Setembro do corrente, na sede da DST, 14 andar.

The Explanation Meeting was held on Sept 9, 2010, at 14<sup>th</sup> meeting room of Macau Government Tourist Office, following queries were raised:

\*Questões 1 e 2, foram feitas em Português, Questões 3 a 7 foram feitas em chinês, versão Inglesa serve apenas de referência (Tradução). [] Texto da Tradução.

\*問題1&2 是用葡文提問,問題3 至 7 是用中文提問,英文譯本僅供參考。【】爲譯文

**Q1:** Se o prazo de entrega das propostas termina apenas no dia 29 de Setembro de 2010, sendo assim o prazo de 90 dias para a produção do video promocional e TV spots irá ultrapassar 31 de Dezembro como é que esse prazo será contado?

【提交投標書的截止日期爲 2010 年 9 月 29 日,宣傳片和廣告片的製作期爲 90 天,至 12 月 31 日,這個製作期限是如何計算的?】

答 Reply:

As pessoas singulares ou colectivas que pretendam concorrer, devem submeter as suas propostas até 17 horas do dia 29 de Setembro de 2010, na sede da DST, 12 andar, sob pena de não serem admitidas.

O prazo de produção do vídeo promocional e TV Spots é de 90 dias, porém contados a partir da **data de adjudicação** do presente Concurso Público.

【擬參與投標的自然人或法人應於 2010 年 09 月 29 日下午 5 時前,將標書交至澳門宋玉生廣場 335-341 獲多利中心 12 樓,逾期不予接納。宣傳片和廣告片的製作期限爲 90 天,由公開招標**判給日**開始計算。】



**Q2:** No programa do concurso está escrito que a música original é um dos elementos de avaliação, pretende que a proposta venha incluído com um tema original, ou um Mood-reel ou uma música que sirva de exemplo em relação ao que pretendemos & oferecer?

【根據招標方案,音樂是判給標準之一,在提交投標書時是否需要提交一首原創音樂或一首 Mood-reel?還是一首音樂範例可體現我們打算提供的音樂?】

答 Reply:É do entender da DST, que aquando forem entregues as propostas pelos concorrentes, até à 17 horas do dia 29 de Setembro de 2010, não é obrigatório submeter a Música/Canção Original já composta e finalizada. Devem juntar na proposta, um CD com o « Mood-Reel » ou seja tipo e estilo de Música a compor. Bem como, o Currículo ou portfolio do compositor, e exemplos de músicas da sua autoria, que serão objecto de avaliação que fazem parte dos Critérios de Adjudicação.

【按旅遊局要求,在招標公告上規定的期間,即 2010 年 09 月 29 日下午 5 時前,交至澳門宋玉生廣場 335-341 號"獲多利中心"12 樓的投標書,不一定需要提交一首已創作並完成的原創音樂。投標書內,應提交 Mood-Reel 的光碟、作曲者的履歷表以及他的一些音樂作品,作爲判給評估的標準之一。】

此外,明白到遞交標書時尚未有最終版本的原創音樂,請在標書內明確地指出音樂的類型。然而有關音樂必須是原創的,而不是現有的一些音樂。

[Moreover, realizing that the final version of the original music will not be ready by the time of the submission of the tender, please clearly identify the type of music being used. The music should be original but not existing ones.]



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Q3: 交標時除了提交故事板(storyboard)外,旅遊局會否接納投標公司交來的接近完成品的宣傳片樣帶呢?要求什麼格式?

[Besides the presentation of the storyboard when submitting the tender, will MGTO accept the video sample that is close to the final piece of work? What kind of format should be used?]

答 Reply:

接受。除了故事板(storyboard)外,競投公司可選擇提交宣傳片樣帶,這樣能令審議標書委員會更加了解該公司的概念及創意。雖然這點在標書內並沒有要求,但相信對評分有利。

[Video sample is accepted. Besides the submission of the storyboard, each bidder can also submit a video sample which will help the Evaluation Tender Committee to better understand the bidder's concept and creativity. Though it is not required in the Tender Program, and it can be calculated as an evaluation factor.]

至於樣帶格式, DVD 已足夠。

[DVD format is preferable for the video sample.]

Q4: 旅遊局在整個拍攝錄影製作上會否提供輔助?比如說:公司欲拍攝格蘭披治大賽 車的情況,能否提供有關入場證呢?

[Will MGTO assist in the filming and video production? For example: if our company would like to shoot the MGP, can MGTO provide the pass?]

答 Reply: 爲著產品最終的完美性,成爲是次製作的被判給者,將會得到本局最大的協助。

【Considering the perfection of the final product, ultimate assistance from MGTO would be granted for the awarded bidder.】

Q5: 保險問題:旅遊局對整個拍攝及製作過程在保險方面的要求?

[Insurance problems: What is MGTO's requirement for insurance within the whole filming and production process?]

答 Reply: 保險需由被判給公司承擔。而保險要求方面則會與被判給者詳細傾談。

[ The cost of insurance should be borne by the awarded Bidder. Requirements of insurance will be further discussed with the awarded bidder later.]



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Q6: 開標日期爲9月30日, 是否在當天公佈結果?

製作期爲90日, 即是否到12月31日需完成製作的80%, 還是需全部製作完成?

Is the announcement of results take place on the same date of the opening of the tenders which is on 30<sup>th</sup> September?

The stated production period is 90 days, do we need to finish the whole production or just 80% by the end of  $31^{st}$  December?

答 Reply:

標書應於 2010 年 9 月 29 日下午 5 前,交到本局(即澳門宋玉生廣場 335-341 號"獲多利大廈"12 樓)。逾期不獲接納。而交投標書時需提交 法定要求的所有文件及資料。

開標日期為 2010 年 9 月 30 日下午 3 時,屆時,由開標委員會打開標書信封,逐一檢視各投標公司交來的文件,開標並不是即時宣佈判給,而是評定哪些標書可以被接納。被接納的標書則交由審議標書委員會審核。評審時間很大程度上視乎入圍標書的數量。

製作期是由被判給日開始計算。製作期為90日(包括公眾假期)。

The location, deadline and time for the submission of tenders would be 9<sup>th</sup> September, 2010 by 5:00p.m at Macau Government Tourist Office (MGTO), Alameda Dr. Carlos D'Assumpção, no.335-341, Edifício Hotline, 12<sup>th</sup> floor, Macau. Overdue tenders will not be accepted. Legal documents and information required should be submitted along with the tenders.

Date and time for opening the tenders is 3:00p.m on 30<sup>th</sup> September, 2010, In that day the Opening Tender Committee will open the envelopes and examine the documents to see if acceptable, awarding will not be announced. Acceptable tenders will then be passed to the Evaluation Tender Committee. The time for evaluation will depend on the number of tenders accepted.

The production period starts from the awarding date. The whole production period is 90 days (public holidays included).

Q7: 在評審階段時會否讓製作人親自解釋理念?

[Are producers allowed to present their ideas during the judgment of the tender?]

答 Reply: 旅遊局會安排每一間入圍公司來澳門旅遊局就其標書內容作演示說明, 以解釋其構思、理念、創意等細節。

> 建議創意總監、影片導演、製片人、攝影指導、音樂作曲者能同時前 來講解。

> [A presentation will be arranged for each acceptable bidder individually, according to their tenders proposals, concepts and creativity.

It is recommended that creative director, video director, producer, director of photography and music composer could come as well to the presentation.



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# 樣板 SAMPLE

#### 澳門公證署簽名鑑正樣本 EXAMPLE OF THE NOTARY SIGNATURE CERTIFICATION IN MACAU

# EXEMPLO DO RECONHECIMENTO NOTARIAL DA ASSINATURA COM QUALIDADE E PODERES RECONHECIDOS **EM MACAU**

# (僅供澳門競投公司參考

Serve de Referência para os Concorrentes locais For Macau Bidders Reference only)

Governo da Região Administrativa Especial de Macau ......o Cartório Notarial

	(pública forma do BIRP no, emitido pela D.S.I. da R.A.E.M. em), respectivamente, na qualidade de procurador de, sendo este na qualidade de gerente de, emitido pela de gerente de, emitido pela de gerente de, com, com, com, poderes necessários para este acto, conforme verifiquei pela certidão expedida pela Conservatória dos Registos Comercial e de Bens Móvies em, por procuração outorgada em, perante o notário privado de Macau, e pela certidão da procuração outorgada em, perante o notário privado de Macau,, documentos que me foram exibidos.
海 確 被 明	第xx 公証署  (人認證上面的簽名是由



# 第二部分 Part II

關於"提供「製作澳門宣傳片和廣告片」服務判給的公開招標",以下是旅遊局所收到書面查詢的正式回覆:

The following are the official replies to the written inquiries, that MGTO received for "Public Tender for execution of the services of Production of Macau Promotional Video and TV Commercials":

(\*Inquires 1,6,7,10,11,16 are raised in English, Inquiries 2,3,4,5,8,9,12,13,14,15,17,19 are raised in Chinese, Inquiry 18 is raised in Portuguese, 【】 means translated text).
(\*問題 1,6,7,10,11,16 是用英文提問,問題 2,3 4,5 8,9,12,13,14,15,17,19 是用中文提問,問題 18 是用葡文提問,【】爲譯文)

1. According to 1.5.2.4, we are required to provide a copy of our business registration, but we only have to renew it once per year in Hong Kong, our business registration may not be issued less than 3 months but but is valid for a year, what should we do?

【根據第 1.5.2.4, 要求提供商業登記, 然而在香港商業登記期限爲一年, 一年更新一次, 不可能少於三個月發出, 我們應怎麼辦?】

2. 招標文件第 5 頁 (1.5.2.4)商業登記影印本:如商業登記證(香港之有限公司)的發出日期於遞交標書日爲止,已經超過三個月,投標公司應該如何處理?投標公司是否需要其他支援?

[According to 1.5.2.4 Page 5 regarding Business Registration: How could we do if our Business Registration is beyond 3 months on the day of submitting Tender? Should we need to provide other supporting documents?]

3. 在遞交的標書內第一個信封"文件"要包括公司最新之商業登記影印本(少於 3 個月內發出)。(適用所有競投人),但香港的商業登記是每年續期,會多於3 個月內發出,請問可以嗎?

[In the first envelope of the tender, namely "Document" stated that we should include the photocopy of the latest business registration documents (which should be issued within the last 3 months). (Applicable to all bidders), however, the business registration documents in Hong Kong are renewed on a yearly basis, which means more than 3 months ago, is it acceptable?

答 Reply(1,2 & 3):

澳門旅遊局接受香港競投公司(由香港政府發出之)商業登記 (1 年期),其屆滿日期必須至 2010 年 9 月 29 日或之後。 MGTO will accept the Business (Commercial) Registration from Hong Kong bidders issued by the relevant Hong Kong Government Department (1 year), as long as the expiry date stated in the Registration is until or beyond 29<sup>th</sup> September 2010 (inclusive).



4. 請問判給標準內提及的"提供服務的效率"是指什麼?可否詳細解釋一下。

[One of the items within the judging criteria mentioned about "The efficiency in execution of services", what does it actually means, could you please elaborate it?]

答 Reply: "提供服務的效率"是判給標準之一,是指時間。請參考招標方案第 1.5.1.8 要求(投標書需包含整個製作及籌備時間表及包括:拍攝方

案、預計澳門實景拍攝天數、後期製作時間、交貨期等)

Under the Criteria for Adjudication the – Efficiency in the delivery of the services, refers to the Time, see requirements as stated in 1.5.1.8 (the tender should also include a time line of production and set-up process, including a detailed filming proposal, number of days shooting in Macau, schedule of post-production and delivery).

5. 如果拍攝器材是由外地輸入到澳門,澳門旅遊局會否協助或負責清關的手續問題? 【If the required filming equipment is imported from other places, would MGTO assist or in charge of the customs clearance?】

答 Reply: 澳門旅遊局會根據投標程序內要求的服務,協助有關拍攝器材清關, 但其中所涉及的費用由中標公司承擔。

MGTO can assist in the customs clearance for the importation of the filming equipments for the services requested in this Tender only, however any expenses related to the customs will be borne by

the awarded bidder.

6. According to 1.5.2.7, do we have to provide a document to prove that the signatures of documents 1.5.2.1 and 1.5.2.2 have been authenticated?
【根據 1.5.2.7,我們需要提供 1.5.2.1 和 1.5.2.2 文件簽署的公證鑑定?】

答 Reply: Yes. All documents referred above should be signed by the bidder or his/her legal representative, duly authenticated in a Notary Public, in the quality and with powers for the effect.

是。上述所指文件必須由競投人或其法定代表簽署,而有關簽署須經公證鑑定以確實其合法性及效力。



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7. According to 1.7, once we are awarded the contract, we are required to provide a definite guarantee of 4% of the total price of the contract and this amount will be returned to us after completion of service. Are we going to receive a certain amount of deposit upon award of the contract? What will be the terms of payments?

【第 1.7 條,一但中標,得標公司需繳交相當於總判給 4%的確定保證金,確定保證金在所有服務完成之後予以退還。中標時我們會收到一筆訂金嗎?付款方式如何?】

答Reply: Under the terms of the Tender - 1.7 once the Winning Bidder is awarded with the production of this tender, it is required to pay a definite guarantee of 4 % of the total price of the contract; the awarded bidder may use the amount of the provisional guarantee for settlement of the definite guarantee.

根據「投標方案」第 1.7 條,得標公司需繳交相當於總判給金額 4%的確定保證金,得標公司可將其臨時保證的金額用以繳付確定保證金。

However, under the Terms of the Tender, it is not stated in any clause that the awarded company will receive a deposit payment from GTO. 然而,在投標程序中並未明確列明旅遊局將支付中標公司訂金。

On the Legal and Technical Conditions, under point 2.1.2.5, the proposal from the company should include the Terms of Payment.

根據「法律及技術條件」第 2.1.2.5 條,競投公司需在投標書中列明所要求之付款方式。

8. 付款方式的設定是否評分標準之一?如是,請問這項佔總分多少比例?

[If the Terms of Payment is one of the Criteria for evaluation"? If does, what's the percentage?]

答 Reply: 根據第 1.9.1 條,旅遊局規定判給標準所佔之比重中,價格佔 10%, 即競投公司對於是項服務的總報價,旅遊局會根據最好(最低)價格予 以計分。基此,付款方式的設定不會影響價格這個評估因素。

Under Criteria for awarding of the contract and evaluation factors, 1.9.1 MGTO has established the percentage for each factor, of which PRICE = 10%, corresponding to the total price of the Service quoted by the Bidder. MGTO will calculate according to the best (lowest) price of the bidder.

As such, the Terms of Payment will not affect the PRICE evaluation factor.



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9. 招標文件第 33 頁 (2.1.2.5)付款方式: 請問是否本公司向旅遊局提出的付款期數, 如 行業中比較常用的付出比例:

[According to Tender Program Page 33 (2.1.2.5) Terms of Payment: If our Terms of Payment, can we apply the percentages used most often by the trade as below:]

第一期) 總額的30%於確認所有故事版?

第二期) 總額的30%於確認初剪?

第三期) 總額的 40%於確認所有影片及交貨?

[1st Installment: pay 30% while confirm the storyboard?

2nd Installment: pay 30% while confirm the First cut?

3<sup>rd</sup> Installment; pay 40% of the total while confirm all videos and delivery?

答 Reply: 根據「法律及技術條件」,第 2.1.2.5 條規定,付款方式是投標書最基本要素之一,但可由競投公司自行擬定比例。

Under the Legal and Technical Conditions, one of the basic elements for the preparation of the proposal from the bidder, as stated in 2.1.2.5. should be the Terms of Payment, which is submitted by the bidder at it's own discretion

10. Are the director, producer, photographer etc, required to attend the opening of the tenders? or only on the day of presentation?

【導演、製片人、攝影師等須出席開標嗎? 亦或只須出席演示會?】

答 Reply:

In accordance with Clause 27 of the Decree-Law no. 63/85/M of the 6<sup>th</sup> of July, the Bidder, or their legal representative, <u>may attend</u> the opening of the tenders in order to submit any complaints and/or to explain any doubts regarding their tender to <u>the Committee</u> responsible for the opening of the tenders.

開標時,競投人或其代表<u>可以出席</u>,以便根據 7 月 6 日第 63/85/M 號法令第二十七條的規定,提出異議或解釋標書文件內可能出現之疑問。

However, as clarified during the Explanation Meeting on 9<sup>th</sup> September, for the Presentation of their Bids, we recommend that the Creative director, Producer, Director of Photographer, etc, attend and the date will be confirmed at a later stage, after the opening of the Tender.

然而,正如在9月9日解釋會上所補充,關於<u>競投公司的演示說明</u>, 旅遊局建議創意總監、制片人及攝影指導等一同出席。<u>具體日期待開</u> 標後另行通知。



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11. According to <u>2.2.5.1</u>, we would like to clarify the following copies:

【根據第 2.2.5.1 條,想知道數量要求:】

1) Does "Two Betacam Digital PAL/Betacam SP/DVD for each version - Cantonese, Mandarin and English" mean "2 x Betacam Digital PAL (Cantonese, Mandarin and English), 2 x Betacam SP (Cantonese, Mandarin and English), 2 x DVD (Cantonese, Mandarin and English)"?

【"數碼母帶/母帶 SP/DVD 各兩套 - 廣東話版/普通話版/英文版"意思是指兩套數碼母帶(廣東話版,普通話版,英文版)、兩套母帶 SP(廣東話版,普通話版,英文版)、兩套 DVD(廣東話版,普通話版,英文版)?】

答Reply: Correct 正確。

2) Regarding the Portuguese, Korean and Japanese (subtitle) version, since we are not required to provide the voice over for these languages, there are scripts in the video, which version do we use to produce the Betacam Digital PAL, Betacam SP and DVD (Cantonese, Mandarin or English)?

【葡文、 韓文和日文字幕版,由於不必配音,如果宣傳片中有解說詞,我們用哪種語言來製作"數碼母帶、母帶 SP 和 DVD?廣東話、普通話、英文?】

答 Reply: MGTO requires Betacam Digital PAL, Betacam SP and DVD of Portuguese, Korean and Japanese subtitles with background music only, no need VO.

葡文、 韓文和日文字幕版的數碼 母帶、 母帶 SP 和 DVD 只 要求有背景音樂,無需配音。

- 12. 1) 請問第一同第二個信封要用火漆封口嗎?
  - 2) 可否用現代的紅色貼紙火漆來代替傳統的滴蠟火漆?
    - [ 1)We'd like to know the 1<sup>st</sup> and 2<sup>nd</sup> envelopes need to be sealed? 2)Can we use the red label instead? ]
    - 答 Reply: 1) 根據投標方案第 1.5.2.8 及 1.5.3 條規定,第一個信封「文件」 及第二個信封「投標書」 都應用火漆封口。
      According to Terms of Tenders 1.5.2.8 and 1.5.3, both envelopes "Document' and "Tender" should be sealed as well.
      - 2) 不可以。No.



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13. 在 5 分鐘和 2 分鐘的影片,可否每段提交多於一個的故事或意念在同一個 Tender? 如果可行,在演示說明會時,會否給與額外的時間來完成演說?

[Can we provide more concept/storyboard regarding 5-mintues and 2 minutes promotional video? If yes, can we get additional time for the presentation?]

答 Reply: 對於意念和故事板沒有任何限制,完全由競投公司根據各自的創意自 行決定。

> No restrictions on concept or storyboard, each Bidder could decide based on its own creativity.

一般來說, 開標後,合資格競投公司會接獲通知前來旅遊局進行為時 **1個半小時**的演示說明會。

Usually MGTO will allow each acceptable bidder for <u>1.5 hours</u> presentation, which will be informed after the Opening of Tender.

14. 如果遇上天氣問題,請問澳門旅遊局會否承擔因天氣問題而產生的成本? 【Will MGTO bear the production cost in case of weather problem?】

答 Reply: 根據招標方案第 1.5.1.6,報價須包括所有製作費用(如:音樂/歌曲製作、模特兒、澳門現場拍攝、交通、食宿、配音、剪輯、視像效果、後期製作等費用)。因此,<u>所有費用,包括在澳門現場拍攝所衍生的額外費用都由中標公司承擔。</u>

According to Tender 1.5.1.6: The quotation should include all production fees (such as: Composition of music/song, talents, location shooting in Macau, transportation, meals, accommodation, editing, visual effects, post-production, etc); so all cost including location shooting in Macau and its extra cost will be borne by the awarded bidder.

15. 在交給你們的故事版中,是否需要交 5 分鐘短片的故事版? 還是只交 concept board 便可?

[Should we submit storyboard of 5 minutes? Or ust storyboard of concept?]

答 Reply:根據「法律及技術條件」第 2.1.2.4 要求,競投公司需提交宣傳片和廣告片 詳盡的故事板,即 5 分鐘宣傳片及 30 秒廣告片詳盡的故事板。

According to "Legal and Technical Conditions" 2.1.2.4: The bidder should submit detailed description of the context and storyboard of the promotional video and the TV Commercials, which means **storyboard of 5 minutes promotional video and 30 seconds TVC.** 



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16. Regarding the 4% provisional bond, the closing date of tender is 29 Sept, 2010, we assume that the project will be awarded to the successful bidder within 3-4 weeks, so approximately when will the provisional bond be returned to the unsuccessful bidders?

【就 4%保證金問題, 截標日期爲 2010 年 9 月 29 日, 假設是項服務會在 3-4 個星期之內判給, 預計何時可以退回臨時保證金給那些沒中標的公司?

答 Reply: Once the Bidder is awarded with the contract, the Provisional bond will be returned. However at this moment, we are unable to estimate the time. 當中標公司被判給及簽署合同後,臨時保證金將即時退回給那些沒中標的公司。現階段旅遊局還未能預計判給的時間。

- 17. 1)香港有牌執業會計師在香港可以做"Certify Truth", 請問他們可否做公証人? 【In HK, the lenience accountant could be "Certify Truth", we'd like to know if they could be Notary Public?】
  - 2)上次簡報會到分佈的公証行名單,是否一定要用列表中的公証人? 【Must we use the list of Notary Public we got from the Explanation Meeting?】
  - 答 Reply: 1) MGTO requires authentication to be done by **certified Notary Public** in Hong Kong. 旅遊局要求由香港**合資格的公證員(行)**作出有關鑑定(證)。
    - 2) The list of Notary Public in Hong Kong is **for reference only**. 所派發的香港公證行名單**僅供參考**。
- 18. Quando se pede um orçamento separado para video ("com indicação dos preços presentados separadamente (vídeo promocional e TV spots) e do preço global, expressos em patacas (MOP)" entende-se que o video de 2 minutos é um spot ou video promocional?

【報價費用方面,按要求"以澳門幣列明每個項目(宣傳片和廣告片)的價格,這些價格盡可能以單價列出,並列明總價格",我們想知道2分鐘的短片是廣告片還是宣傳片?】

答 Reply: Em resposta ao assunto, o video de 2 minutos (musical), deverá ser incorporado no Video promocional para os fins em vista.

2分鐘的短片是指音樂宣傳片,需與5分鐘宣傳片風格一致。



- 19. 由於財政局未能於投標限期日前提供本公司的結欠債務聲明書,財政局同事建議我們問問可否先向貴局遞交該聲明書之收據,到正式批出結欠債務聲明書再行補交? 【For the reason that Financial Service Bureau (DSF) could not issue the Declaration (to declare that the bidder do not owe any contribution and taxes to RAEM in the last five years) before the deadline of Opening Tender, DSF suggest us to ask if we could submit the receipt first, and then submit the original Declaration later when it is officially issued by DSF?】
  - 答 Reply: 競投公司須在規定限期內交齊標書內所要求的所有文件。<u>開標期間,開標</u>委員會會通知競投公司在 **24 小時內補交所欠缺之文件**。

The Bidder should submit all required documents before the closing time of the Tender. During the Opening of Tender session, the Committee will inform the Bidders to submit the missing documents if any, within 24 hours.



#### Direcção dos Serviços de Turismo

## **Notary Public in HK for reference only:**

# 以下公司資料僅供參考

#### 1. Wong Fung Yi (王鳳儀)

Notary Public, Hong Kong SAR

P.C. woo & co.

12/f, Prince's Building

10 Chater Road C.,

Hong Kong

#### 2. FEE CHUNG MING JOHNNY

**Notary Public** 

FAIRBAIRN CATLEY LOW & KONG (范紀羅江律師行)

23/F, SHUI ON CENTRE

6-8 HARBOUR ROAD, HONG KONG SAR

(TEL: 2522 2041)

#### 3. KWAN KA PO (關家寶)

Notary Public

HONG KONG SAR

Messrs. Liu, Chan & Lam

Solicitors & Notaries

Rooms 1710-18, 17/F

**Hutchison House** 

10 Harcourt Road,

Central, Hong Kong

#### 4. Michael Dalton

Notary Public

Hong Kong SAR

21/F Nine Queen's Road central

Hong Kong SAR



#### Direcção dos Serviços de Turismo

#### 5. EDWIN NEO

Notary Public 804, Admiralty Centre, Tower 1 18 Harcourt Road. Hong Kong SAR

#### 6. TANG Cheuk Yan, Clement

Notary Public Suites 1501-1503, Gloucester Tower The Landmark, 11 Pedder Street Central, Hong Kong

#### 7. Joseph Woon-Kau Poon

(Poon Woon Kau Joseph)
Notary public, Hong Kong SAR.
Room 1504, 15/Fl., Wing On Centre
111 Connaught Road Central, Hong Kong