



[www.pearlofarabia.com](http://www.pearlofarabia.com)

# Pearl of Arabia | Bidder's Profile

Pearl of Arabia sets the stage for exemplary handling of travel related services in the United Arab Emirates, Malaysia, Sri Lanka, and Thailand. We provide you quality services such as in-demand travel related assistance of inbound/outbound tourism, MICE, events, tours, excursions, transfers.

The company is headed by well known and trusted names in the industry with over 40 years of combined experience. The company brings you a fresh approach in delivering world class service to all our valued clients. Our core strength in key management personnel put to good use, we guarantee a team who efficiently handles all your travel and tourism related queries with top level quality service.

Just recently, the company has ventured out into being a Professional Congress Organizers and along with that, the creation of the successful B2C System. PCO-Connect has proven to be more than just a system, it was one of the vital factors that contributed to the accomplishment of handling a great amount of bookings from international delegates during the United Nations' International Congresses in Dubai.

The system since then has continually evolved and enhanced making it a web development success! It now holds features that result to efficiency, functionality and sheer brilliance in terms of making, planning and discovering all the different travel services available any given time. No matter where our clients are, they get the best results, best deals and best service that Pearl of Arabia is becoming known for.

In addition to that, our concierge division, Premium Concierge boasts of the same effective online system that allows our clients an all access to luxury goods and services in the UAE.

Where creative ingenuity and innovation are what sets Pearl of Arabia apart from their competition, it's only fitting to see how this young company of less than two years has grown into a promising Destination Management Company.

# Online Systems

## **POA CONNECT**

An advanced B2B booking engine that allows us to cater to our suppliers.

## **PCO CONNECT**

An online system built to handle congresses and exhibitions, allowing delegates to book all their travel needs prior to their arrival to the destination. It is an informative and user-friendly web tool provides the best prices of all travel related services guaranteed.

## **PREMIUM CONCIERGE**

Premium Concierge has been recently launched as a subdivision of Pearl of Arabia Tourism LLC to handle concierge services for the upscale market of American Express.

Our online system was built to enable efficient handling of bookings with immediate responses. Premium concierge boasts of access to luxury brands, automobiles, and a vast array of high-end products all tailored to our client's preferences and requirements

# Our Global Offices

## Destination Management Companies:



Kuala Lumpur (Malaysia)



Colombo (Sri Lanka)



Bangkok (Thailand)

## Representation Companies:



London (UK)



Moscow (Russia)



Bangkok (Thailand)



**Event Management**

# Conference and Congress Deliverables

## Exhibition

- Sales Prospect
- Floor Plans
- Contracts
- Promotion
- Contact with exhibitions
- Liaison with stand builders
- Security
- Administration
- Supervision

## Social Program

- Catering
- Receptions
- Spouse program
- Excursions
- Transportation
- Pre - & Post tour
- Cultural events
- Entertainment

## Management

- Venue Section
- Action plan
- Database management
- Internet
- Printing & Promotion
- Invitations
- Registration
- Hotel Reservations
- Logistics
- AV, other equipment
- Interpretation
- Visas
- On- site secretariat
- Badges, Congress bag
- Signage, decoration
- Transportation

## Marketing

- Press Conferences
- Public Relations
- Advertising
- Promotions
- Media Partnerships

## Finance

- Budget
- Cost control
- Guarantees
- Sponsors
- Accounting
- Finance report
- Final statement

# Marketing & Communication

## Marketing & PR:

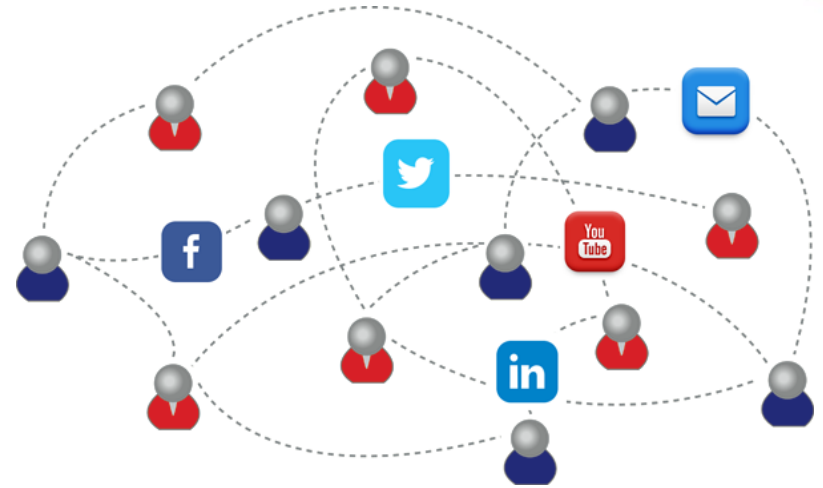
Marketing Strategy and Implementation  
PR Campaigns  
Content Development

## Online Environment:

Conference Website  
Social Media - Facebook, LinkedIn, Twitter and etc,

## Direct Marketing:

E-marketing  
Surface Mailing  
Brochures and flyers  
Corporate gifts

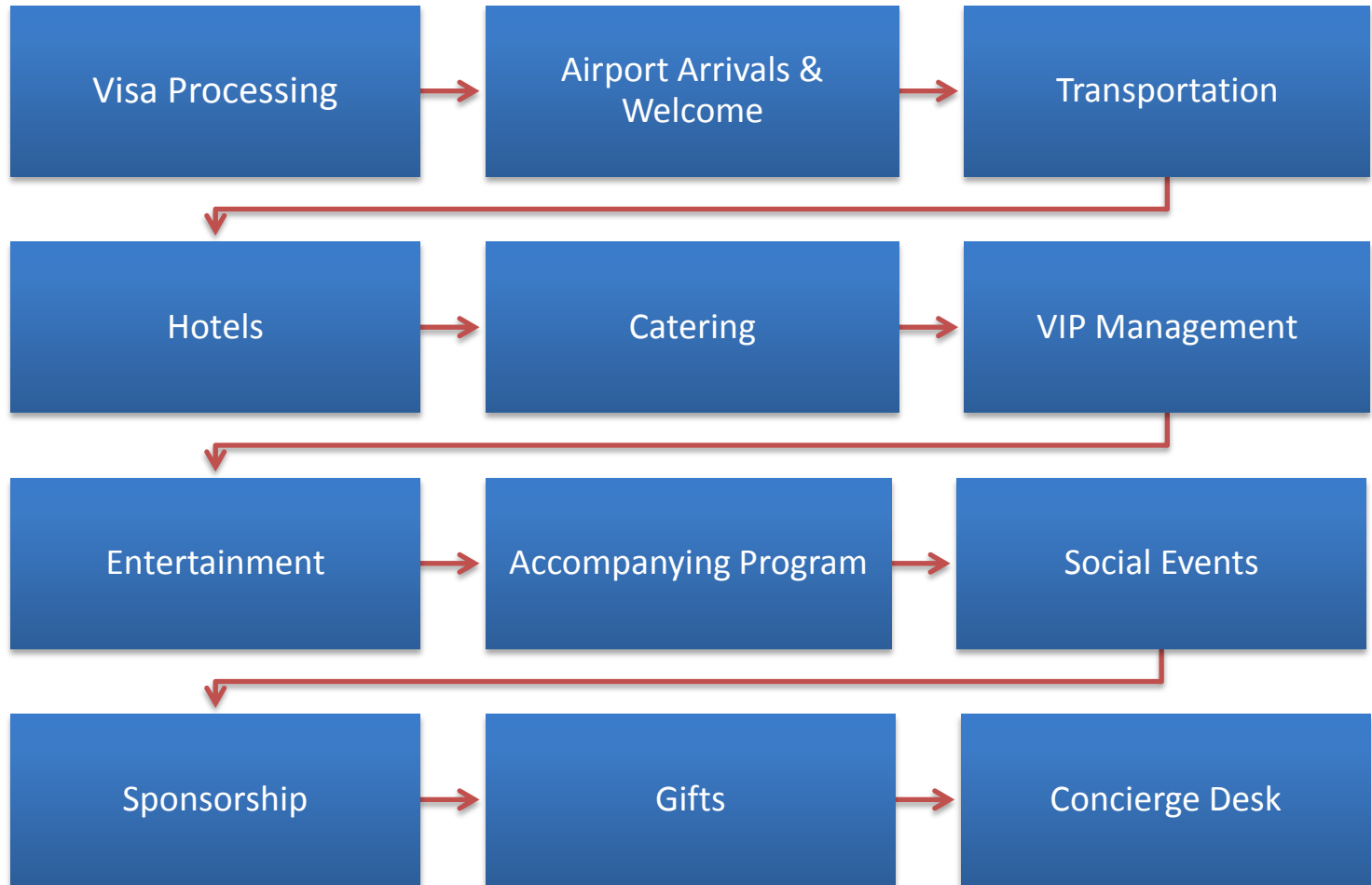




**Logistics Management**



# Logistics Management



# Our Very Own Fleet





**Bidder's Credentials | Events Handled**

# Bidder's Credentials | Events Handled



International Telecommunication Union



GSS 2012  
Dubai

GLOBAL STANDARDS SYMPOSIUM  
19 NOVEMBER 2012



WCIT 2012  
World Conference on International  
Telecommunications  
Dubai, UAE



WTSA 2012  
Dubai, UAE



Intersoft Solutions®  
A better web experience





**Conferences**

# Conferences Handled

## **WTSA 12**

- Handled bookings of Travel Related Services and Transfers (to and from hotel) of Delegates
- Handled the Gala dinner for 1500 pax

## **WCIT 12**

- Handled bookings of Travel Related Services and Transfers (to and from hotel) of Delegates
- Handled the Welcome Dinner for 1500 pax

## **ITU Telecom World 12**

- Handled bookings of Travel Related Services and Transfers (to and from hotel) of Delegates
- Handled Welcome Dinner for 1500 pax
- Handled Speakers' Dinner for 300 pax

## **GSS 12**

- Handled bookings of Travel Related Services and Transfers (to and from hotel) of Delegates

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### AUDIO

- 2 K-Array KR202 Speaker Package
- 8 K-Array KK102 Column Speaker (KR202 Kit)
- 4 K-Array KMT18 Powered Sub (KR202 Kit)
- 2 S/C - DBX Driverack 260 system controller
- 2 Shure 845 Extended Range Antenna System (5 inputs / 4 +1 cascade)
- 4 Extension RF Cable 50m / 50 Ohm BNC
- 4 Mic Stand - Boom Tall
- 2 Shure 845 Antenna Distribution System
- 4 Shure Extended Range UHF Paddle Antenna
- 8 Shure ULX Wireless Kit - Hand Held or Lapel
- 8 Lapel Microphone with 184 Capsule and Tie Clip
- 16 ULX Antenna
- 8 ULX Receiver
- 8 ULX1 Beltpack Transmitter
- 8 ULX2 H/H Transmitter with SM58 Capsule
- 1 Stage Audio Monitor Package - 2 x LE1200
- 1 Crest Pro 8200 Stereo Amplifier
- 1 EQ - Klark Teknik Square 1
- 2 Martin Audio LE1200 Stage Monitor
- 2 Martin Audio F12 Speaker
- 1 Lab Gruppen FP400 Amplifier
- 1 Midas 32 Channel Venice 320 Mixer (32/4/2)
- 1 Condenser - Countryman - Headset Microphone - TAN

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### **AUDIO**

- 2 Condenser - Shure MX412 - Gooseneck  
Microphone
- 2 Mic Stand - Shure 412B Gooseneck Base
- 3 BSS AR133 Active DI Box
- 1 Snake 16/8 50 Metre
- 1 Com Pak 2 - 5 Subs 4 Ch Wireless
- 5 *Clearcom Single Muff Headset*
- 5 *Clearcom Tempest Wireless B/Pack*
- 1 *Clearcom Tempest Wireless Master*



# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### VISION

- 1 Stumpfl 12m x 4m Screen Frame - 3:1 aspect
- 1 Stumpfl 12x4 RP Screen 3:1 aspect
- 2 Christie Digital HD 12K DLP Projector
- 2 X - Backup - Christie Digital HD 8K DLP Projector
- 2 *Christie Digital HD 8K DLP Projector*
- 2 X - Backup - Panasonic PT-DS100XE SXGA+ 10K DLP Projector
- 2 *Panasonic PT-DS100XE SXGA+ 10K DLP Projector*
- 4 Christie Digital 1.4 - 1.8 HD Zoom Lens
- 2 Panasonic 10K - 1.4-1.8 Zoom Lens
- 2 Panasonic 10K - 1.8-2.6 Zoom Lens
- 2 LCD Philips 32" Foldback Monitor
- 2 *Plasma Fold Back Bracket*
- 1 D/A - Extron - 1/4 - DVI
- 1 AW Diventix Seamless Switcher
- 1 *TFT 19" DVI/VGA Cue Monitor*

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### VISION

- 2 Pandoras Box - Dual Output Media Server  
/ Mapper
- 2 *Coolux Jog Shuttle*
- 8 *EDID - Emulator for Pandora's Box*
- 2 *MM STD Dongle*
- 2 *Pandoras Box Control Laptop*
- 2 Laptop - 13" Toshiba R700 i5 / Windows 7  
/ 4GB
- 1 MacBook Pro 15" (non retina)
- 1 Camera Kit - Dual HD - Sony EX-3 HD x 2 with AV-HS400 Vision Mixer
- 2 *Fujinon Lens STD*
- 1 *LCD 17" Panasonic HD/SDI Cue Monitor*
- 2 *Libec DL3 Tripod Dolly*
- 2 *Marshall 7" HD LCD Monitor*
- 1 *Panasonic AV-HS400 HD/SDI Vision Mixer*
- 2 *Sachler Camera Tripod*
- 2 *Sony EX-3 HD Camera Body*
- 2 *Sony Remote Control for EX3 Camera*
- 4 DVI / Fibre / DVI - 100m Cable
- 4 *DVI Fibre Power Supply*

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### LIGHTING

- 2 Clay Paky - 575 - Alpha Spot
- 4 Clay Paky - 575 - Alpha Wash
- 6 Fresnel Flood - 650w - Selecon Acclaim
- 6 *Selecon Acclaim Barndoor*
- 6 Fresnel Flood -1200w - Selecon Rama
- 6 *Selecon Rama Barndoor*
- 4 Profile Spot - 750w - ETC Source Four  
25/50
- 8 Color Fusion CF 801 LED Batten
- 1 Jands FPX 12 Channel Dimmer
- 1 Grand MA2 ultra-light
- 4 6m Winch Up + Truss Fork - SWL200Kg

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### AV

- 1 Lectern - Lectrumette - Black
- 2 Logitech Presenter Remote
- 1 Computer Count down timer & 24" Monitor
- 1 Laptop - 13" Toshiba R700 i5 / Windows 7 / 4GB
- 1 LCD 24" HD Display Monitor 1
- 1 RGBHV Cable 30m
- 2 VGA > BNC Tails

### POWER

- 1 32A Three Phase Power Distribution Rack B
- 1 63A 400v-32A 400v Rubber Box Distro
- 1 Furman 32A - 32A Single phase - Power Conditioner

### RIGGING

- 1 Litec 300mm Box Truss 3m
- 14 M400 Aluminium Box Truss 3m
- 4 500kg / 12m Chainblock with Bag
- 1 6.5m Mobile Scaffold Tower

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### STAGING & DRAPE

- 2 Smart Stage - 2m x 1m x 1m - Camera Riser
- 5 Drape - BLACK / Molton - 8m drop x 6m
- 4 Truss Border - BLACK 12m
- 4 Truss Border - BLACK 6m
- 1 Ops Surround (Small) V2 - 4.5m x 1.5m

### SPECIALIST & MISC ITEMS

- Consumables
- Custom Backdrop - custom set
- Misc - 2x Translators Arabic-English

### TRANSLATION / CONF MIC SYSTEM

- 1 DIS Analog Audio Output unit
- 1 DIS CCU
- 2 DIS Interpreters Desk
- 500 DIS IR Beltpack Receiver & Headset
- 4 DIS IR Radiator
- 1 DIS Transmitter
- 1 Audipac Translation Booth

# Scope of Work

## 2. 1. 1 Venue Selection: CONFERENCE – AV REQUIREMENTS

### LABOUR

2 Setup - Translation Tech	1 Setup - Staging Crew	2 Operate - Camera Person
1 Setup - Camera Crew	1 Setup - Staging Crew	1 Operate - Lighting Technician
2 Setup - Vision Tech	1 Manager - Project Manager	1 Operate - Video Engineer
1 Setup - Rigger	1 Operate - Translation Assistant	1 Packdown - Rigger
1 Setup - Lighting Tech	1 Operate - Translation Technician	6 Packdown - Crew - Technician
6 Setup - Crew - General Hand	1 Operate - Audio Technician	
1 Setup - Audio Tech	1 Operate - Camera Director	

### TRANSPORTATION

2 Vehicle - Truck 4T

**Grand Total of: AED 176, 992. 00 /per day**

*Note: Pearl of Arabia offers video and photo coverage services.*

## 2. 1. 1 Venue Selection: CONFERENCE LAYOUT GUIDELINE



## 2. 1. 1 Venue Selection: CONFERENCE LAYOUT GUIDELINE





# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### **FAIRMONT BAB AL BAHR ABU DHABI**

Fairmont Bab Al Bahr, Abu Dhabi boasts a prime location at the mainland gateway to the cosmopolitan city of Abu Dhabi, the capital of the United Arab Emirates. With its striking, contemporary design, this beachfront business hotel is poised to offer the highest level of comfort and elegance throughout its 369 guest rooms and suites.



Saqr Ballroom



Al Reem Hall

# Meeting Space



	Space	Ceiling Ht.	Size	U-Shape	Banquet	Cocktail	Max Capacity	Theater	Class	Board
<a href="#">Saqr Ballroom</a>	10,651 Sq. Ft.	23.00 Ft.	72.2 x 147.6 Ft.	150	750	1,100	-	1,100	550	880
<a href="#">Saqr Ballroom A</a>	3,077 Sq. Ft.	23.00 Ft.	72.2 x 42.6 Ft.	60	200	250	-	250	150	-
<a href="#">Saqr Ballroom C</a>	4,497 Sq. Ft.	23.00 Ft.	72.2 x 62.3 Ft.	80	270	450	-	450	198	-
<a href="#">Saqr Ballroom Terrace</a>	-	-	-	-	-	780	-	-	-	-
<a href="#">Saqr Ballroom Pre-function</a>	6,681 Sq. Ft.	9.00 Ft.	59 x 113.2 Ft.	-	300	580	-	-	-	-
<a href="#">Saqr Ballroom Pre-function A</a>	2,584 Sq. Ft.	9.00 Ft.	80.4 x 32 Ft.	-	-	190	-	-	-	-
<a href="#">Saqr Ballroom Pre-function B</a>	4,958 Sq. Ft.	9.00 Ft.	80.4 x 61.7 Ft.	-	-	370	-	-	-	-
<a href="#">Al Reem</a>	1,920 Sq. Ft.	9.00 Ft.	33.5 x 41 Ft.	40	90	120	-	120	72	40
<a href="#">Al Reem A</a>	1,372 Sq. Ft.	9.00 Ft.	33.5 x 41 Ft.	30	70	100	-	100	61	30
<a href="#">Al Reem B</a>	549 Sq. Ft.	9.00 Ft.	33.5 x 16.4 Ft.	12	20	40	-	20	15	18

# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### FAIRMONT BAB AL BAHR ABU DHABI

Hotel	Date Available	Venue	No. of Unit/Pax	Per Person	Comments
Fairmont Bab al Bahr	8-10 Dec 2013	Saqr Ballroom	1	AED 327.00	. Welcome coffee break served with refreshments and snacks . Continuous beverages throughout the day . Mid Morning and Afternoon break with refreshments . International Buffet lunch with beverages (Soft drinks and water) . Pads, pens, water and mint will be placed on the tables
			1	AED 99.00	Wifi connection per unit/per connection
			1	AED 1,000.00	ADTA Conference Permit

*Note :Present rates in based on number of 400 pax. Should the number of pax increase or decrease the rates will change accordingly.*

# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### **INTERCONTINENTAL ABU DHABI**

InterContinental Abu Dhabi is perfectly situated right on the beach and is less than 10 minutes from bustling downtown and the Abu Dhabi International Exhibition Centre. Heritage Village, the Cultural Foundation and Lulu Island are also close by.

There's always something special happening at an InterContinental hotel. Whether you are looking for a fun-filled getaway or a place to host your next business event we have a package to meet your needs.



Dar El Ishtiqbal

# Meeting Space



	Space	Ceiling Ht.	Size	U-Shape	Banquet	Cocktail	Max Capacity	Theater	Class	Board
Al Bateen	207 Sq. Mtr.	-	-	-	200	200	-	200	120	-
Al Baynouna	155 Sq. Mtr.	-	-	-	100	80	-	100	60	-
Ballroom/Dar El Ishtiqbal	1,155 Sq. Mtr.	-	-	-	1,200	1,600	-	1,000	500	-
Binyas Majlis	204 Sq. Mtr.	-	-	-	100	80	-	-	-	-
El Waha	145 Sq. Mtr.	-	-	-	100	80	-	100	70	-
Emirates Room	68 Sq. Mtr.	-	-	-	30	30	-	30	20	-
Liwa Majlis	688 Sq. Mtr.	-	-	-	500	350	-	500	280	-
Meeting Quarter 1	154 Sq. Mtr.	3.50 Mtr.	-	35	-	-	-	100	60	40
Meeting Quarter 2	55 Sq. Mtr.	3.50 Mtr.	-	15	-	-	-	30	20	20
Meeting Quarter 3	66 Sq. Mtr.	3.50 Mtr.	-	15	-	-	-	30	20	20
Meeting Quarter 4	77 Sq. Mtr.	3.50 Mtr.	-	15	-	-	-	30	20	20

# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### INTERCONTINENTAL ABU DHABI

Hotel	Date Available	Venue	No. of Unit/Pax	Per Person	Comments
InterContinental Hotel	7-9 /14-16 Dec	Dar El Ishtiqbal	1	AED 265.00	. Room Rental of the main meeting room . Welcome tea, coffee upon arrival . 2 Coffee/Tea breaks per day . Buffer Lunch . Mineral water, assorted soft drinks, chilled juices, tea and coffee
			1	AED 99.00	Wifi connection per unit/per connection
			1	AED 1,000.00	According to the ADTA* Circular No. (16) 2010, a permission from the said authority is required for your event to be allowed to take place on the hotel premises. The permission is obtainable within 4 (four) working days and subject to ADTA's approval. A non-refundable fee is applicable per event. In the event of any cancellation or no-show, this fee will be fully charged.

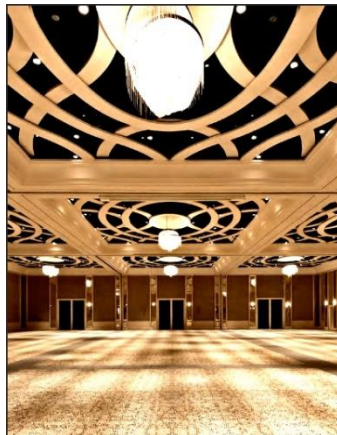
*Note :Present rates in based on number of 400 pax. Should the number of pax increase or decrease the rates will change accordingly.*

# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### ST. REGIS SAADIYAT ISLAND

The St. Regis Saadiyat Island Resort, Abu Dhabi is situated on the 27-square-kilometer Saadiyat Island, which is being developed into a premier location for business, culture, architecture, tourism, sports, and residences. The island will be the site of the Louvre Abu Dhabi, the Guggenheim Abu Dhabi, the Sheikh Zayed National Museum, and the Maritime Museum, as well as a performing arts center. Its 9 kilometers of pristine white-sand beaches will be complemented by a world-class marina, a family-friendly promenade, and championship golf courses, including one designed by Gary Player. Downtown Abu Dhabi is just 10 minutes away, whereas Abu Dhabi International Airport (AUH) is 15 minutes away.



# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### Meeting Space



	Space	Ceiling Ht.	Size	U-Shape	Banquet	Cocktail	Max Capacity	Theater	Class	Board
Regal Ballroom	3,000 Sq. Mtr.	10.00 Mtr.	63 x 48 Mtr.	450	1,700	2,400	3,000	3,000	1,500	500



# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### ST. REGIS SAADIYAT ISLAND

Hotel	Date Available	Venue	No. of Unit/Pax	Per Person	Comments
St. Regis Saadiyat Island	2nd week Dec	Regal Ballroom	400	AED 387.00	. Set up includes meeting stationary, mint and mineral water . Welcome break with snacks and refreshments . Mid morning break with snacks and refreshments . International Buffet Lunch . Afternoon break with snacks and refreshments . Continuous tea, coffee, soft drinks and chilled juices
			1	AED 99.00	Wifi connection per unit/per connection
			1	AED 1,000.00	ADTA Conference Permit

*Note :Present rates in based on number of 400 pax. Should the number of pax increase or decrease the rates will change accordingly.*

# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### **ABU DHABI NATIONAL EXHIBITION COMPANY (ADNEC)**

ADNEC sets the stage for some of the UAE's most important and best loved exhibitions and events, it is also responsible for a number of high profile development projects, not to mention its international business interests. Behind the scenes it takes an enormous amount of hard work and dedication from an amazing team to ensure that ADNEC remains at the forefront of its industry.



# Scope of Work

## 2.1.1 Venue Selection: CONFERENCE

### ABU DHABI NATIONAL EXHIBITION COMPANY (ADNEC)

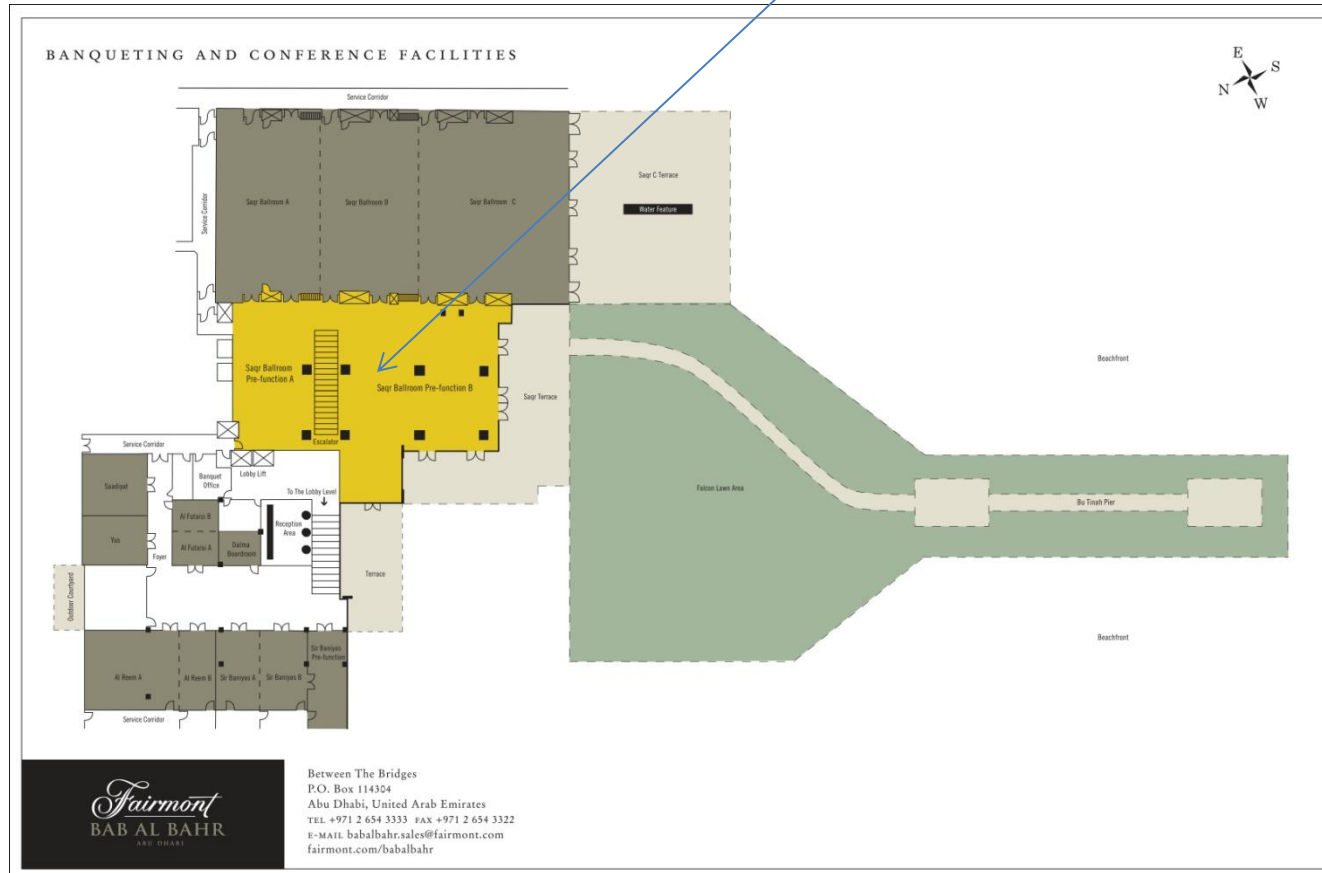
Hotel	Date Available	Venue	No. of Unit/Pax	Hall Rental	Comments
ADNEC	7-9 /14-16 Dec	Conference - Room B	1	AED 53,950.00	Hall Rental Only
			1	AED 180.00	Optional Lunch and 02 coffee breaks per person rates
			1	AED 99.00	Wifi connection per unit/per connection

# Scope of Work

## 2. 1. 1 Venue Selection: EXHIBITION

### FAIRMONT BAB AL BAHR ABU DHABI

Saqr Ballroom  
Highlighted in yellow



# Scope of Work

## 2. 1. 1 Venue Selection: EXHIBITION

### FAIRMONT BAB AL BAHR ABU DHABI

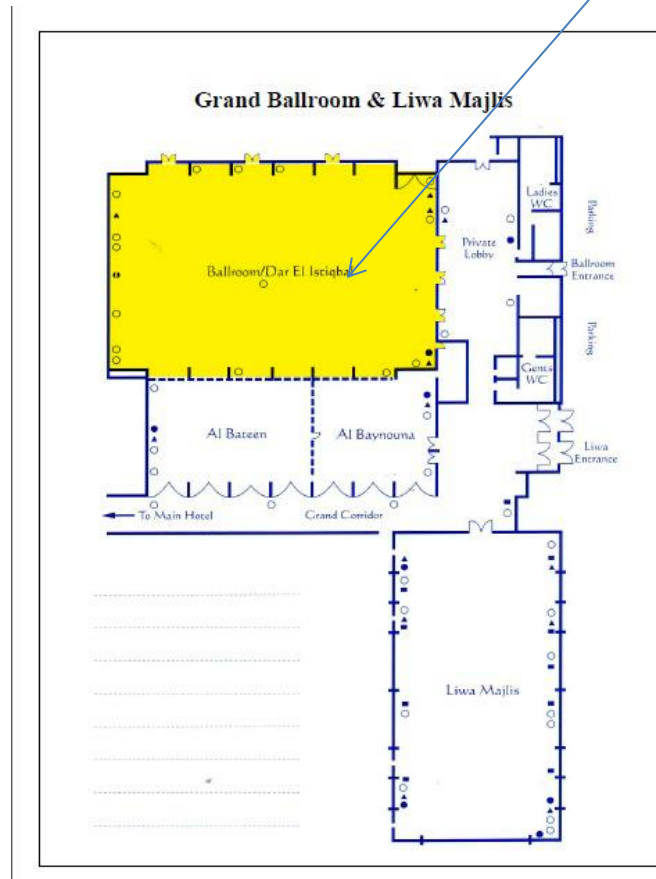
Hotel	Date Available	Venue	No. of Unit/Pax	Hall Rental	Comments
Fairmont Bab al Bahr	8-10 Dec 2013	Saqr Ballroom	1	AED 115,000.00	Hall Rental Only
			1	AED 99.00	Wifi connection per unit/per connection
			1	AED 5,000.00	ADTA Exhibition Permit

# Scope of Work

## 2. 1. 1 Venue Selection: EXHIBITION

### INTERCONTINENTAL ABU DHABI

Dar El Ishtiqbal Ballroom  
Highlighted in yellow



# Scope of Work

## 2. 1. 1 Venue Selection: EXHIBITION

### INTERCONTINENTAL ABU DHABI

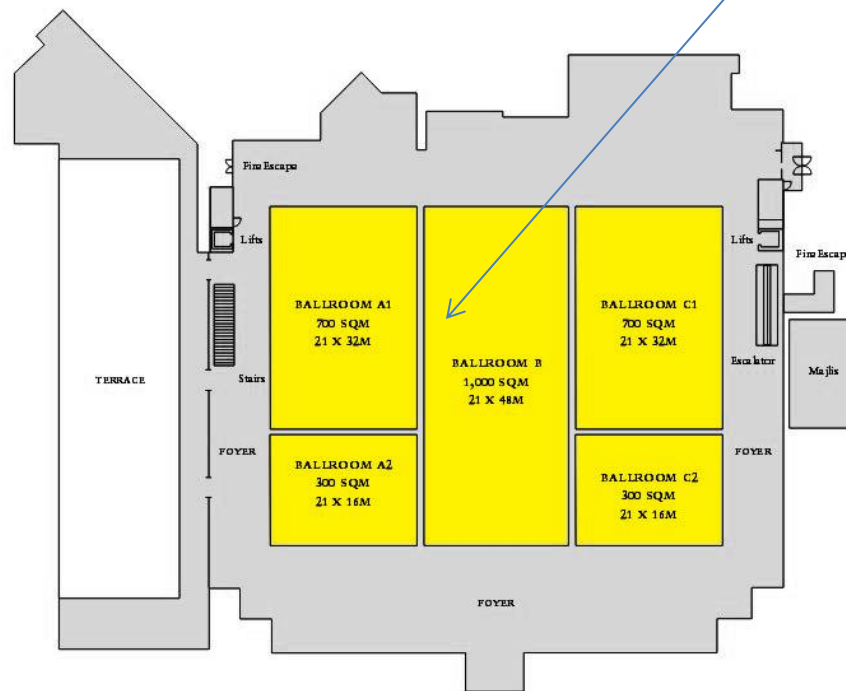
Hotel	Date Available	Venue	No. of Unit/Pax	Hall Rental	Comments
InterContinental		Grand Corridor	1	AED 45,000.00	Hall Rental Only
			1	AED 99.00	Wifi connection per unit/per connection
			1	AED 5,000.00	ADTA Exhibition Permit

# Scope of Work

## 2.1.1 Venue Selection: EXHIBITION

### ST. REGIS SAADIYAT ISLAND

Regal Ballroom  
Highlighted in yellow





# Scope of Work

## 2.1.1 Venue Selection: EXHIBITION

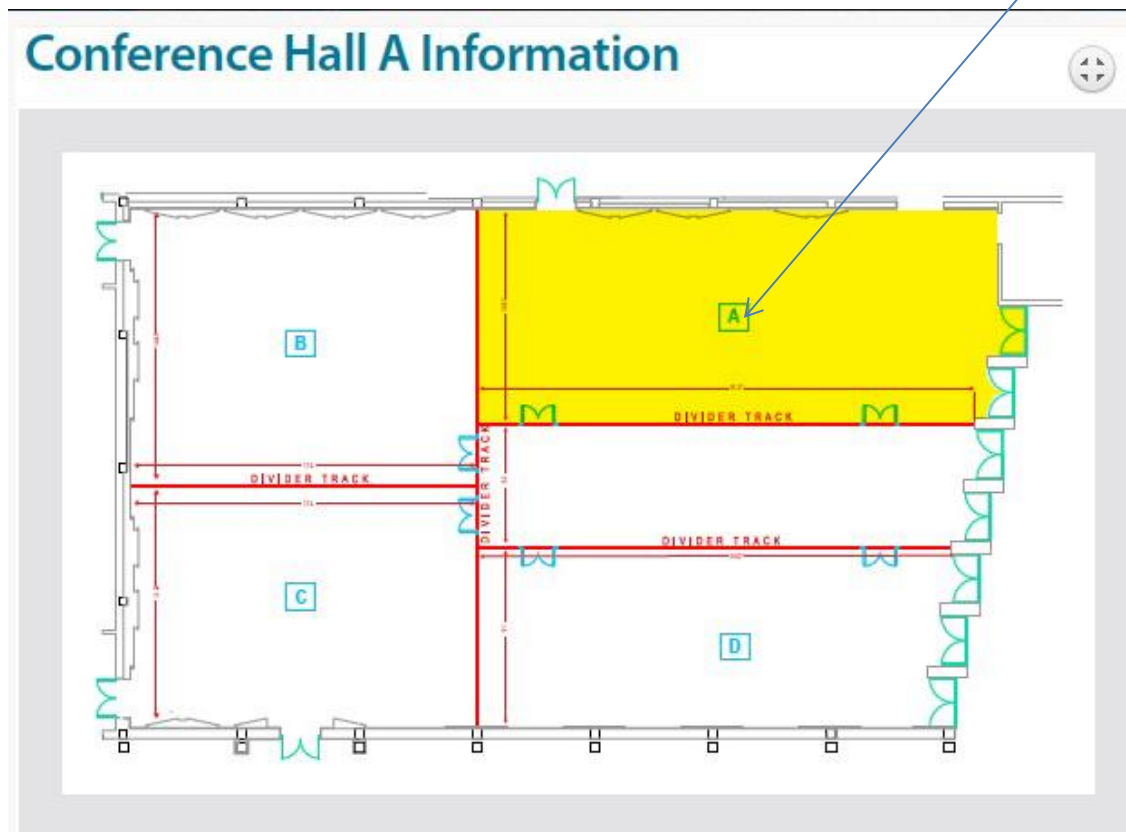
### ST. REGIS SAADIYAT ISLAND

Hotel	Date Available	Venue	No. of Unit/Pax	Hall Rental	Comments
St. Regis Saadiyat Island	2nd week Dec	Section B-Ballroom	1	AED 75,000.00	Hall Rental Only
			1	AED 99.00	Wifi connection per unit/per connection
			1	AED 1,000.00	ADTA Conference Permit

# Scope of Work

2. 1. 1 Venue Selection: EXHIBITION  
ABU DHABI NATIONAL EXHIBITION COMPANY

Conference Hall A  
Highlighted in yellow



# Scope of Work

## 2. 1. 1 Venue Selection: EXHIBITION

### ABU DHABI NATIONAL EXHIBITION COMPANY

Venue	Date Available	Venue	No. of Unit/Pax	Hall Rental	Comments
ADNEC	7-9 /14-16 Dec	Conference - Room A	1	AED 107,880.00	Hall Rental Only
			1	AED 99.00	Wifi connection per unit/per connection

# Scope of Work

## 2. 1. 1 Venue Selection: AWARDS CEREMONY – AV REQUIREMENTS

<b>AWARD DINNER</b>	Qty	Day
Screen 4*6m	2	1
Screen 3*4m	2	1
LCD projector 6500 ansi (resolution1024*768, 16:9, contrast 5000:1)	2	1
LCD projector 4500 ansi (resolution1024*768, 16:9, contrast 2000:1)	2	1
Stage - 36x12 ft	1	1
Micro que light (switcher for two notebook computers)	1	1
Monitors for speaker	2	1
Sennheiser UHF_Wireless Mike	3	1
Sound system 4kW-6kW	1	1
Mixer	1	1
Light System		
Data switcher - Avolite Lighting Desk	1	1
- Moving heads	5	1
- Wash light	10	1
- par can 64	12	1
* Moving Head light 1200	10	1
table for medals	1	1
Photographer	2	1
Videographer	2	1
Backdrop for Stage	1	1
Truss for Lights	1	1
Technical specialist	2	1
Audio-control engineer	1	1
Light System engineer	1	1

**GRAND TOTAL:  
AED 80, 000.00**

# Scope of Work

## 2. 1. 1 Venue Selection: AWARDS CEREMONY / GALA DINNER

### FAIRMONT BAB AL BAHR ABU DHABI



Hotel	Date Available	Venue	No. of Unit/Pax	Per Person	Comments
Fairmont Bab al Bahr	10-Dec-13	Falcon Lawn	400	AED 245.00	Buffet dinner menu starts from AED245-350
			400	AED 63.00	Free flow of non-alcoholic drinks, per person/per hour
			1	AED 550.00	ADTA Events Permit, excluding entertainment permit

*Note :Present rates in based on number of 400 pax. Should the number of pax increase or decrease the rates will change accordingly.*

# Scope of Work

## 2. 1. 1 Venue Selection: AWARDS CEREMONY / GALA DINNER

### THE WESTIN GOLF RESORT & SPA



Hotel	Date Available	Venue	No. of Unit/Pax	Per Person	Comments
Westin Hotel	11/13 Dec	Masters Ballroom	400	AED 320.00	Buffet dinner menu starts from AED320-420 nett per person
			400	AED 86.00	Free flow of non-alcoholic drinks, per person/per hour
			1	AED 550.00	ADTA Events Permit, excluding entertainment permit

*Note : Present rates in based on number of 400 pax. Should the number of pax increase or decrease the rates will change accordingly.*

# Scope of Work

## 2.1.2 Online hotel booking portal | www.pcoconnect.com

The screenshot displays the PCO Connect website interface. At the top, there is a navigation bar with the PCO Connect logo, a home button, and links for services, managing bookings, and contact. A secondary header in Arabic identifies the organization as Pearl of Arabia Tourism. The main banner features the '3rd GCC eGovernment Award Exhibition & Conference' scheduled for December 1-13, 2013, in Abu Dhabi, accompanied by an image of a trophy. Below the banner is a registration form with a sidebar menu for services like Hotels, Transfers, Visas, Tours, and Flights. The form includes fields for event selection, arrival and departure dates, and the number of participants, with an 'APPLY NOW' button. A central notice advises users to check visa requirements. The page also lists upcoming events, including the award exhibition, registration details (no booking fees, flexible cancellation, 24-hour service, privacy, and security), a gala dinner, and previous events like WCIT 2012. The footer contains an 'About Us' section, testimonials, social media links, and contact information, all under a red navigation bar.

- PCO Connect has been proven as a system for congress handling of the United Nations' Events (ITU '12, WTSA '12, WCIT '12, GSS '12)
- Built specifically for this Conference and Exhibition that allows delegates to book transfers, tours, excursion, etc.

# Scope of Work

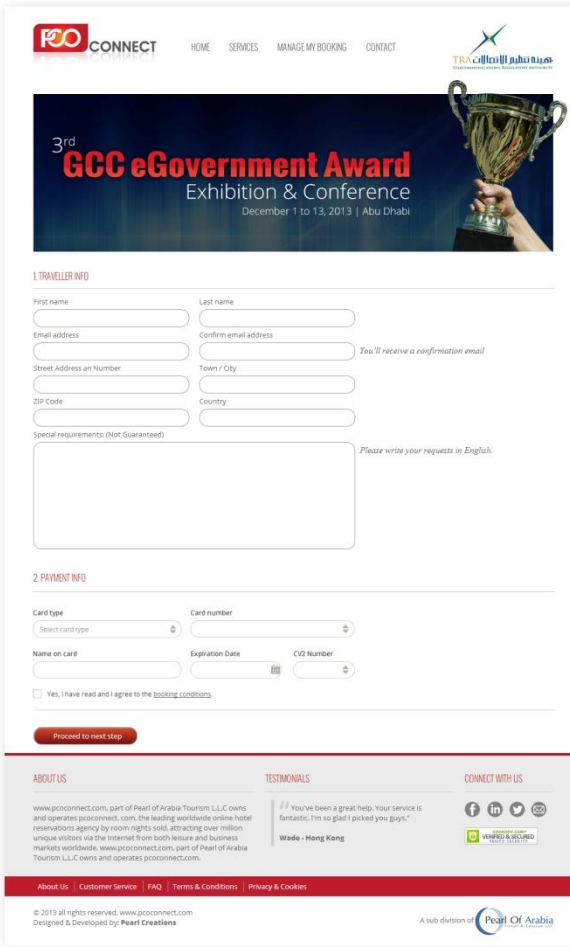
## 2.1.2 Online booking portal | [www.pcoconnect.com](http://www.pcoconnect.com)

- Online registrations
- Online printing and issuing of badges and vouchers
- Airport pick-up booking facilities
- Electronic visa issuing
- Online registration for gala dinners (if required by delegates)
- Online payment gateway
- Auto-response for confirmations and invoicing
- Auto-reminders for pending payments
- One stop solution for registration, accommodation booking, tours & Excursion selection and visa applications
- ID creation for delegates, abstract writers and reviewers for any modifications on contact details or registration
- Online acceptance & decline of abstracts



# Scope of Work

## 2.1.2 Secured online payment facility | www.pccoconnect.com



The screenshot displays the booking interface for the 3rd GCC eGovernment Award Exhibition & Conference. The page features a navigation bar with links for HOME, SERVICES, MANAGE MY BOOKING, and CONTACT. The main banner includes the event title, dates (December 1 to 13, 2013), and location (Abu Dhabi), alongside an image of a trophy. The form is divided into two sections: 1. TRAVELLER INFO and 2. PAYMENT INFO.

**1. TRAVELLER INFO**

Fields include: First name, Last name, Email address, Confirm email address, Street Address an Number, Town / City, ZIP Code, and Country. A text area for special requirements is provided with the note "Please write your requests in English." A checkbox for "Yes, I have read and I agree to the booking conditions" is located below the form.

**2. PAYMENT INFO**

Fields include: Card type (dropdown), Card number, Name on card, Expiration Date, and CVZ Number. A "Proceed to next step" button is positioned below the payment fields.

**ABOUT US**

www.pccoconnect.com, part of Pearl of Arabia Tourism L.L.C owns and operates pccoconnect.com, the leading worldwide online hotel reservations agency by room nights sold, attracting over million unique visitors via the internet from both leisure and business markets worldwide. www.pccoconnect.com, part of Pearl of Arabia Tourism L.L.C owns and operates pccoconnect.com.

**TESTIMONIALS**

"You've been a great help. Your service is fantastic. I'm so glad I picked you guys!"  
Wade - Hong Kong

**CONNECT WITH US**

Facebook, LinkedIn, Twitter, and YouTube icons are displayed, along with a "VERIFIED SECURED" badge.

**Footer:** About Us | Customer Service | FAQ | Terms & Conditions | Privacy & Cookies  
© 2013 all rights reserved. www.pccoconnect.com  
Designed & Developed by Pearl Creations  
A sub division of Pearl Of Arabia

Our booking management tool puts you in control of your booking:

- Modify or Cancel your booking
- Book Airport or Internal Transfers
- Apply for a UAE Visa
- Book Meet & Greet Services
- View, print or email your booking
- Update your personal details

# Scope of Work

## 2.1.2 Hotel Accommodation | 5 Star Hotel Options

Hotel	Stars	Single	Double/Twin Room	Single Deluxe Suite	Deluxe Suites	Room on Block
Shangri-La Hotel, Qaryat Al Beri	*5	AED 1,134.00	AED 1,268.00			25
Al Raha Beach Hotel	*5	AED 575.00	AED 633.00			25
Fairmont Bab Al Bahr	*5	AED 958.00	AED 1,030.00			250
Beach Rotana	*5	AED 1086.00	AED 1163.00			25
Park Rotana	*5	AED 742.00	AED 813.00			25
Eastern Mangroves Hotel & Spa	*5	AED 1022.00	AED 1,190.00			20
Yas Viceroy Hotels and Resorts	*5	AED 768.00	AED 868.00	AED 1,302.00		18
Khalidiya Palace Rayhaan	*5	AED 875.00	AED 947.00			25
InterContinental Abu Dhabi	*5	AED 807.00	AED 865.00		AED 1,957.00	18
The Westin AUH Golf Resort & Spa	*5	AED 868.00	AED 935.00		AED 1,405.00	15
Grand Millennium Al Wahda Hotel	*5	AED 695.00	AED 750.00			50
TOTAL NUMBER OF ROOMS:						471

All above mentioned hotels include buffet breakfast and internet in room as well as all currently applicable taxes and service charges.

All above mentioned rates will be displayed on the online system.

# Scope of Work

## 2.1.2 Hotel Accommodation | 4 Star Hotel Options

Hotel	Stars	Single	Double/Twin Room	Room on Block
Traders Hotel, Qaryat Al Beri	*4	AED 602.00	AED 668.00	50
Le Meridien	*4	AED 575.00	AED 633.00	50
Crowne Plaza Yas Island	*4	AED 534.00	AED 602.00	25
Al Maha Arjaan	*4	AED 462.00	AED 512.00	25
Hala Arjaan	*4	AED 379.00	AED 435.00	25
Yas Island Rotana	*4	AED 403.00	AED 455.00	25
Mafraq Hotel	*4	AED 460.00	AED 518.00	25
Al Rawda Arjaan	*4	AED 462.00	AED 512.00	25
TOTAL NUMBER OF ROOMS:				250

All above mentioned hotels include buffet breakfast and internet in room as well as all currently applicable taxes and service charges.

All above mentioned rates will be displayed on the online system.

# Scope of Work

## 2.1.2 Hotel Accommodation | 3 Star Hotel Options

Hotel	Stars	Single	Double/Twin Room	Room on Block
Centro Al Manhal	*3	AED 415.00	AED 450.00	25
Centro Yas Island	*3	AED 352.00	AED 400.00	25
Centro Capital Centre	*3	AED 455.00	AED 488.00	25
Park Inn by Radisson	*3	AED 405.00	AED 465.00	25
Sands Hotel	*3	AED 335.00	AED 375.00	25
TOTAL NUMBER OF ROOMS:				125

All above mentioned hotels include buffet breakfast and internet in room as well as all currently applicable taxes and service charges.

All above mentioned rates will be displayed on the online system.

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

MCT-AUH-MCT		
Economy class: AED 829.25		Business class: AED 2263.05
Terms and conditions Maximum stay : 15days Any change: USD60 with the same RBD No show fee:USD 50 Non refundable ticket		Terms and conditions Maximum stay : 6months Any change: USD60 with the same RBD No show fee:USD 50 Refund before departure:USD 150+AED120 Refund after departure: non refundable  No First class cabin

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

BAH-AUH-BAH		
Economy class: AED 979.05		Business class: AED 3493.55
Terms and conditions Minimum stay: 3 days Maximum stay: 7days Any change: USD60 with the same RBD No show fee:USD 25 Non refundable ticket		Terms and conditions Maximum stay : 6months Any change: USD60 with the same RBD No show fee:USD 25 Refund before departure:USD 175+AED120 Refund after departure: non refundable  No First class cabin

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

DOH-AUH-DOH		
Economy class: AED 1235.85		Business class: AED 2872.95
Terms and conditions Minimum stay: 3 days Maximum stay: 7days Any change: USD60 with the same RBD No show fee:USD 20 Non refundable ticket		Terms and conditions Maximum stay: 6months Any change: USD60 with the same RBD No show fee:USD 20 Refund before departure:USD 150+AED120 Refund after departure: non refundable  No First class cabin

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

KWI-AUH-KWI		
Economy class: AED 1508.70		Business class: AED 3691.50
Terms and conditions Minimum stay: 3 days Maximum stay: 7days Any change: USD60 with the same RBD No show fee:USD 20 Non refundable ticket		Terms and conditions Minimum stay: 2days Maximum stay : 12months Any change: USD60 with the same RBD No show fee:USD 20 Refund before departure:USD 150+AED120 Refund after departure: non refundable  No First class cabin



# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

RUH-AUH-RUH		
Economy class: AED 1535.45		Business class: AED 5376.75
Terms and conditions Minimum stay: 3 days Maximum stay: 7 days Any change: USD60 with the same RBD No show fee:USD 20 Non refundable ticket		Terms and conditions Maximum stay: 12months Any change: USD50 with the same RBD No show fee:USD 60 Refund before departure:USD 100+AED120 Refund after departure: deduct one way fare+AED120  No First class cabin

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

AMM-AUH-AMM		
Economy class: AED 1856.45		Business class: AED 5194.85
Terms and conditions Minimum stay: 3 days Maximum stay: 3months Any change: USD60 with the same RBD No show fee:USD 60 Non refundable ticket		Terms and conditions Maximum stay: 3months Any change: USD60 with the same RBD No show fee:USD 60 Refund before departure:USD 150+AED120 Refund after departure: non refundable  No First class cabin

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

CAS-AUH-CAS				
Economy class: AED 3707.55		Business class: AED 11101.25		First class: AED 18751.75
Terms and conditions Maximum stay: 3months Any change: USD50 with the same RBD No show fee:USD 50 Non refundable ticket		Terms and conditions Maximum stay: 12months Any change: USD50 with the same RBD No show fee:USD 50 Refund before departure:USD 150+AED120 Refund after departure: deduct one way fare+AED120+USD150		Terms and conditions Maximum stay: 12months Any change: USD50 with the same RBD No show fee:USD 50 Refund before departure:USD 100+AED120 Refund after departure: deduct one way fare+AED120+USD150

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### ETIHAD AIRWAYS

BGW-AUH-BGW		
Economy class: AED 2466.35		Business class: AED 7698.65
Terms and conditions Minimum stay: 3 days Maximum stay: 12months Any change: USD60 with the same RBD No show fee:USD 60 Nonrefundable ticket		Terms and conditions Maximum stay: 12months Any change: USD60 with the same RBD No show fee:USD 60 Refund before departure:USD 150+AED120 Refund after departure: Non refundable  No First class cabin

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### EMIRATES AIRLINES

BAH-DXB-BAH			
<b>Economy class:</b> <b>AED 989.75</b>		<b>Business class: AED</b> <b>3942.95</b>	<b>First class: AED</b> <b>5526.55</b>

KWI-DXB-KWI			
<b>Economy class:</b> <b>AED 1182.35</b>		<b>Business class: AED</b> <b>5055.75</b>	<b>First class: AED</b> <b>6864.05</b>

Note:

- Fare including taxes & service charge
- Prices are subject to change at the time of confirmation

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### EMIRATES AIRLINES

MCT-DXB-MCT			
<b>Economy class:</b> AED 1000.45		<b>Business class: AED</b> 3579.15	<b>First class: AED</b> 4809.65

DOH-DXB-DOH			
<b>Economy class:</b> AED 1235.85		<b>Business class: AED</b> 5291.15	<b>First class: AED</b> 6168.55

Note:

- Fare including taxes & service charge
- Prices are subject to change at the time of confirmation

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### EMIRATES AIRLINES

JED-DXB-JED			
<b>Economy class:</b> <b>AED 2295.15</b>		<b>Business class: AED</b> <b>7538.15</b>	<b>First class: AED</b> <b>11454.35</b>

AMM-DXB-AMM			
<b>Economy class:</b> <b>AED 2819.45</b>		<b>Business class: AED</b> <b>7420.45</b>	<b>First class: AED</b> <b>13134.25</b>

Note:

- Fare including taxes & service charge
- Prices are subject to change at the time of confirmation

# Scope of Work

## 2.1.3 GCC High officials / VIPs Required Arrangements

### EMIRATES AIRLINES

CMN-DXB-CMN			
<b>Economy class:</b> <b>AED 6189.95</b>		<b>Business class: AED</b> <b>17863.65</b>	<b>First class: AED</b> <b>28927.45</b>

BGW-DXB-BGW			
<b>Economy class:</b> <b>AED 2958.55</b>		<b>Business class: AED</b> <b>8490.45</b>	<b>First class: AED</b> <b>19618.45</b>

Note:

- Fare including taxes & service charge
- Prices are subject to change at the time of confirmation



# Scope of Work

## 2.1.4 Media, Marketing and Promotion

ANNOUNCEMENT OF THE EVENT & EVENT BRANDING:

### PROMOTIONAL MATERIALS

- Logo Design



# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### ANNOUNCEMENT OF THE EVENT & EVENT BRANDING:

#### **1. SOCIAL MEDIA**

##### *Social Media Displacement with Added Value*

- Social Media Account creation
  - Branding: Customized landing pages (design and implementation by in-house web designing team that incorporates branding elements such as color scheme, trademark, logo, etc)
  - Content Creation by in-house Marketing team
- Management and daily updates of the accounts (Facebook, Twitter, LinkedIn, Youtube, Instagram)

##### *Newsletter / E-Flyers*

- Newsletter announcing the event will be cascaded through email blast to relevant and key groups from database and network

# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### 2. MARKETING & PROMOTION STRATEGY

#### Advertising (Event Announcement)

- *Television*
  - commercials placed on news channels in the UAE (**Abu Dhabi Al Emarat Channel**)
  - Media Planning: Time/Slot/Daily Runs of the commercial to reach target audiences



19.00	Gulf Comedy Series "Souk Al Hareem" - 7,000						18.00	
19.15							Cooking Show "Sarareed Kholood" - 3,000	18.15
19.30	Abwab - 3,000	Economical Show - "Li Najah Eswar" - 5,000	National Geographic Documentary - 5,000	Tourisme Show - "Helwa Al Emarat" - 3,000	Economical Show - "Al Iktisad" - 5,000	Religious Show "Abwab Al Naft" - R-3,000	18.30	
19.45							18.45	
20.00	MAIN NEWS SEGMENT - OLOUM AL DAR - 25,000						19.00	
20.15							19.15	
20.30							19.30	
20.45							19.45	
21.00	Gulf Series "Al Kyadah" - 7,000						"Al Arabi" With Yosra - 5,000	20.00
21.15							20.15	
21.30							20.30	
21.45							20.45	
22.00	Social Show - "Hilm w Elm" - 7,000	Social Show - "Majalis" - 7,000	Game Show - "Hathak Saeed" - 7,000	Health Show - "Keef El Seha" - 7,000	Talk Show - "Min Al Khater" - 7,000	Social Show - "MIN Abu Dhabi" - 7,000	21.00	
22.15							21.15	
22.30							21.30	
22.45							21.45	
23.00	Gulf Series - "Motalakat Saghirat" - 7,000						Indian Movies - 7,000	22.00
23.15							22.15	
23.30							22.30	
23.45							22.45	
00.00	AL EMARAT AL LAILAH - 10,000						23.00	
00.15							23.15	

# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### 2. MARKETING & PROMOTION STRATEGY

#### Advertising (Event Announcement)

- *Radio*
  - Radio ads to be played at the top 3 radio stations in the UAE
  - Ads to be played during specific time of day where target audiences are tuning in

#### Option 1: Radio 1 Abu Dhabi



ROD: Spots will be evenly spread across the Breakfast, Morning, Afternoon, Drive and Evening shows.

**Rate /Spot: AED 495 (ROD)**

# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### 2. MARKETING & PROMOTION STRATEGY

#### Advertising (Event Announcement)

- Radio Option 2: Dubai Eye Radio and Al Arabia 99
  - Radio ads to be played at the top 3 radio stations in the UAE
  - Ads to be played during specific time of day where target audiences are tuning in



30' sec Rate /Spot (Dubai Eye): **AED 440**  
during Breakfast Show 5:00AM-10:00AM

30' sec Rate/Spot (Al Arabiya 99): **AED 440**  
during Breakfast Show 5:00AM-10:00AM

# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### 2. MARKETING & PROMOTION STRATEGY

#### Advertising (Event Announcement)

- **Radio Option 3: Virgin Radio Dubai**
  - Radio ads to be played at the top 3 radio stations in the UAE
  - Ads to be played during specific time of day where target audiences are tuning in



Rate for 20 spots (4x /day for 5 days) for Breakfast Show (6:00AM- 10:00AM) : AED 7,590./

# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### 2. MARKETING & PROMOTION STRATEGY

#### Advertising (Event Announcement)

- **Print: The National (Print Edition)**
  - Announcement ads in government and business magazines as well as newspapers to circulate starting the launching date. Artworks will be done by in-house graphic designing team and will be subject to approval by the TRA



**The National.** *Time well spent.*

Rate: TBA

# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### 2. MARKETING & PROMOTION STRATEGY

#### Advertising (Event Announcement)

- **Print: Gulf News (Print Edition)**
  - Announcement ads in government and business magazines as well as newspapers to circulate starting the launching date. Artworks will be done by in-house graphic designing team and will be subject to approval by the TRA



Rate: TBA





# Scope of Work

## 2.1.4 Media, Marketing and Promotion

### Online

- *Website (Pearl of Arabia and PCO-Connect)*
  - Announcement and regular updates of activities and development will be featured in the bidder's official website
  - Links on both websites to the official portal of the 3<sup>rd</sup> GCC eGovernment award, conference, and exhibition, twitter page, facebook page, instagram page, and youtube channel

### 3. EVENT DAYS

- Television and Radio Interviews
  - Contact one of the major radio stations in the UAE to conduct a radio/television interview with key delegates

***\* NOTE: Radio Show Hosts may have individual fees or may be a part of the entire radio package.***

- To be featured in radio segments, youtube channel, official portal, bidder's website

# Scope of Work

## 2.1.5 Sponsorship Opportunities

*Specific Details to be discussed in-depth during meeting*

- **Dinner Receptions / Daily Lunch Receptions**
- **Welcome Receptions**
- **Conference – AV Requirements**
- **Media**
- **Giveaways**
- **Transportation**

Invite an entity, hotel or ICT companies such as Etisalat and Du to possible sponsor the reception or contract reduced rates and offer Free-of-charge logo inclusion on the website and marketing materials

# Scope of Work

## 2.1.6 Transportation

### Transportation to/from Abu Dhabi Airport (One way)

Type of Car	Max capacity	Cost in AED
Standard Car (Toyota Camry, Lexus or similar)	2	160
Luxury car (BMW/Mercedes/Audi)	2	338
7- seater van (Previa)	4	360
Hi Roof Van (Nissan)	8	435
Small Bus ( Mitsubishi Rosa)	22	850
Large Bus (Volvo, Mercedes, Yutong)	45	1050

*Note: All Rates are also available online at [www.pcoconnect.com](http://www.pcoconnect.com)* 

# Scope of Work

## 2.1.6 Transportation

### Transportation to/from Dubai Airport (One way)

Type of Car	Max capacity	Cost in AED
Standard Car (Toyota Camry, Lexus or similar)	2	390
Luxury car (BMW/Mercedes/Audi)	2	650
7- seater van (Previa)	4	455
Hi Roof Van (Nissan)	8	585
Small Bus ( Mitsubishi Rosa)	22	1175
Large Bus (Volvo, Mercedes, Yutong)	45	1595
*Including airport parking fees and salik		

*Note: All Rates are also available online at [www.pcoconnect.com](http://www.pcoconnect.com)* 

# Scope of Work

## 2.1.6 Transportation

### Transportation to/from Congress Venue (One way)

Type of Car	Max capacity	Cost in AED
Standard Car (Toyota Camry, Lexus or similar)	2	160
Luxury car (BMW/Mercedez/Audi)	2	338
7- seater van (Previa)	4	360
Hi Roof Van (Nissan)	8	435
Small Bus ( Mitsubishi Rosa)	22	850
Large Bus (Volvo, Mercedes, Yutong)	45	1050

### Friday Prayer Return transportation to the Grand Mosque

Type of Car	Max capacity	Cost in AED
Small Bus ( Mitsubishi Rosa)	22	850
Large Bus (Volvo, Mercedes, Yutong)	45	1650
*Guest will be pick- up and drop of from their accommodation		

*Note: All Rates are also available online at [www.pcoconnect.com](http://www.pcoconnect.com)* 

# Scope of Work

## 2.1.7 Host Country Website

*Host Country website to be customized to feature all necessary details and information for the minimal price of AED 5,000.*

*Site will include the following:*

- *Welcome message from the Director General*
- *About Us Section*
- *Detailed practical information*
- *Location map & venue*
- *Contact us*
- *24- hour emergency & hotline number*

# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: Ayalla Dancers

10 – 15 Traditional Arabic Ayala Dancers, welcoming the guests. Very authentic classical music with dance performances.

**Fees**  
AED 9, 100/.

**Number of Performers**  
12 performers

**Duration Time per show**  
02 set per day  
17-20 min each show



# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: Lebanese Dhabke Dancers



Fees  
AED 10, 400/.

Number of Performers  
06 performers

Lebanese Dancers Performing with various traditional instruments. Very classic and ethnic pattern usually used at the opening of the event or closing before the Dance Floor is opened by the DJ to create a mood.





# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: Khaleeji Dancers



Fees  
AED 11, 700/.

Number of Performers  
05 performers

Duration Time per show  
02 sets per day  
17-20 min each show

# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: El Tannoura Dance



El Tannoura is the acronym for the Whirling Dervish or Skirt Dance as he is commonly known as in UAE. This art form involves in dedicated circular whirling motion to the steady beat of a drum and stringed lute.

Fees  
AED 5, 200/

Number of Performers  
01 Male

Duration Time per show  
02 set sets per day  
10 – 15mins (7 min each set)

# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: Arabic Calligraphy



Fees  
AED 3, 250/

Number of Performers  
01 Person

Duration  
3-4 Hour

Guests have the opportunity to see and engage in Calligraphy, a practice known for its beauty and its content.



# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: Falcon with keeper



Guests have the opportunity to see and interact with the UAE's National Bird, the Falcon.



Fees  
AED 2, 340/

Number of Performers  
01 Person

Duration  
3-4 Hour

# Scope of Work

## 2.1.8 Opening and Closing Ceremonies

### Entertainment Options for Gala Dinners: Laser Artist



When a luminous figure appears through the darkness, no one suspects what they will witness in the next few minutes. The man on stage, rightfully called "Laser Man", can not only shift the vertical beams with his own hands and create various images, but he is also able to break the laser beam, elicit sounds from it as well as grab it and rip it off the floor. He will make real what is seemingly impossible.

Fees  
AED 10,000

Number of Performers  
01 Person

Duration  
Approx 7 min

# Scope of Work

## 2.1.9 Social Events

### **ABU DHABI CITY TOUR**

*A meeting place for tradition and modernity*

This tour will allow you to visit a selection of carefully-chosen highlights of the UAE's lovely capital. From its remarkable buildings featuring some of the most stunning architecture to be found anywhere, to glimpses into the past, you will be able to sample Abu Dhabi's unique blend of culture and fine traditional arts and crafts in the oriental markets and handicrafts centre.

Enter a world where Islamic designs and elements feature on modern architecture, blending the new with ancient traditions of the East and the West, in this city where the glorious greens of its gardens vie with the blues of the sea and sky.

TOURS	PAX	HOURS	VEHICLE TYPE	SHARING BASIS (AED )	PRIVATE (AED )
AUH TOUR	MINIMUM 2 PAX (SIC)	4	SEAT- IN COACH	150	-
AUH TOUR	MINIMUM 4 PAX	4	PRIVATE	-	300

***Scheduled Bus Tour with English/Arabic Speaking Guide –***



# Scope of Work

## 2.1.9 Social Events

### HALF DAY DESERT SAFARI

*Your ultimate desert life experience*

During the afternoon part of your safari, you will discover the true desert of Abu Dhabi. After an exciting drive over the sand dunes, we will visit a camel farm and watch the sunset from the dunes.

Our journey will continue until we reach our traditional Arabic camp, and there you will have the opportunity to try a host of activities like henna painting, belly dancing, Shisha, the Arabic sweets and coffee significant to Bedouin culture. After sunset, a BBQ dinner will be served under the starlit sky, with live entertainment to ensure you have a night to remember. You will also be treated to traditional Arabic hospitality, with Arabic coffee and dates served as they have been for centuries and continue to be served in Emirati homes today.



Features of the tour include:

- Dune bashing
- Camel riding
- Sand skiing
- BBQ Dinner
- Belly Dancing
- Shisha smoking

TOURS	PAX	SHARING BASIS (AED)	HOURS
DESERT SAFARI WITH DINNER	MINIMUM 2 PAX	240 PER PERSON	6 HOURS TOURS

# Scope of Work

## 2.1.9 Social Events

### DUNE BASHING

#### **Dune Drive / Camel Riding / Sand Boarding**

The morning trip of excitement and magic, as our experienced Safari Marshals will take you away from the busy city into a thrilling journey over the sand dunes deep inside the heart of Abu Dhabi desert. We will stop at our camp site to enjoy some refreshments and perhaps for some of you, to enjoy a Camel ride and sand boarding.

TOURS	PAX	SELLING PRICE	HOURS
DUNE BASHING	MINI 4 PAX	225 AED	4 HOURS





# Scope of Work

## 2.1.9 Social Events

### DHOW DINNER CRUISE

*Memorable time on board a traditional Arabic Wooden Dhow. A dinner cruise on board a traditional Arabic Wooden Dhow – This unforgettable experience showcases the true spirit of Abu Dhabi intertwining tradition with the modern as the dhow gently slips along the creek offering spectacular views of the present and the days gone by. The cruise includes a delicious dinner with soft drinks. The nostalgic journey down the memory lane lasts for about two hours..*

TOURS	PAX	SHARING BASIS (AED)	HOURS
DHOW CRUISE WITH DINNER	MINIMUM 2 PAX	230 PER PERSON	2 HOURS
INCLUSIVE RETURN TRANSFERS			



# Scope of Work

## 2.1.9 Social Events

### FALCON HOSPITAL TOUR

Join the once in a lifetime memorable experience!

Representing the passion and love of the Arab Bedouins, falcons are the national emblem of the United Arab Emirates. These majestic birds of prey can be experienced in the award-winning tourism program of the Abu Dhabi Falcon Hospital which is one of the main tourism attractions in Abu Dhabi. Guided tours include the visit to the two beautiful museums and picture taking with these majestic birds. The exciting life in the falcon hospital can be experienced by interacting directly with fabulous falcons. Lunch is included.



TOURS	PAX	HOURS	VEHICLE TYPE	SHARING BASIS (AED )	PRIVATE (AED )
ABU DHABI FALCON HOSPITAL TOUR	MIN 2 PAX (SIC)	2	SEAT- IN COACH	390	-
ABU DHABI FALCON HOSPITAL TOUR	MINIMUM 4 PAX	2	PRIVATE	-	450

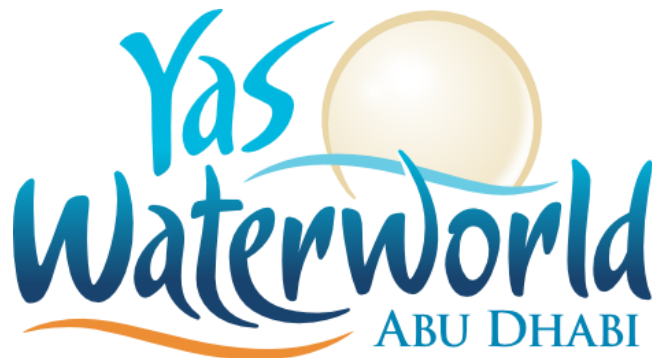
# Scope of Work

## 2.1.9 Social Events

### YAS WATERWORLD ABU DHABI

Yas Water world Abu Dhabi is an exciting new water park themed around an original story that showcases the Emirati pearl-diving heritage. Featuring a total of 43 rides, slides and attractions, including some never seen before in water parks, Yas Water world Abu Dhabi offers fun for the whole family.

TOURS	PAX	TICKET (AED )	HOURS
YAS WATER WORLD TICKETS	MINIMUM 2 PAX	225 PER PERSON	<b>GUEST TO SPECIFY</b>
TRANSFERS	AED 260	BASED ON RETURN TRANSFERS	TIMINGS REQUIRED



# Scope of Work

## 2.1.9 Social Events

### FERRARI WORLD TOUR

At Ferrari World Abu Dhabi, you finally have the chance to live the Ferrari dream in ways you never imagined possible. Come face-to-face with the thrills that legends are made of.

From touring the factory to feeling the rush of an F1™ race, it's finally your turn to step into the story. It's your turn to get behind the wheel, to fly across the Tuscan hills and take on the challenge. As the safety bars rise and the Ferrari seatbelts release, you'll realize there's something more. Once you discover the passion of Formula Rossa, there's no turning back.



TOURS	PAX	TICKET (AED )	REMARKS
FERRARI WORLD	MINIMUM 2 PAX	225 PER PERSON	GUEST TO SPECIFY PICK UP TIME
TRANSFERS	AED 260	BASED ON RETURN TRANSFERS	

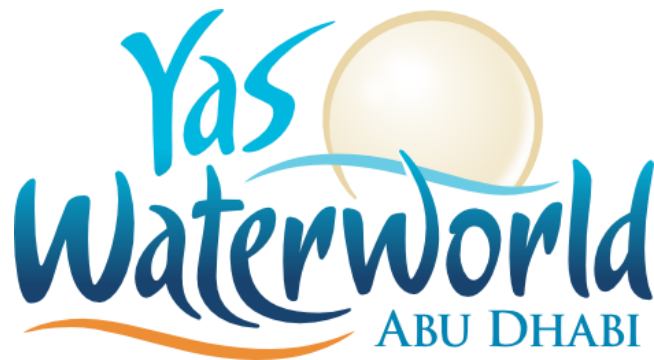


# Scope of Work

## 2.1.9 Social Events

### COMBO PACKAGE – FERRARI WORLD/YAS WATER WORLD

TOURS	PAX	TICKET (AED )	HOURS
FERRARI & YAS WATER WORLD	MINIMUM 2 PAX	400 PER PERSON	GUEST TO SPECIFY
TRANSFERS	AED 260	BASED ON RETURN TRANSFERS	TIMINGS REQUIRED
COMPLEMENTARY SHUTTLE SERVICE AVAILABLE – OPERATED BY FERRARI WORLD/YAS WATER WORLD			



# Scope of Work

## 2.1.9 Social Events

### **DUBAI TOUR**

*History in the rising*

This tour will take you to the very distinguished sites of Dubai. During your tour, you will feel the invigorating atmosphere of the ancient Arabic charms emanating from these century-old trading centres thriving in juxtaposition with the world's most exciting cosmopolitan city.

### **Dubai Tour Highlights**

- Dubai Museum
- Spice Market
- Gold Souk
- Water Taxi (Abra)
- Dubai Mall
- Palm Jumeirah / Burj Al Arab / Burj Khalifa (Past Drive)

### **Optional - with Dubai City Tour**

#### **AT THE TOP OBSERVATORY – BURJ KHALIFA – DUBAI**

We invite you to begin your Dubai sightseeing with Burj Khalifa, the tallest building in the world. The Burj Khalifa skyscraper is a world-class destination and the magnificent centerpiece of Downtown Dubai. Dubai's new urban masterpiece, the world's tallest building is surrounded by hotels, must-visit shopping destinations and a world of entertainment options.



# Scope of Work

## 2.1.9 Social Events

TOURS	PAX	HOURS	VEHICLE TYPE	SHARING BASIS (AED )	PRIVATE (AED )
DXB CITY TOUR	MINIMUM 2 PAX (SIC)	8	SEAT- IN COACH	275	-
DXB CITY TOUR	MINIMUM 4 PAX	8	PRIVATE	-	450
<b>ADD BURJ KHALFA TICKETS – SUBJECT TO AVAILABILITY</b>				<b>AED 150 PER PERSON ADVANCE BOOKING</b>	

*Scheduled Bus Tour with English/Arabic Speaking Guide*

### VEHICLES ON HIRE WITH CHAUFFEUR

VEHICLE TYPE	HALF DAY (5 Hrs) AED	FULL DAY (10 Hrs) AED
MERCEDES S CLASS/ SIMILAR	1100	1900
BMW 7SERIES/SIMILAR	1000	1800
EXTRA HOURS	200 per hour	

# Scope of Work

## 2.1.10 Giveaways and Promotional Items



PU and Rexine Bag  
Per Item: AED 115



PU Leather Bag  
Per Item: AED 170



Luxury Leather Briefcase  
Per Item: AED 300



*Note: Logo Embossing: AED 6 per logo*

*Note: These are all guidelines and depend on availability and quantity and could slightly change.*



# Scope of Work

## 2.1.10 Giveaways and Promotional Items



Planners  
Price: AED 50.00



Business Card  
Holder (leather)  
Price: AED 15.00



*Note: Logo  
Embossing: AED 6  
per logo*

*Note: These are all  
guidelines and  
depend on  
availability and  
quantity and could  
slightly change.*



Pens Sets (with box)  
Price: AED 60 &  
above



USB Sticks (2GB)  
Price: AED 40 &  
above

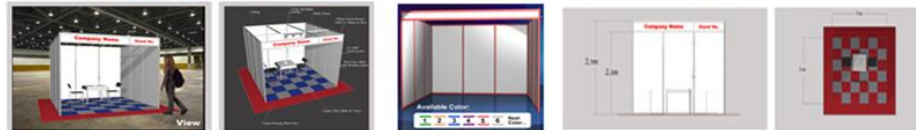
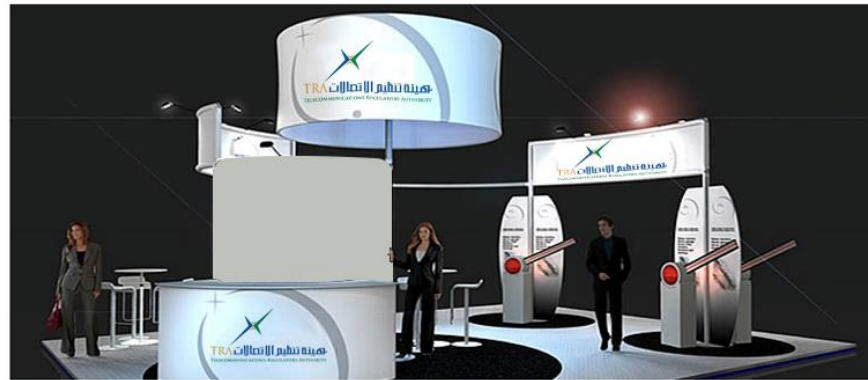


# Scope of Work

## 2. 1. 11. EXHIBITION – FLOOR PLAN

*Floor Plan is part of the Exhibition Venue Section, seen on Slides No. 36, 38, 40 and 42)*

## 2. 1. 11 EXHIBITION – Stand for TRA



**Cost: AED 600 per Sq meter**

Note: Outer structures. Does not include furniture. In-depth details will be provided once needed.

# Scope of Work

## 2. 1. 11 EXHIBITION – 12 Sq Meter Stand

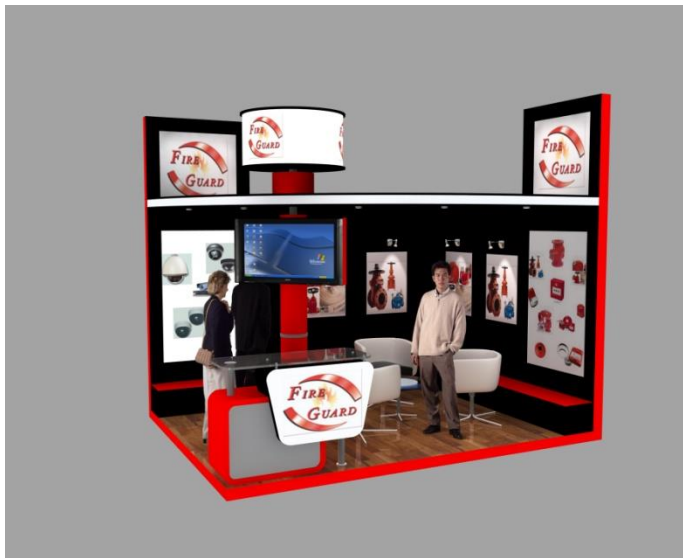


**Cost: AED 600 per Sq meter**

Note: Outer structures. Does not include furniture. In-depth details will be provided once needed.

# Scope of Work

## 2. 1. 11 EXHIBITION – 12 Sq Meter Stand

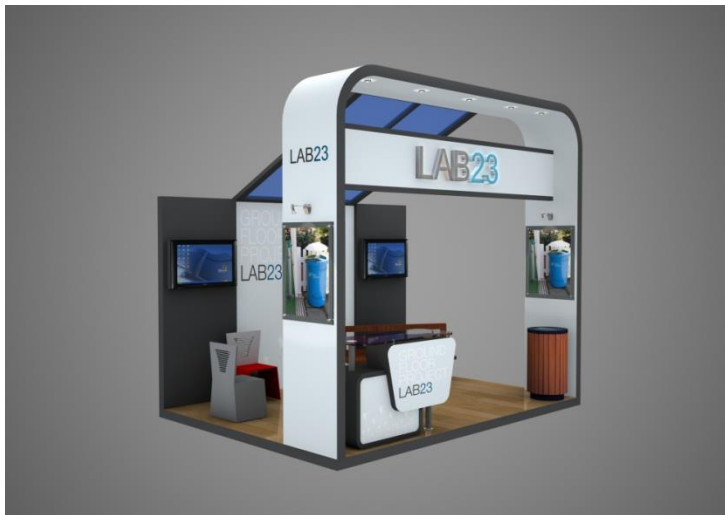


**Cost: AED 600 per Sq meter**

**Note: Outer structures. Does not include furniture. In-depth details will be provided once needed.**

# Scope of Work

## 2. 1. 11 EXHIBITION – 12 Sq Meter Stand



**Cost: AED 600 per Sq meter**

Note: Outer structures. Does not include furniture. In-depth details will be provided once needed.

# Scope of Work

## 2.1.12 Other Services

### 2.1.12.1 Caption Services

*Caption Services (Arabic to English) is part of the AV Requirement Package for the conference, seen on Slide No. 21.*

# Scope of Work

## 2.1.12 Other Services

### 2.1.12.2 Visas

The screenshot shows the PCO CONNECT website interface. At the top, there is a navigation bar with links for HOME, SERVICES, MANAGE MY BOOKING, and CONTACT. The main header features the PCO CONNECT logo and the UAE flag. The central banner promotes the "3rd GCC eGovernment Award Exhibition & Conference" held from December 1 to 13, 2013, in Abu Dhabi, featuring an image of a trophy. Below the banner is a registration form with a dropdown menu for the event (set to "3rd GCC eGovernment Award"), input fields for arrival and departure dates, and a "No. Pass" field. A red "APPLY NOW" button is positioned below the form. The page is divided into four columns: "UPCOMING EVENTS" (highlighting the 3rd GCC eGovernment Award), "REGISTRATION" (listing benefits like no booking fees, 24-hour customer service, and security), "GALA DINNER" (describing a private room with a set menu and entertainment), and "PREVIOUS EVENTS" (listing the World Conference on International Telecommunications (WCIT) 2012). The footer contains an "ABOUT US" section, "TESTIMONIALS" (including a quote from Wade - Hong Kong), and "CONNECT WITH US" (social media icons for Facebook, Twitter, LinkedIn, and YouTube). The bottom of the page includes a copyright notice for 2013 and identifies the site as a sub-division of Pearl Of Arabia.

Before you travel to the UAE, please check your visa requirements and make sure you have a valid visa if needed. Please be informed also that every foreign national travelling to UAE must be in possession of a valid passport. For any inquires about Hotel Bookings or visa please email [booking@pcoconnect.com](mailto:booking@pcoconnect.com)

Note: All information is mentioned online at [www.gccegov.pcoconnect.com](http://www.gccegov.pcoconnect.com)



# Scope of Work

## 2.2 Commercial Offer and Payments

Fixed Management Fee: AED 100, 250

*Note: Payable 50% before event and the remaining 50% after the event.*



# Scope of Work

## **The Ability of the bidder to support the TRA in the future**

*We have handled TRA's events in 2012 as the official congress organizer for ITU, WCIT, WTSA and GSS.*

## **Previous Experience in handling similar events**

*Events handled stated in slide no. 12*

*In the event TRA chooses only a certain service, Pearl of Arabia Travel and Tourism reserves the right to negotiate for those services.*

# THANK YOU!

*Dilan Fernando*

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*Mobile: 050 659 7791*