

Deliverable 1.2 Four team meetings

PBs responsible for the deliverable:

1. LB Ministry of Tourism of the Republic of Bulgaria
2. P2 (MINISTRY OF TOURISM) (ELLADA)
3. P3 (South-West University "Neofit Rilski") (BULGARIA)
4. P4 (THESSALONIKI HOTELS ASSOCIATION) (ELLADA)
5. P5 (Municipality of Sandanski) (BULGARIA)
6. P6 (SPA AND TOURIST ENTERPRISE OF MUNICIPALITY OF ALEXANDROUPOLIS) (ELLADA)

I. Short description of the implementation of del. Deliverable 1.2 Four team meetings

1. Kick-off Meeting of the GR-BG “Tourism-e” on 17.01.2020

Thessaloniki Hotels Association organized to the 1st Meeting of the GR-BG “Tourism-e” on 17 January 2020 at 11:00 – 15:00, in Thessaloniki, Greece. During the session, the Partners’ Teams will approve the internal rules of the procedure according to the Subsidy Contract, will clarify the contracting obligations of all partners and will present the main elements related to the implementation of the project.



Thessaloniki Hotels Association
23 / 12 / 2019

INVITATION

Thessaloniki Hotels Association invites you to the 1st Meeting of the GR-BG “Tourism-e” on 17 January 2020 at 11:00 – 15:00, in Thessaloniki, Greece.

During the session, the Partners’ Teams will approve the internal rules of the procedure according to the Subsidy Contract, will clarify the contracting obligations of all partners and will present the main elements related to the implementation of the project.]

The complete agenda of the meeting is available in the following page.

I look forward to meeting you

Thessaloniki Hotels Association

Andreas Mandrinos
President of the Board of Directors



Agenda & Logistics Note

- Presentation of the project
 - Analysis of each activity
 - Analysis of each budget line
 - Negotiation and determination of the timetable of each activity of each partner
 - Obligations according to the Subsidy Contract
 - Obligations according to the Partnership Agreement
 - Access to the Management Information System
 - The procedure of partner substitution
- Expected Duration: 4 hours*

Venue

Hotel "Holiday Inn Thessaloniki"

Address: Monastiriou 8 str, Thessaloniki 546 29

Hotel Parking: Afroditis 7 str <https://goo.gl/maps/Ub9pCfVbp9UmWCXM8>

Working language

Working language at all sessions will be English

Meals

Lunch Break Buffet 13:00 – 13:30 Holiday Inn Thessaloniki Hotel

Expenses coverage

Lunch and hall expenses are covered by the organizer. All accommodation and transportation expenses can be covered by the Programme for each partner. Please check accordingly the Travel & Accommodation expenses as referred to each partner budget. Please note that all travel expenses are 100% eligible under the Deliverable 1.x.2 "4 Team meetings"; the following General Programme Rules should apply:

- Attendants are members of the working team as defined in the decision by the beneficiary's administration
- Decision for travelling according to the institutional framework of the beneficiary
- Travel report/Report on the travel expenditure according to the institutional framework of the beneficiary
- The beneficiary's regulation on the level of the subsistence allowances, kilometre allowance for using private car, etc. according to the in-force legislation on each participating country
- Tickets, invoices of tickets and supporting documents for payment of tickets, toll invoices, invoices when using taxi or when renting a car or kilometre allowance when using private car. In case of travelling by plane, boarding pass is also required
- The use of taxi or the rent of a car shall be justified according to the in-force National legislation in each participating country

Information & Clarifications

Mrs Kapsali Anda +30 231 0273993

Mr Stavridis Alkis +30 6932 240923

2. 2nd e-Teem meeting hosted by BG Ministry of Tourism on 17.06.2020



PROJECT TITLE: Innovative instruments for the preservation and promotion of cultural heritage in the cross border area
Start: 05/07/2019 End: 04/07/2021
2nd CALL FOR PROJECT PROPOSALS
INTERREG V-A GREECE – BULGARIA 2014-2020 COOPERATION PROGRAMME CO-FINANCED BY THE EUROPEAN REGIONAL DEVELOPMENT FUND (ERDF)

INVITATION

The MINISTRY OF TOURISM of Bulgarian Republic invites you to the 2nd Meeting of the project "Tourism-e" [MIS Code: 049389] on 17 June 2020, at 10:00 am.

Due to COVID19 measures the meeting will be held via e-conference using Skype software.

The initial agenda of the meeting is as follows:

- 1-Review of the Joint Project Management Team
- 2-Report of activities carried out from each partner
- 3-Priority Tasks per partner for the next two months
- 4-Updated project timetable
- 5- .. any other topic that the JPMT will decide during the meeting

The invitation was sent to:

| PARTNER | PERSON | MAIL | SKYPE ID |
|---|---------------------|---|-------------------------|
| Ministry of Tourism - BG | Gergana Rakova | g_rakova@tourism.government.bg | Lillian2301 |
| Ministry of Tourism - GR | Elia Apostolopoulou | apostolopoulou_n@mintour.gr | elia.apostolopoulou |
| South_West University Neofit Rilski | Preslav Dimitrov | preslav.dimitrov@mail.bg preslav.dimitrov@swu.bg | great_preslav |
| Thessaloniki Hotels' Association | Anta Kapsali | info@tha.gr | Anda Kapsali |
| Municipality of Sandanski | Vasil Gadzhelov | v.gadzhelov@sandanski.bg.com | shuzhebna2017@gmail.com |
| Spa and tourist enterprise of Municipality of Alexandroupolis | Anna Moutousidou | tourismard@hotmail.com | annoultsa |

A Skype group will be created tomorrow

The session will be coordinated by the Overall Project Manager assigned by the LB:

| | | | |
|--------------------------|------------------|---------------|------------|
| Ministry of Tourism - BG | Allkis Stavridis | info@echmi.gr | Allkisstav |
|--------------------------|------------------|---------------|------------|

The e-meeting is free to access for every additional member of the partners' that wish to participate.

The Project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Cooperation Programme Interreg V-A "Greece-Bulgaria 2014-2020". The contents of this publication are sole responsibility of the Ministry of Tourism and can in no way be taken to reflect the views of the European Union, the participating countries, the Managing Authority and the Joint Secretariat.

Agenda

1-Review of the Joint Project Management Team

The new JPMT consists of:

LB: BG Ministry of Tourism Mrs Gergana Rakova

PB2: GR Ministry of Tourism Mrs Elia Apostolopoulou

PB3: South-West University "Neofit Rilski" Mr Preslav Dimitrov

PB4: Thessaloniki Hotels Association Mrs Anta Kapsali

PB5: Sandanski Municipality Mr Vasil Gadzhelov

PB6: Spa and tourist enterprise of Municipality of Alexandroupolis Mrs Anna Moutousidou

2-Report of activities carried out from each partner

The partnership must prepare the Progress Report for the 1st semester of 2020. The issues that must be covered by each beneficiary are:

- Summary of the project's achievements so far:
- Analytical description of the implemented actions, outputs and results during this reporting period:
- Next steps to be taken for project's implementation:
- Problems encountered and proposed solutions:
- Changes in the Implementation:
- Publicity

A file has being prepared as an example to facilitate the partners' drafting

3-Priority Tasks per partner for the next two months

A table has been prepared underlining the top priority tasks per partner

4-Updated project timetable

A new, realistic timetable has to be discussed and agreed

5- .. any other topic that the JPMT will decide during the meeting

Working language

English



πρΗ 15.6.2020 22:58

ECHMI SA Alkis Stavridis <info@echmi.gr>

Tourism-e eMeeting Invitation

To Gergana Rakova; apostolopoulou_n@mintour.gr; preslav.dimitrov@mail.bg; preslav.dimitrov@swu.bg; info@tha.gr; v.gadzhelov@sandanskibg.com; tourismaxd@hotmail.com

Cc 'ΑΝΤΩΝΙΑΔΟΥ ΚΥΡΙΑΚΗ (ANTONIADOU KYRIAKI)'

i You forwarded this message on 16.6.2020 16:30.



Dear all

Please find attached the invitation for the Skype meeting

Location: Skype

Date: Wednesday the 17th of June 2020

Time: 10:00 am

Venue: A skype group will be created tomorrow

Alkis Stavridis

Mob: +30 6932 240923

Skype: Alkisstav

SAVE PAPER - THINK BEFORE YOU PRINT



cp 17.6.2020 12:52
ECHMI SA Alkis Stavridis <info@echmi.gr>
17 06 2020 Draft eMeeting Minutes

o Gergana Rakova; apostolopoulou_n@mintour.gr; preslav.dmitrov@mail.bg; preslav.dmitrov@swu.bg; info@tha.gr; v.gadzhelov@sandanski.bg.com; tourismxd@hotmail.com
c: "ΑΝΤΩΝΙΑΔΟΥ ΚΥΡΙΑΚΗ (ΑΝΤΩΝΙΑΔΟΥ ΚΥΡΙΑΚΗ)"
i You forwarded this message on 18.6.2020 15:36.

Financial real Progress Report.xlsx
.xlsx File

Meeting Minutes.docx
.docx File

To do List

Report of activities carried out from each partner: Each partner will send the texts as well as the financial progress by the 1st of July
Updated project timetable: An updated STTP file will be sent by each partner by the 1st of July

Priority Tasks per partner for the next two months

- D3.X.1** Will be mainly developed by the two National Authorities with the contribution of SWU. SWU will send a specimen-structure of the deliverable to LB and PB2 within the next two weeks. The deliverable should focus mainly on attracting foreign visitors coming outside the eligible countries, it will cover the whole eligible area and should address only to cultural heritage
- D5.1.3, D3.X.2, D3.X.3, D4.X.1, D4.X.2 and 4.X.3** are expected to be tendered within the next two months
- 5.X.2** PB5 and PB6 will jointly work to coordinate the implementation of the artistic exchanges
- 6.X.4** Due to COVID measures, all fair events have been cancelled. A solid decision cannot be made. It will be examined in the next meeting on September.

ATTACHED:

- Meeting Minutes File
- A sample of financial progress report template

Alkis Stavridis
Mob: +30 6932 240923
Skype: Alkisstav
SAVE PAPER - THINK BEFORE YOU PRINT

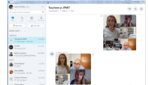
Interreg PROJECT TITLE: Innovative instruments for the preservation and promotion of cultural heritage in the cross border area
Greece-Bulgaria TOURISM-E
17 06 2020 JPMT + Meeting Minutes

Decisions on the agenda
Topic 1: Review of the Joint Project Management Team
The new JPMT consists of:
LB: BG Ministry of Tourism and Regions
PB2: GR Ministry of Tourism and Sports
PB1: South-West University "Stavros Niarchos" District
PB3: Thessaloniki Friends Association (Mrs Anna Katsani)
PB5: Sandanski Municipality Mr. Yavil Gadzhelov
PB6: Spa and tourist enterprise of Municipality of Alexandroupolis Mrs Anna Moustouliou

2-Report of activities carried out from each partner
The partnership must prepare the Progress Report for the 1st semester of 2020. The issues that must be covered by each beneficiary are:
• Summary of the project's achievements so far
• Analytical description of the implemented actions, outputs and results during this reporting period.
• Next steps to be taken for project's implementation
• Problems encountered and proposed solutions
• Changes in the implementation
• Publicity so far
Each partner will send the texts as well as the financial progress by the 1st of July

3-Priority Tasks per partner for the next two months
D3.X.1 TITLE: The meeting developed by the two National Authorities with the contribution of SWU. SWU will send a specimen-structure of the deliverable to LB and PB2 within the next two weeks. The deliverable should focus mainly on attracting foreign visitors coming outside the eligible countries, it will cover the whole eligible area and should address only to cultural heritage
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4-Updated project timetable
An updated STTP file will be sent by each partner by the 1st of July



INVITATION

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The initial agenda of the meeting is as follows:
1-Review of the Joint Project Management Team
2-Report of activities carried out from each partner
3-Priority Tasks per partner for the next two months
4-Updated project timetable
5... any other topic that the JPMT will decide during the meeting

The invitation was sent to:

| PARTNER | PERSON | EMAIL | CONTACT NO |
|---|----------------------|------------------------------|------------|
| Ministry of Tourism - BG | Georgina Rakova | g.rakova@mintour.gov.bg | 16066301 |
| Ministry of Tourism - GR | Elis Katsani | ekatani@mta.gr | 6966666666 |
| South-West University "Stavros Niarchos" District | Proctor Dimitris | proctor.dimitris@swu.bg | 6966666666 |
| Thessaloniki Friends Association | Mrs Anna Katsani | ekatani@mta.gr | 6966666666 |
| Sandanski Municipality | Mr. Yavil Gadzhelov | y.gadzhelov@sandanski.bg.com | 6966666666 |
| Spa and tourist enterprise of Municipality of Alexandroupolis | Mrs Anna Moustouliou | amoustouliou@mta.gr | 6966666666 |

A Skype group will be created tomorrow

The session will be coordinated by the Overall Project Manager assigned by the LB:
Ministry of Tourism - BG: Alkis Stavridis info@echmi.gr 6932240923

The e-meeting is free to access for every additional member of the partners' that wish to participate.

Agenda
1-Review of the Joint Project Management Team
The new JPMT consists of:
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A file has been prepared as an example to facilitate the partners' drafting

3-Priority Tasks per partner for the next two months
A table has been prepared underlining the top priority tasks per partner

4-Updated project timetable
A new realistic timetable has to be discussed and agreed
5... any other topic that the JPMT will decide during the meeting

Working language
English

3. 3rd e-Teem meeting hosted by BG Ministry of Tourism on 13.10.2020

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sent 8.10.2020 12:20

ECHMI SA Alkis Stavridis <echmi@otenet.gr>

Urgent need for an e-meeting

To: "Elio Antonakopoulos"; prestav.dimitrov@mail.bg; Preslav Dimitrov; Vasil Gadzhelov; touristski (anastasi epherasi dimou axd)

Cc: Gergana Rakova

This message was sent with High importance.

Dear partners,

The Managing Authority is under pressure to move funds from inactive projects to those that are performing well. Within the next days, we will receive an email for reviewing the project's budget and re-consider who-does-what-when.

Despite the well-justified reasoning of Gergana referring to the delays in the implementation, the MA just look at the figures: Zero verified expenditure, 15 months after the project's start...

I estimate that we will start by losing 7-10% of our budget, and in January, depending on our performance, we may lose another 15%.

The emergency remedy set of actions include:

- All partners must upload their (up-to-now) expenses in the MIS as soon as possible
- The main PB3 tender should open TOMORROW if possible
- The tenders of LB, PB2 should be open as soon as possible (the timetable of the STTP is not satisfactory)
- Especially for PB2 the MA is waiting for the ToRs of the tender under the regulated sample
- PB5 & PB6 still not reported about the "Cultural Exchanges"
- PB6 has not provided a satisfactory answer about the equipment

Under these circumstances, I am forced to call everybody for a skype meeting on Monday. Please confirm your availability, mentioning your preferred time slot(s)

My best
Alkis

5/10/2020

With an exception of the Hotels Association, no feedback by the partners.

You may use this template, any other convenient type of file, word / excel / raw text, but you must provide feedback.

You should know that if we receive the last minute your data we cannot PRODUCE AUTOMATICALLY the answer to the JS.

As you may understand by that email, the project is seriously endangered.

#STAY SAFER

Alkis Stavridis

Mobile: +30 6932 240923

Skype: Alkisstav

SAFE WORK - WORK BEFORE YOU PRESS!

From: ANTONIADOU KYRIAKH (ANTONIADOU KYRIAKH) [mailto:kantoniadou@mou.gr]

Sent: Wednesday, September 30, 2020 9:23 AM

To: Gergana Rakova <G.Rakova@tourism.government.bg>; info@echmi.gr; apostolopoulou_n@mintour.gr; prestav.dimitrov@mail.bg; info@tha.gr; v.gadzhelov@sandanski.bg; tourismad@hotmail.com

Cc: PATATHANASIOU DJHMITHRE (PAPATHANASIOU DIMITRIOS) <dpapathanasiou@mou.gr>

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13 10 2020 JPMT e-Meeting Minutes

Participants

LB: BG Ministry of Tourism Mrs Gergana Rakova,
Mr Alkis Stavridis

PB2: GR Ministry of Tourism Mrs Elia Apostolopoulou
Mr Prodromos Vadratsikas

PB3: South-West University "Neofit Rilski" Mr Preslav Dimitrov

PB4: Thessaloniki Hotels Association Mrs Anta Kapsali

PB5: Sandanski Municipality Mr Vasil Gadzhelov

PB6: Spa and tourist enterprise of Municipality of Alexandroupolis Mrs Anna Moutousidou

JS: Mrs Antoniadou Kyriaki

Decisions on the agenda

1-Reporting of Expenditure

JS Officer highlighted the necessity for prompt action regarding the submission of table of expenditures. Only PB4 is in position to call for the 1st FLC; PB3 plan to call for an FLC by the end of October. *All partners committed to create bulletins in the MIS and upload as soon as possible their payments*

2-Low Performance: Need for measures

It was explained that even LB, PB2 and PB3 will manage to keep on track their timetables, Partners 4 – 6 are obliged to wait for their deliverables in order to start their core activities. Under the current schedule, all 3 partners (PB4, P5 and PB6) will need an extension of the project period.

| Task Name | Resource Names | Open Tender | Contract | Forced Start | Deliverable |
|--|----------------|--------------|--------------|--------------|-------------|
| 5.3.3 BIS | SWU | Mon 19/10/20 | Wed 11/11/20 | Wed 11/11/20 | Sun 31/1/21 |
| 3.2.2 4.2.2 Digital Content & AR-VR-360 | GRMIN | Sun 1/11/20 | Mon 4/1/21 | Mon 4/1/21 | Fri 30/4/21 |
| 3.1.2 4.1.1 Digital Content & App | BGMIN | Fri 23/10/20 | Wed 20/1/21 | Wed 20/1/21 | Tue 30/6/20 |
| 2.1.1 2.1.2 Promo material & Info Campaign | BGMIN | Fri 23/10/20 | Sun 31/1/21 | Wed 30/6/21 | Thu 30/9/21 |
| 2.2.2 Info Campaign | GRMIN | | | Wed 30/6/21 | Thu 30/9/21 |
| 5.4.1 Training | THA | | | Wed 30/6/21 | Thu 30/9/21 |
| 4.5.4 Calendar | SAN | | | Sun 30/5/21 | Tue 31/8/21 |
| 5.6.1 Training | AXD | | | Wed 30/6/21 | Thu 30/9/21 |

As to the proposal about self-reducing of the budget, several options were discussed.

All partners agreed that they will examine the different options and will express their positions in written form by the Friday 16/10/2020.

4. 4th e-Meeting hosted by BG Ministry of Tourism on 9th of July 2022



09 7.7.2021 10:18

ECHMI SA Alkis Stavridis <echmi@otenet.gr>

JTI e-Meeting 9/7 09:30

0 Έλεα Αποστολοπούλου; Georgina Rakova; preslav.dimitrov@mail.bg; info@tha.gr; v.gadzhelev@sandanskibg.com; tourismaxd@hotmail.com; Preslav Dimitrov

<https://teams.live.com/join/94326457240690>

From: ECHMI SA Alkis Stavridis [mailto:echmi@otenet.gr]

Sent: Tuesday, June 22, 2021 8:18 PM

To: G.Rakova@tourism.government.bg; info@echmi.gr; Έλεα Αποστολοπούλου; preslav.dimitrov@mail.bg; info@tha.gr; v.gadzhelev@sandanskibg.com; tourismaxd@hotmail.com; Preslav Dimitrov

Subject: JTI Next e-Meeting

Dear partners

We need to submit the next Progress Report in less than three weeks.

We must DEDICATE A COUPLE OF HOURS for the next coordination meeting.

I propose to arrange it during the 1st week of July, meaning Monday 5/7 - Friday 9/7 Please send your preference / availability

From: ANTONIAΔΟΥ ΚΥΡΙΑΚΗ (ANTONIADOU KYRIAKI) [mailto:kantoniadou@mou.gr]

Sent: Wednesday, June 16, 2021 10:13 AM

To: G.Rakova@tourism.government.bg; info@echmi.gr; apostolopoulou_r@mintour.gr; preslav.dimitrov@mail.bg; info@tha.gr; v.gadzhelev@sandanskibg.com; tourismaxd@hotmail.com

Subject: Project TOURISM-E, verification progress

Importance: High

Dear project beneficiaries,

This is an important reminder for the beneficiaries in the project's partnership to accelerate the procedure for having their expenses paid and verified immediately, as your checked progress for verifications / funds absorption so far is low, taking into consideration the total months of implementation, setting the project at risk.

Please proceed in concluding pending payments and uploading them on the MIS for verification ASAP.

Thank you for your cooperation.

Kyriaki Antoniadou

Project Officer

Joint Secretariat

CP INTERREG V-A "Greece-Bulgaria 2014-2020"

65, Georgikis Scholis Avenue, 2nd floor

57001, Thessaloniki, Greece

Tel: +30 2310 469 692

Fax: +30 2310 469 602

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Meeting's Minutes

09.07.2021

We already have an Amendment for the Subsidy contract from 15 June 2021. The new deadline for the project is 04 May 2022.

The recent information about our participation is as follows:

Announced on 16 April 2021 tender for Smartphones hybrid application is temporary stopped due to an appeal against the decision to announce it, received on 18 May in the Commission for Protection of Competition and MT.

On 01 July there is decision of the Commission that said that the decision of the MT for opening of public procurement is unlawful.

Now, we, in collaboration with Echmi have to decide if to appeal that decision on the next instance Supreme Administrative Court.

But, probably all of my BG colleagues knows that if we do that we may lose a lot of time – near six or 7 months. Can we afford it given the duration of the project? Or, we may use this for new prolongation?

On the other hand, we have a technical specification for marketing activities ready and adopted by the minister. We are on the verge to announce it.


| Partner | Contracted (percentage of budget) | Payments (percentage of budget) | Verified Expenses (percentage of budget) | Activities that cannot be implemented. |
|---------|---|---|--|--|
| BGM-v1 | 8,5% (only for the budget dedicated to the external expertise) | 6,3% (only for the budget dedicated to the external expertise) | 4,5% 10 733,99 euro of total 234 905 euro, dedicated to the LB) | n/a |
| BGM-v2 | 9,5% (incl. staff costs, meeting and external expertise, incl. in FLC 1 and 2) | 9,4% (incl. staff costs, meeting and external expertise, incl. in FLC 1 and 2) | 4,5% | |
| GRM | % | % | % | |
| SWU | % | % | % | |

| | | | | |
|-----|-----|-----|----|---|
| THA | 58% | 51% | 0% | Education and Training of Professionals (24% of the Partner's Budget) |
| SAN | % | % | % | |
| AXD | 72% | 69% | 0% | Education and Training of Professionals (15% of the Partner's Budget) |

I do not know if you noticed that the observer of the work of the Commission for Protection of Competition (CPC) is actually part of the judges in the assessment of the dispute. The CPC is really an NGO and I am not very sure about the capacity of the "judges" in it, as well as whether they are judges at all. They assess the cases "in the direction of the northwest wind". In addition, in 3 pages + they explain the opinion of the complainant and in 2 lines of the Ministry. I just wonder how we asked for expenses and we didn't defend ourselves?

With Supreme Administrative Court everything is different. We start working on the appeal to support Gergana, today

5. 5th e-Meeting hosted by BG Ministry of Tourism on 12th of July 2022


 ΗΕΔ 10.7.2022 20:18
 ECHMI SA Alkis Stavridis <info@echmi.eu>
 TOURISMe 6th Progress Report

To: "Στραμπούχα Κωνσταντίνος"; preslav.dimitrov@swu.bg; Preslav Dimitrov; info@tha.gr; v.gadzhelov@sandanski.bg.com; tourismadv@hotmail.com
 Cc: Gergana Rakova; Ευαγγελία Ιωαννίδη; straubou_v@mintour.gr
 You replied to this message on 13.7.2022 16:30.

20220414 Quarterly Expected Verifications.xlsx 25 KB
 5th Progress Report.xlsx 24 KB
 5 submitted.rtf 480 KB

Action Items

Dear Partners,

By the **20th of July** the LB must submit the 6th Progress Report of the project. So, please be so kind to send your complete progress **before the 15th of July**.

Attached you may find your provisions as of April 2022, as well as the previous (5th) report files.

I suggest meeting via ZOOM on the 12th of July at 10:00 in order to review the progress so far and the forthcoming activities. Please, verify your availability

My best
Alkis

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This is a snapshot of the **CURRENT STATUS** of the project

| Lead Beneficiary (LB) | Deliverable Title | BUDGET | | |
|-----------------------|--|---------|---|--|
| | | € | € | |
| Deliverable 2.1.1 | Promotional Material | 25 000 | | Contracting |
| Deliverable 2.1.2 | Information campaigns | 18 000 | | Contracting |
| Deliverable 3.1.1 | Development of a joint marketing strategy for tourism development | 7 300 | | 100% |
| Deliverable 3.1.2 | Digital content for products and tourist routes | 22 800 | | Not procurement - I estimate that (if everything goes well) the contractor will finish not earlier than December 2022 |
| Deliverable 4.1.1 | Smartphones' hybrid applications | 116 200 | | Not procurement - I estimate that (if everything goes well) the contractor will finish not earlier than November 2022 |
| Deliverable 4.1.2 | Augmented reality -360 panoramas and interactive VR 3D tours for desktop, mobile and headset devices | 3 600 | | Not procurement - I estimate that (if everything goes well) the contractor will finish not earlier than November 2022 |
| Deliverable 6.1.4 | Participation to e-ITB last Fair | 10 000 | | UNKNOWN |
| Σ | Deliverable Title | | | TOTALS |
| Deliverable 2.2.1 | Promotional Material | 45 000 | | Contracted |
| Deliverable 2.2.2 | Information campaigns | 45 000 | | Contracted - should delay pending for the completion of 2.1.2 and 2.1.1 |
| Deliverable 3.2.1 | Development of a joint marketing strategy for tourism development | 10 340 | | 100% |
| Deliverable 3.2.2 | Digital content for products and tourist routes | 45 000 | | Contracted - delays due to permits and licenses by the Ministry of Culture regional directorates; Nevertheless, it will finish within the existing timetable |
| Deliverable 4.2.2 | Augmented reality -360 panoramas and interactive VR 3D tours for desktop, mobile and headset devices | 60 000 | | Contracted - Delays due to permits and licenses by the Ministry of Culture regional directorates; Nevertheless, it will finish within the existing timetable |
| Σ | Deliverable Title | | | TOTALS |
| Deliverable 2.3.2 | Information campaigns | 3 200 | | |
| Deliverable 2.3.3 | Demonstration Tours for tourism stakeholders, magazines and tour operators | 8 400 | | UNKNOWN |
| Deliverable 3.3.3 | Digital content for products and tourist routes | 14 300 | | |
| Deliverable 3.3.1 | Education and Training of Professionals | 12 800 | | Contract finish before the completion of 2.1.2 and 4.1.1 |

I also attach it in EXCEL file, in case that you want to make any changes.

Facts:

- The LB faced court appeal which led to a relaunch of the tender concerning 3.1.2 & 4.1.1. These two deliverables constitute the MAJOR deliverable of the whole project; without this, there are no outcomes, outputs, impacts etc of the project and Tourism-e should drop completely from GR-BG 2014-2020.

➤ **Therefore it is crucial to ask for another extension, at least till the end of the year, according to my estimation.**

| | | | |
|-------------------|---|---------|---|
| Deliverable 3.1.2 | Digital content for products and tourist routes | 22 800 | Not procurement - I estimate that (if everything goes well) the contractor will finish not earlier than November 2022 |
| Deliverable 4.1.1 | Smartphones' hybrid applications | 116 200 | Not procurement - I estimate that (if everything goes well) the contractor will finish not earlier than November 2022 |

2. Three activities cannot even be tendered without a prior completion of the above deliverables.

| | | | |
|-------------------|---|--------|--|
| Deliverable 3.3.1 | Education and Training of Professionals | 12 800 | Cannot finish before the completion of 3.1.2 and 4.1.1 |
| Deliverable 3.4.1 | Education and Training of Professionals | 58 400 | Cannot even be tendered before the completion of 3.1.2 and 4.1.1 |
| Deliverable 3.4.1 | Education and Training of Professionals | 16 125 | Cannot even be tendered before the completion of 3.1.2 and 4.1.1 |

So, PBS, PB4 and PB6 must wait to start implementing the "Education and Training of Professionals" on December 2022, meaning further delay:

➤ **I strongly advise to change these activities following a negotiation with the JS.**

- The information campaign and the expenditure will also have to wait for the completion of the above mentioned

| | | | |
|-------------------|------------|--------|---|
| Deliverable 4.3.4 | E-Calendar | 16 700 | Contracted - should delay pending for the completion of 3.1.2 and 4.1.1 |
|-------------------|------------|--------|---|

- Finally, the participation in an International Fair, even e-Fair, without any deliverables to show, is unjustified

➤ As you may consider, besides the 140,000€ of LB deliverables, some more 150,000 euros are in danger, **consisting in total more than 37% of the project budget. Immediate actions should be taken.** Consequently, I would suggest the Gergana should **organise** an extraordinary SC Meeting as to manage the above challenges.

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