



Ms Julie Cuesta  
Myriad International Marketing, LLC.  
6033 W Century Boulevard  
Suite 900  
Los Angeles, CA 90045  
USA



**Procurement Services**  
Level 6, Charles Darwin Centre  
19 Smith Street Mall  
DARWIN NT 0800

**Postal Address**  
GPO Box 2391  
DARWIN NT 0801

T 08 8999 3943  
E [procurementservices.enquiries@nt.gov.au](mailto:procurementservices.enquiries@nt.gov.au)

Dear Ms Cuesta,

### INVITATION TO VARY

**CONTRACT NO:** D19-0029

**TITLE:** PROVISION OF TOURISM REPRESENTATION SERVICES FOR TOURISM NT IN THE AMERICAS (NORTH AMERICA/ CANADA) FOR A PERIOD OF 24 MONTHS

**CURRENT PERIOD:** 01 JULY 2019 TO 30 JUNE 2021

The above contract was arranged by the Department of Tourism, Sport and Culture and is due to expire on 30 June 2021. The contract was originally awarded for a period of 24 months with the option to extend for a further 3 x 12 month periods, with contract rates to be revised and varied in accordance with the contract.

The Department of Tourism, Sport and Culture would like to invite you vary this contract for the following:

Due to the imposed measures restricting travel to Australia as a result of COVID-19, Tourism NT are proposing a reduction in service delivery from its in-market representatives effective from 01 May 2020. The reductions are as follows:

The revised requirements under this contract will include:

- o Reconciliation and reporting of 2019-20 with trade partners
- o Weekly market intelligence update
- o Participation at Tourism Australia Destination Australia Program meetings
- o Market recovery planning – strategy, activities, budget
- o 1-2 weekly social posts and community management on social channels
- o Pitching stories with a focus on inspirational content
- o Trade training

Global Representation  
Asia, Europe, Japan  
United Kingdom  
United States of America

ABN 17 435 764 236



Breakdown of revised schedule of rates:

Service	Est Qty	Monthly Rate	Est Qty	Monthly Rate
	Current		Replace with	
Account Management	7 days per month	US \$4,984	5 days per month	US \$3,560
Marketing Services	11 days per month	US \$7,831	1 day per month	US \$712
Digital Services	11 days per month	US \$7,831	1 day per month	US \$712
Press Office Services	11 days per month	US \$7,831	1 day per month	US \$712
<b>Totals</b>	<b>40 days</b>	<b>EUR 18,900</b>	<b>8 Days</b>	<b>US \$5,696</b>

If you wish to accept this offer to vary under the existing terms and conditions, please complete and return the following page **as soon as possible**.

Please note that this variation is not finalised until a formal Notice of Amendment is issued.

Yours sincerely

Craig O'Halloran  
Director, Procurement Services  
On behalf of the Principal

09 April 2020

Global Representation  
Asia, Europe, Japan  
United Kingdom  
United States of America

ABN 17 435 764 236



**CONTRACT DETAILS**

CONTRACT NO: D19-0029  
 TITLE: PROVISION OF TOURISM REPRESENTATION SERVICES FOR TOURISM NT IN THE AMERICAS (NORTH AMERICA/ CANADA) FOR A PERIOD OF 24 MONTHS  
 CONTRACTOR: MYRIAD INTERNATIONAL MARKETING, LLC

I/We accept the invitation to vary the above contract under the existing terms and conditions until **30 June 2021** at the revised rates detailed above.

Name: Howard McConnell Position/Title: CG

Signed on behalf of **Myriad International Marketing, LLC**

Signature: [Signature] Date: 4 / 20 / 20

**Tourism, Sport and Culture Contract Manager**

Name	Rachel Telford		
Position Title	Director, International Marketing		
Email	<a href="mailto:Rachel.Telford@nt.gov.au">Rachel.Telford@nt.gov.au</a>	Phone	08 8999 3922

Global Representation  
 Asia, Europe, Japan  
 United Kingdom  
 United States of America

ABN 17 435 764 236