

Digital Tourism Marketplace Services RFP 2023-2024 QUESTIONS & ANSWERS

- Q.** How many firms have submitted questions and indicated interest to respond to the RFP?
- A.** Per our RFP policy, we do not disclose this information to create a fair and competitive proposal environment that is not biased or swayed by who participates in the process. We can say that we have invited different companies from various backgrounds to participate.
- Q.** Can you please advise what current agency relationships Visit California has in place for 2024?
- A.** Currently, there is no relationship in place for this RFP. The winner of this RFP will be announced once we have gone through the process outlined within the RFP.
- Q.** Will your team be available in the Nov. 27 – Dec. 8 window to collaborate/tissue session on our proposal?
- A.** If you are chosen as a finalist, this is an item you can address during the pre-call the week of December 25
- Q.** Can you please provide an org chart and any operational norms (ways of working/feedback times) for your team?
- A.** For operational norms regarding our billing terms, performance, and more, please reference our contract on our industry website at <https://industry.visitcalifornia.com/about/request-for-proposals>.

Our organizational chart is not shared during the RFP process and before engagement, and all communication should go to rfps@visitcalifornia.com.