

Experience Norway: A product directory



Prosjektledelse:



HEYERDAHL REFSUM AS

Innledning

Produktarkene «Experience Norway: A product directory» er utarbeidet som ett av tiltakene i prosjektet Incoming 2016. Det ble igangsatt i 2012 av Innovasjon Norge og Virke som en del av deres felles bransjeprojekt for å styrke samarbeidet med de norske incomingoperatørene. I tillegg deltar også HANEN, NCE Tourism - Fjord Norway, NordNorsk Reiseliv AS og Trøndelag Reiseliv AS. Heyerdahl Refsum AS er engasjert for å ivareta prosjektledelsen.

Formålet med prosjektet er å gjennomføre tiltak som bidrar til at bedriftene lykkes bedre med utvikling og salg av produktene sine på de internasjonale markedene. Et viktig tiltak i starten var gjennomføringen av spørreskjemaundersøkelsen «Incoming 2013» blant 27 norske incomingoperatører våren/sommeren 2013. Det var første gang denne type undersøkelse ble gjennomført i Norge og også i Europa. Den synliggjorde operatørens betydning gjennom ny kunnskap om nøkkeltall for totalomsetning, fordeling på produktkategorier, regioner og markeder. Videre fikk undersøkelsen fram samarbeidserfaringer med norske reiselivsbedrifter og destinasjons-/landsdels-selskaper. Utarbeidelsen av **temahefter** med relevant innhold er et viktig tiltak, og foreløpig er det laget følgende hefter:

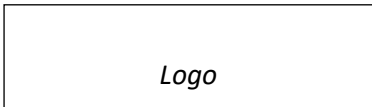
1. Salgs- og provisjonsmodeller med ordliste
2. Spørsmål og svar om pakkereiser
3. Sjekkliste for kontrakter mellom incomingoperatører og leverandører
4. Norske mattradisjoner


I dette dokumentet er det utarbeidet maler for **skjema til produktbeskrivelser; «Experience Norway: A product directory»**, for følgende aktiviteter og opplevelser:

1. Company presentation (kan både brukes alene og som forside til de øvrige beskrivelsene)
2. Kayaking – Paddling
3. Cycling
4. Hiking
5. Winter experiences – Cross country skiing and snowshoeing
6. Climbing

Formålet med produktbeskrivelsene er at bedriftene kan gi incomingoperatørene en grundig presentasjon av eget tilbud. Skjemaene kan også brukes som sjekkliste for dem som har eller planlegger å tilby et aktivitetstilbud.

1. Company presentation



COMPANY PRESENTATION				
Company name	Destination/region in Norway			
Contact person	Name	Position	Phone	Email
Address	Street/POB	Zip	City	Web
Facts	Tax ID number (NO: org. nr.)		Number of employees	Established
Type of company	<input type="checkbox"/> Accommodation <input type="checkbox"/> Restaurant/café <input type="checkbox"/> Transport <input type="checkbox"/> Activity (e.g. kayaking or cycling) <input type="checkbox"/> Attraction (e.g. museum, gallery) <input type="checkbox"/> Events – Sport/Culture <input type="checkbox"/> Other: Max 50 characters			
Picture 			Describe in general terms what is offered: (e.g. "We offer a range of day and multi-day kayaking trips in the Fjords in and around X that are suitable for all ages and skill sets.") Max 300 characters	
Identify the top (4 max) programs on offer, the season they are available and their suitability for different guests				
	Name	Season	Customer appeal & suitability	Skills
1.	Half day kayak trip on the Vestfjorden	<input type="checkbox"/> All year, or <input type="checkbox"/> From: To:	Independent travellers	Beginners
2.				
3.				
4.				
Describe how to get here: Max 200 characters (e.g. nearest airport, public transportation, availability of pickup and return transport options etc.).				
With which language can you communicate comfortably and accurately? (please tick which apply) <input type="checkbox"/> English <input type="checkbox"/> German <input type="checkbox"/> French <input type="checkbox"/> Spanish <input type="checkbox"/> Other:				
How do you get bookings? (please tick those that apply) <input type="checkbox"/> Direct <input type="checkbox"/> Inbound Tour Operator <input type="checkbox"/> OTA - Online Travel Agency <input type="checkbox"/> Local Tourist Office <input type="checkbox"/> Other: Max 100 characters				

2. Kayaking - Paddling

KAYAKING – PADDLING (please complete this form for each product listed on "1. Company presentation" using the number and name as a reference)	
Your reference # █	Name (must match the description on the Company presentation) █
Location/region Max 50 characters	█ (e.g. Northern Norway, Central Norway, Fjord Norway)
Type of experience (tick which apply)	<input type="checkbox"/> Sea paddling <input type="checkbox"/> Fjord paddling <input type="checkbox"/> Lake paddling <input type="checkbox"/> River paddling <input type="checkbox"/> Kayak paddling <input type="checkbox"/> Canoe paddling <input type="checkbox"/> Other: █
Activity description Max 300 characters	█ (Where does it start/end? What is unique? Why should you choose this activity? Ratio guide / participants? Who is it suitable for?)
Guiding language	<input type="checkbox"/> Norwegian <input type="checkbox"/> English <input type="checkbox"/> German <input type="checkbox"/> Others: █ <input type="checkbox"/> Guiding is not included
Seasons and duration	Seasons: <input type="checkbox"/> All year <input type="checkbox"/> From: █ To: █ Total duration: █ hours or █ days Time spent actively on the water: █ hours or █ days
Fixed start time (first day or daily)	█
Distance	Total distance(approximately): █ km
Location of Meeting Point Max 200 characters	█ Address/directions GPS position for the meeting point - Latitude: █ Longitude: █
Other transport-related info	█ (e.g. Alternative means of transport between meeting point and start place for activity)
Activity/ experience highlights Max 4 characters	█ (e.g. "Along the shore we can see...." "If we are lucky we might experience wild life")
Skills & competence required to participate (NPA - Norwegian Paddling Association)	█ (e.g. NPA – valid Wet card) █ Training/instructions given in advance/before activity (e.g. Introduction course)
Participants should bring Max 300 characters	█ (e.g. swimwear, towels, water bottle / drink, sandwich / snacks, sun lotion, sunglasses, cap, waterproof jacket, shoes, waterproofed bags, etc.)
Difficulty grade	<input type="checkbox"/> Easy <input type="checkbox"/> Medium <input type="checkbox"/> Demanding <input type="checkbox"/> Expert <input type="checkbox"/> No experience needed
Minimum requirement Max 300 characters	█
Links	█ (e.g. links to TripAdvisor, videos, fact sheets, terms and conditions, images)

Safety information <i>Max 300 characters</i>	■■■■ (e.g. safety policy, safety equipment brought along from activity leader (communications, rescue, first aid) etc.)
Guide Credentials Norwegian Paddling Association (NPA) <i>Max 50 characters</i>	<input type="checkbox"/> Activity leader, minimum <input type="checkbox"/> Advanced course <input type="checkbox"/> Supervisor course <input type="checkbox"/> Other (e.g. education, experience, licenses/certifications) ■■■■
Price and commission models offered to incoming tour operators	<input type="checkbox"/> Rack rates <input type="checkbox"/> Net rates Commission rate: <input type="checkbox"/> % of the rack rates <input type="checkbox"/> excl. VAT <input type="checkbox"/> incl. VAT Add ons <input type="checkbox"/> Discounts for groups %: ■■■■ Min number of persons: ■■■■ <input type="checkbox"/> Discounts (children, seniors, etc.): ■■■■ <input type="checkbox"/> Rental rates for equipment: ■■■■
What is included in the price?	<input type="checkbox"/> Guide Services: <input type="checkbox"/> Local guide <input type="checkbox"/> Qualified guide (e.g. Activity Leader (NPF)) <input type="checkbox"/> Necessary equipment, specify: ■■■■ <input type="checkbox"/> Transport/transfer, e.g. what type: ■■■■ <input type="checkbox"/> Accommodation type & standard specify: ■■■■ <input type="checkbox"/> Food and drink, specify: ■■■■ <input type="checkbox"/> Dietary/allergy options available ■■■■ <input type="checkbox"/> Entrance tickets <input type="checkbox"/> Luggage transportation <input type="checkbox"/> Return to starting point: specify: ■■■■ <input type="checkbox"/> Pickup and return transportation to accommodation: ■■■■ <input type="checkbox"/> Free attendance for guides etc., please specify: ■■■■ <input type="checkbox"/> Others: ■■■■
What is <u>not</u> included in the price?	<input type="checkbox"/> Food and drink - if not specified above <input type="checkbox"/> Tips <input type="checkbox"/> Other: ■■■■
Constraints and limitations for operation	<input type="checkbox"/> Minimum number of participants: ■■■■ <input type="checkbox"/> Maximum number of participants: ■■■■ <input type="checkbox"/> Age restrictions: ■■■■ <input type="checkbox"/> Restrictions regarding weight/height: ■■■■ <input type="checkbox"/> Special arrangements for disabled persons: ■■■■ <input type="checkbox"/> Other: ■■■■
General conditions for incoming/tour operators (e.g. before negotiations)	<input type="checkbox"/> Confirmations and booking policy: ■■■■ <input type="checkbox"/> Allotments regulations and routines: ■■■■ <input type="checkbox"/> Terms for cancellations or changes from operators: ■■■■ <input type="checkbox"/> Terms for cancellation or changes from supplier: ■■■■ <input type="checkbox"/> Terms of payment : ■■■■ <input type="checkbox"/> Terms of invoicing fees: ■■■■ <input type="checkbox"/> Other conditions: ■■■■
Additional information <i>Max 300 characters</i>	■■■■

3. Cycling

CYCLING (please complete this form for each product listed on "1. Company presentation" using the number and name as a reference)	
Your reference # █	Name (to match the description on the Company presentation) █
Location/region Max 50 characters	█ (e.g. Northern Norway, Central Norway, Fjord Norway)
Type of bicycle	<input type="checkbox"/> Ladies bike - Hybrid <input type="checkbox"/> Mountain bike (off-road) - adult <input type="checkbox"/> Men's bike - Hybrid <input type="checkbox"/> Mountain bike (off-road) - junior <input type="checkbox"/> Electric bike <input type="checkbox"/> Hard tail <input type="checkbox"/> Full suspension <input type="checkbox"/> Road bike <input type="checkbox"/> Own bike <input type="checkbox"/> Other: █
Activity description Max 300 characters	█ (e.g. Why should you choose this activity? What is unique? Ratio guide/participants? Who is it for?)
Cleaning and storage	<input type="checkbox"/> Safe storage with lock <input type="checkbox"/> Bike wash
Guiding language	<input type="checkbox"/> Norwegian <input type="checkbox"/> English <input type="checkbox"/> German <input type="checkbox"/> Others: █ <input type="checkbox"/> Guiding is not included
Season and duration	Seasons: <input type="checkbox"/> All year <input type="checkbox"/> From: █ To: █ Total duration: █ hours or █ days Time spent actively on bike: █ hours or █ days
Fixed start time (first day or daily)	█
Distance Elevation profile	Total distance(approximately): █ km █ Description (Max 200 characters – add illustration if needed)
Location of meeting point Max 200 characters	Address/directions: █ GPS position for the meeting point - Latitude: █ Longitude: █
Other transport-related information	█ (e.g. shuttle, alternative means of transport between meeting point and start place for activity)
Activity/experience highlights Max 4 highlights	█ (e.g. "Along the route highlights such as nature, history and culture attractions are lining up" "If we are lucky we might experience wild life")
Type of product	<input type="checkbox"/> Daytrip with guide <input type="checkbox"/> Several days with guide and luggage transport <input type="checkbox"/> Several days without guide but with luggage transport <input type="checkbox"/> Several days without guide and no luggage transport <input type="checkbox"/> Other: █
Type of biking offered	<input type="checkbox"/> Bicycle path - rocky <input type="checkbox"/> Bicycle path - gravel <input type="checkbox"/> Bicycle path - paved <input type="checkbox"/> Mountain trail <input type="checkbox"/> Marked bike route <input type="checkbox"/> Freeride in bike park with lifts <input type="checkbox"/> Bike park <input type="checkbox"/> Local roads <input type="checkbox"/> Country road with little traffic <input type="checkbox"/> National road - considerable traffic <input type="checkbox"/> Bike route marked with directional signs

Required skills	<input type="checkbox"/> Able to ride a bike <input type="checkbox"/> Beginner <input type="checkbox"/> Intermediate <input type="checkbox"/> Expert Difficulty: <input type="checkbox"/> Easy (beginner) <input type="checkbox"/> Medium (beginner to intermediate) <input type="checkbox"/> Demanding (intermediate to expert) <input type="checkbox"/> Expert
Participants should bring <i>Max 300 characters</i>	<input type="checkbox"/> (e.g. gloves, bike pants, sports glasses, swimwear, towels, water bottle, beverage, snacks, sun lotion, sunglasses, waterproof jacket, outdoor shoes, knee pads, back protector, regular bike helmet, full face helmet)
Links	<input type="checkbox"/> (e.g. links to TripAdvisor, videos, fact sheets, terms and condition, images)
Safety information <i>Max 100 characters</i>	<input type="checkbox"/> (e.g. safety policy, safety equipment brought along from activity leader for communications, rescue, first aid etc.)
Guide credentials <i>Max 100 characters</i>	<input type="checkbox"/> Qualifications, certifications
Price and commission models offered to incoming tour operators	<input type="checkbox"/> Rack rates <input type="checkbox"/> Net rates Commission rate: <input type="checkbox"/> % of the rack rate <input type="checkbox"/> excl. VAT. <input type="checkbox"/> incl. VAT. Add ons: <input type="checkbox"/> <input type="checkbox"/> Discounts for groups % <input type="checkbox"/> Min. no of persons: <input type="checkbox"/> <input type="checkbox"/> Discounts (children, seniors, etc.): <input type="checkbox"/> <input type="checkbox"/> Rental rates for equipment: <input type="checkbox"/>
What is included in the price?	<input type="checkbox"/> Guide Services: <input type="checkbox"/> Local guide <input type="checkbox"/> Qualified guide: <input type="checkbox"/> <input type="checkbox"/> Necessary equipment: <input type="checkbox"/> <input type="checkbox"/> Transport / transfer: <input type="checkbox"/> <input type="checkbox"/> Accommodation type / standard: <input type="checkbox"/> <input type="checkbox"/> Food and beverage: <input type="checkbox"/> <input type="checkbox"/> Dietary / allergy options available: <input type="checkbox"/> <input type="checkbox"/> Entrance tickets <input type="checkbox"/> Luggage transportation <input type="checkbox"/> Return to starting point: <input type="checkbox"/> <input type="checkbox"/> Pickup and return transportation to accommodation: <input type="checkbox"/> <input type="checkbox"/> Free attendance for guides etc.: <input type="checkbox"/> <input type="checkbox"/> Other: <input type="checkbox"/>
What is <u>not</u> included in the price?	<input type="checkbox"/> Food and beverage - if not specified <input type="checkbox"/> Tips <input type="checkbox"/> Other: <input type="checkbox"/>
Constraints and limitations for operation	<input type="checkbox"/> Minimum number of participants: <input type="checkbox"/> <input type="checkbox"/> Maximum number of participants: <input type="checkbox"/> <input type="checkbox"/> Age restrictions: <input type="checkbox"/> <input type="checkbox"/> Restrictions regarding weight/height: <input type="checkbox"/> <input type="checkbox"/> Special arrangements for disabled persons: <input type="checkbox"/> <input type="checkbox"/> Other: <input type="checkbox"/>
General conditions for incoming/tour operators <i>(e.g. before negotiations)</i>	Booking and confirmation procedures <input type="checkbox"/> Confirmations and booking policy: <input type="checkbox"/> <input type="checkbox"/> Allotments cut-off date and release: <input type="checkbox"/> <input type="checkbox"/> Terms for cancellations or changes from operators: <input type="checkbox"/> <input type="checkbox"/> Terms for cancellation or changes from service provider: <input type="checkbox"/> <input type="checkbox"/> Terms of payment: <input type="checkbox"/> <input type="checkbox"/> Terms of invoicing fees: <input type="checkbox"/> <input type="checkbox"/> Other conditions: <input type="checkbox"/>
Additional information <i>Max 300 characters</i>	<input type="checkbox"/>

4. Hiking

HIKING (please complete this form for each product listed on "1. Company presentation" using the number and name as a reference)				
Your reference # █	Name █ (to match the description on the Company presentation) (e.g. Northern Norway, Central Norway, Fjord Norway)			
Location/region Max 50 characters	█			
Type of hiking	<input type="checkbox"/> Mountain hiking <input type="checkbox"/> Glacier hiking <input type="checkbox"/> Nordic Walking <input type="checkbox"/> Theme hiking, type: █ (e.g. town, pilgrim, heritage, historical, nature, fauna, geology) <input type="checkbox"/> Others: █			
Activity description Max 300 characters	█ (e.g. Where does it start/end? What is unique? Why should you choose this activity? Ratio guide/participants? Who is it suitable for?)			
Guiding language	<input type="checkbox"/> Norwegian <input type="checkbox"/> English <input type="checkbox"/> German <input type="checkbox"/> Others: █ <input type="checkbox"/> Guiding is not included			
Season and duration	Seasons: <input type="checkbox"/> All year <input type="checkbox"/> From: █ To: █ Total duration: █ hours or █ days Time spent actively hiking: █ hours or █ days			
Fixed start time (first day or daily)	█			
Distance	Total distance (approximately): █ km			
Location of meeting point	Address/directions (max 200 characters) █ GPS position for the meeting point - Latitude: █ Longitude: █			
Other transport-related information	█ (e.g. alternative means of transport between meeting point and start place for activity)			
Activity/experience highlights Max 4	█ (e.g. "Along the route highlights such as the following nature, history and culture include...")			
Landscape				
Terrain/nature	Flat	Hilly	Rugged	Steep
River/lake	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grotto/mines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mountain high	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mountain/highland	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Glacier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canyon	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cultivated landscape	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coastline and fjords	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Forest	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Difficulty grade Minimum requirement <i>Max 300 characters</i>	<input type="checkbox"/> Easy (green) <input type="checkbox"/> Medium, (blue) <input type="checkbox"/> Demanding (red) <input type="checkbox"/> Expert (black) <input type="checkbox"/> No experience needed █
Type of hiking trails	<div style="text-align: right;"><i>(approx. length)</i></div> <input type="checkbox"/> Outside trail/track █ km <input type="checkbox"/> Glacier █ km <input type="checkbox"/> Marked trail █ km <input type="checkbox"/> Soil <input type="checkbox"/> Gravel <input type="checkbox"/> Stones <input type="checkbox"/> Rock <input type="checkbox"/> Ice <input type="checkbox"/> Sand <input type="checkbox"/> Clopped/partly clopped trail █ km <input type="checkbox"/> Reinforced/strengthened? Steps, rail █ km <input type="checkbox"/> Mountain farm/forest track █ km <input type="checkbox"/> Walking/bike trail – gravel █ km <input type="checkbox"/> Walking/bike trail – paved █ km <input type="checkbox"/> Road with traffic/busy road █ km <input type="checkbox"/> Other: █ █ km <div style="text-align: right;">█ km in total</div>
Skills and competence required <i>Max 300 characters</i>	█ (e.g. For experienced hikers with a good stamina, carrying equipment adapted for various weather conditions. Demanding hikes. With great differences in heights and narrow peaks.)
Pre-trip training provided	The following training/instructions will be given before the trip: █
Participants should bring <i>Max 300 characters.</i>	█ (e.g. windproof and warm clothes, wooden sock, cap, mittens/gloves, fleece/woolen sweater, mountain shoes, sun glasses and sun lotion, beverage, food, daytrip rucksack, set of extra clothing)
Links	█ (e.g. links to TripAdvisor, videos, fact sheets, terms and condition, images)
Safety information <i>Max 300 characters</i>	█ (e.g. safety policy, safety equipment brought along by the guide, (equipment for Communication; rescue and first aid))
Guide credentials <i>Max 100 characters</i>	█ (qualifications, certifications)
Price and commission models offered to incoming tour operators	<input type="checkbox"/> Rack rates <input type="checkbox"/> Net rates Commission rate: <input type="checkbox"/> % of the rack rates <input type="checkbox"/> excl. VAT <input type="checkbox"/> incl. VAT Add ons <input type="checkbox"/> Discounts for groups %: █ Minimum number of persons: █ <input type="checkbox"/> Discounts (children, seniors, etc.): █ <input type="checkbox"/> Rental rates for equipment: █

What is included in the price?	<input type="checkbox"/> Guide Services: <input type="checkbox"/> Local guide <input type="checkbox"/> Qualified guide (<i>e.g. NNG - Norwegian Nature Guide</i>) <input type="checkbox"/> Necessary equipment: [redacted] <input type="checkbox"/> Transport/transfer, type: [redacted] <input type="checkbox"/> Accommodation type/standard: [redacted] <input type="checkbox"/> Food and beverage: [redacted] <input type="checkbox"/> Dietary/allergy options available [redacted] <input type="checkbox"/> Entrance tickets <input type="checkbox"/> Luggage transportation <input type="checkbox"/> Return to starting point: [redacted] <input type="checkbox"/> Pickup and return transportation, deal with accommodation: [redacted] <input type="checkbox"/> Complimentary for guides etc.: [redacted] <input type="checkbox"/> Others: [redacted]
What is <u>not</u> included in the price?	<input type="checkbox"/> Food and beverage - if not specified <input type="checkbox"/> Tips <input type="checkbox"/> Other: [redacted]
Constraints and limitations for operation	<input type="checkbox"/> Minimum number of participants: [redacted] <input type="checkbox"/> Maximum number of participants: [redacted] <input type="checkbox"/> Age restrictions: [redacted] <input type="checkbox"/> Restrictions regarding weight/height: [redacted] <input type="checkbox"/> Special arrangements for disabled persons: [redacted] <input type="checkbox"/> Other: [redacted]
General conditions for incoming/tour operators <i>(e.g. before negotiations)</i>	Booking and confirmation procedures: <input type="checkbox"/> Confirmations and booking policy: [redacted] <input type="checkbox"/> Allotments cut-off date and release: [redacted] <input type="checkbox"/> Terms for cancellations/changes for operators: [redacted] <input type="checkbox"/> Terms for cancellation/changes from service provider: [redacted] <input type="checkbox"/> Terms of payment: [redacted] <input type="checkbox"/> Terms of invoicing fees: [redacted] <input type="checkbox"/> Other conditions: [redacted]
Additional information Max 300 characters	[redacted]

5. Winter experiences

WINTER EXPERIENCES - CROSS COUNTRY SKIING AND SNOWSHOEING				
<i>(please complete form for each product listed on "1. Company Presentation" using the number and name as a reference)</i>				
Your reference # ■	Name ■ (to match the description on the Company presentation)			
Location/region Max 50 characters	■ (e.g. Northern Norway, Central Norway, Fjord Norway)			
Type of trip	<input type="checkbox"/> Day trip <input type="checkbox"/> Several days with accommodation <input type="checkbox"/> Short trip (1-3 hrs). <input type="checkbox"/> Snowshoe trip <input type="checkbox"/> Mountain skiing, cross country <input type="checkbox"/> Other: ■			
Activity description Max 300 characters	Where does it start/end? What is unique? Why should you choose this activity? What is unique? Ratio guide/participants? Who is it suitable for?			
Guiding language	<input type="checkbox"/> Norwegian <input type="checkbox"/> English <input type="checkbox"/> German <input type="checkbox"/> Others: ■ <input type="checkbox"/> Guiding is not included			
Season and duration	Seasons: <input type="checkbox"/> All year <input type="checkbox"/> From: ■ To: ■ Total duration ■ hours or ■ days Time spent actively skiing ■ or ■ days			
Fixed start time (first day or daily)	■			
Distance	Total distance (approximately): ■ km			
Location of meeting point (Max 200 characters)	■ Address/directions GPS position for the meeting point - Latitude: ■ Longitude: ■ (e.g alternative means of transport between meeting point and start place for activity)			
Other transport-related information	■			
Activity highlights Max 4 highlights	■ (e.g. "Along the route the highlights such as nature, history, and culture attractions are lining up." "If we are lucky we might experience wild life.)			
Landscape				
Terrain/nature	Flat	Hilly	Rugged	Steep
River/lake	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grotto/mines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mountain high	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Mountain/highland	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Glacier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Canyon	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Culture landscape	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Coastline and fjords	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Forest	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Type of tracks	<input type="checkbox"/> Machine prepared track <input type="checkbox"/> Snow scooter prepared track <input type="checkbox"/> Single track I marked track <input type="checkbox"/> Outside marked track <input type="checkbox"/> Other, specify: <input type="text"/>	<i>(approx length)</i> <input type="text"/> km <input type="text"/> km <input type="text"/> km <input type="text"/> km <input type="text"/> km <input type="text"/> km Total length
Difficulty grade	<input type="checkbox"/> Easy (green) * <input type="checkbox"/> Medium (blue) ** <input type="checkbox"/> Advanced (red) *** <input type="checkbox"/> Expert (black) **** Requirements for participants and ski equipment: * Beginners <i>Less than 100 meters (above sea level). Flat trail. Protected terrain.</i> ** Medium well trained skier. <i>Less than 300 meters. No great demands on skiing skills. Occasionally over tree line.</i> *** Experienced and well trained skier. <i>Less than 600 meters (above sea level). Primarily mountain terrain. Long, demanding trails, often uncured.</i> **** Experienced and well trained skier. <i>No limitation for meters above sea level. Longer and more challenging tracks than red, and with fairly steep climbs up and down.</i>	
Skills and competence required to participate <i>Max 300 characters</i>	<input type="text"/> (e.g. basic avalanche course) Any instruction provided in advance of the activity: <input type="text"/> (e.g. use of "Sender/Receiver" and avalanche equipment)	
Participants should bring <i>Max 300 characters</i>	<input type="text"/> (e.g. touring skis, ski boots, poles, windproof and warm clothes, woollen socks, cap, ski gloves, fleece/woollen sweater, mountain shoes, sun glasses and sun lotion, beverage, food, daytrip rucksack, set of extra clothing)	
Links	<input type="text"/> (e.g. links to TripAdvisor, videos, fact sheets, terms and condition, images)	
Safety information <i>Max 300 characters</i>	<input type="text"/> (e.g. safety policy, safety equipment brought along by the guide for rescue and first aid, etc.)	
Guide Credentials	<input type="checkbox"/> Avalanche course minimum <input type="checkbox"/> Avalanche instructor 1 <input type="checkbox"/> Avalanche instructor 2 <input type="checkbox"/> Other: <input type="text"/> (e.g. education, experience, licenses/certifications, Arctic Nature Guide)	
Price and commission models offered to incoming tour operators:	<input type="checkbox"/> Rack rates <input type="checkbox"/> Net rates Commission rate: <input type="text"/> % of the rack rates <input type="checkbox"/> excl. VAT <input type="checkbox"/> incl. VAT. Add ons <input type="checkbox"/> Discounts for groups % <input type="text"/> Min. persons: <input type="text"/> <input type="checkbox"/> Discounts (children, seniors, etc.): <input type="text"/> <input type="checkbox"/> Rental rates for equipment: <input type="text"/>	

What is included in the price?	<input type="checkbox"/> Guide Services: <input type="checkbox"/> Local guide <input type="checkbox"/> Qualified guide (e.g. ANG - Arctic Nature Guide) <input type="checkbox"/> Necessary equipment: [redacted] <input type="checkbox"/> Transport/transfer type: [redacted] <input type="checkbox"/> Accommodation type/standard: [redacted] <input type="checkbox"/> Food and beverage: [redacted] <input type="checkbox"/> Dietary / allergy options available: [redacted] <input type="checkbox"/> Lift pass <input type="checkbox"/> Luggage transportation <input type="checkbox"/> Return to starting point: [redacted] <input type="checkbox"/> Pickup and return transportation to accommodation: [redacted] <input type="checkbox"/> Complimentary attendance for guides etc., please specify: [redacted] <input type="checkbox"/> Others: [redacted]
What is <u>not</u> included in the price?	<input type="checkbox"/> Food and beverage - unless specified above <input type="checkbox"/> Tips <input type="checkbox"/> Other: [redacted]
Constraints and Limitations for operation	<input type="checkbox"/> Minimum number of participants: [redacted] <input type="checkbox"/> Maximum number of participants: [redacted] <input type="checkbox"/> Age restrictions: [redacted] <input type="checkbox"/> Restrictions regarding weight/height: [redacted] <input type="checkbox"/> Special arrangements for disabled persons: [redacted] <input type="checkbox"/> Other: [redacted]
General conditions for incoming/tour operators (e.g. before negotiations)	<input type="checkbox"/> Confirmations and booking policy: [redacted] <input type="checkbox"/> Allotments cut-off date and release: [redacted] <input type="checkbox"/> Terms for cancellations or changes from operators: [redacted] <input type="checkbox"/> Terms for cancellation or changes from service provider: [redacted] <input type="checkbox"/> Terms of payment: [redacted] <input type="checkbox"/> Terms of invoicing fees: [redacted] <input type="checkbox"/> Other conditions: [redacted]
Additional information <i>Max 300 characters</i>	

6. Climbing

CLIMBING (please complete this form for each product listed in "1. Company presentation" using the number and name as a reference)	
Your reference # █	Name █ (to match the description on the Company presentation)
Location/region Max 50 characters	█ (e.g. Northern Norway, Central Norway, Fjord Norway)
Type of climbing	<input type="checkbox"/> Mountaineering <input type="checkbox"/> Via Ferrata (iron path) <input type="checkbox"/> Tree climbing <input type="checkbox"/> Sport Climbing - indoors <input type="checkbox"/> Ice climbing <input type="checkbox"/> Caving <input type="checkbox"/> Sport Climbing - outdoor <input type="checkbox"/> Bouldering (large stones) <input type="checkbox"/> Rappelling/abseiling <input type="checkbox"/> Other: █
Activity description Max 300 characters	█ (e.g. Where does it start/end? What is unique? Why should you choose this activity? Ratio guide/participants? Who is it suitable for?)
Guiding language	<input type="checkbox"/> Norwegian <input type="checkbox"/> English <input type="checkbox"/> German <input type="checkbox"/> Others: █ <input type="checkbox"/> Guiding is not included
Season and duration	Seasons: <input type="checkbox"/> All year <input type="checkbox"/> From: █ To: █ Total duration: █ hours or █ days Time spent actively climbing: █ hours or █ days
Fixed start time: (first day or daily)	█
Distance location of meeting point Max 200 characters	Total distance (approximately): █ km Address/directions: █ GPS position for the meeting point - Latitude: █ Longitude: █
Other transport-related information	█ (e.g. alternative means of transport between meeting point and start place for activity)
Detailed description	Estimated approach time (e.g. to glacier, crag, climbing area, caves etc): █ Climb metres: █ Total altitude metres: █ Descent route: █ (e.g. rappelling down same way as ascent, hiking down the other side of the mountain etc.) Type of descent: █ (e.g. rappelling, hiking, bus)
Activity highlights Max 4	█ (e.g. magnificent views, in the footsteps of... , wildlife, adrenalin etc.)
Difficulty	<input type="checkbox"/> Expert <input type="checkbox"/> Medium <input type="checkbox"/> Demanding <input type="checkbox"/> Easy Specify: █
Skills and competence required to participate Max 300 characters	█ (e.g. able to walk for 8 hours in varied terrain, experience with carrying a backpack of 10 kg, physically fit, climbing experience needed etc.) The following training/instructions will be given before the trip: █
Participants should bring Max 300 characters	█ (e.g. gloves/mittens, cap/hat, wind- and waterproof jacket, long pants, warm clothes, mountain shoes, 2-3 litres of water, packed lunch, sun glasses, sunscreen)
Links	█ (e.g. links to TripAdvisor, videos, fact sheets, terms and conditions, images)

Safety information <i>Max 300 characters</i>	■■■■■ (e.g. certifications, safety policy, group leader's safety equipment (communications, rescue, first aid) etc.)
Guide credentials <i>Max 100 characters</i>	■■■■■ (e.g. certifications according to Norwegian national standards (NFF, Nortind etc.))
Price and commission models offered to incoming tour operators	<input type="checkbox"/> Rack rates <input type="checkbox"/> Net rates Commission rate: <input type="checkbox"/> % of the rack rates <input type="checkbox"/> excl. VAT <input type="checkbox"/> incl. VAT Add ons <input type="checkbox"/> Discounts for groups % ■■■■■ Min. no of persons: ■■■■■ <input type="checkbox"/> Discounts (children, seniors, etc.): ■■■■■ <input type="checkbox"/> Rental rates for equipment: ■■■■■
What is included in the price?	<input type="checkbox"/> Guide services <input type="checkbox"/> Necessary equipment: ■■■■■ <input type="checkbox"/> Transport/transfer type: ■■■■■ <input type="checkbox"/> Accommodation type/standard: ■■■■■ <input type="checkbox"/> Food and beverage: ■■■■■ <input type="checkbox"/> Dietary/allergy options available: ■■■■■ <input type="checkbox"/> Luggage transportation <input type="checkbox"/> Return to starting point: ■■■■■ <input type="checkbox"/> Pickup and return transportation to accommodation: ■■■■■ <input type="checkbox"/> Other: ■■■■■
What is <u>not</u> included in the price?	<input type="checkbox"/> Food and beverage - if not specified above <input type="checkbox"/> Tips <input type="checkbox"/> Insurance covering the activities <input type="checkbox"/> Other: ■■■■■
Constraints and limitations for operation	<input type="checkbox"/> Minimum number of participants: ■■■■■ <input type="checkbox"/> Maximum number of participants: ■■■■■ <input type="checkbox"/> Age restrictions: ■■■■■ <input type="checkbox"/> Restrictions regarding weight/height: ■■■■■ <input type="checkbox"/> Special arrangements for disabled persons: ■■■■■ <input type="checkbox"/> Other: ■■■■■
General conditions for incoming/tour operators (e.g. before negotiations)	<input type="checkbox"/> Confirmations and booking policy: ■■■■■ <input type="checkbox"/> Allotments cut-off date and release: ■■■■■ <input type="checkbox"/> Terms for cancellations or changes from operators: ■■■■■ <input type="checkbox"/> Terms for cancellation or changes from service provider: ■■■■■ <input type="checkbox"/> Terms of payment: ■■■■■ <input type="checkbox"/> Terms of invoicing fees: ■■■■■ <input type="checkbox"/> Other conditions: ■■■■■
Additional Information <i>Max 300 characters</i>	■■■■■