

**BUSINESS DEVELOPMENT AGREEMENT BETWEEN BOLIVIANA DE AVIACION- BoA**

**AND**

NAME OF AGENCY DUMONDE GROUP INC.

ARC NUMBER 10583300

ADDRESS 25 S.E. 2 AVENUE SUITE 1235, MIAMI FL. 33131

PHONE 305-379-6844

FAX N/A

EMAIL [anunez@avancecap.com](mailto:anunez@avancecap.com) [cintia@traveldm.com](mailto:cintia@traveldm.com)

This Business Development Agency Agreement (the “Agreement”) is effective as of 01/01/2021, by and between DUMONDE GROUP INC., ARC 10583300, and BOLIVIANA DE AVIACION – BoA, (herein after “BoA”).

1. Whereas BoA desires to sell, promote, and increase air transport as part of its BoA preferred supplier network and by utilizing the services of Agency pursuant to the terms of this Agreement; and
2. Whereas Agency has the experience, expertise and industry contacts and is able to undertake such services and to perform such function pursuant to the terms and conditions of this agreement in exchange to the terms and conditions of this Agreement in exchange of an upfront commission on published fares.
3. **AGREEMENT**

BoA shall pay an upfront of **8%** on southbound publish fares, on northbound publish fares, on domestic publish fares. Agency shall provide business development services consistent with services provided in the Agency’s industry. BoA engages Agency because of Agency’s experience, expertise and Industry contacts as well as contacts that Agency will endeavor to make during the term of this Agreement, to facilitate BoA’s business development strategy with respect to customer acquisition, handling of passenger travel airfare and in the development of strategic business relationships. Agency will assist in the development of competitive price strategies and creation and prioritization of leads and sales targets and endeavor to consummate relationships which such targets. This agreement shall be until 12/31/2021. However, the party hereto may terminate or modify this agreement upon giving fifteen (15) days notice in writing to the other party.

1. **AGREEMENT PERIOD**

The term of this Agreement shall be from 01/01/2021 to 12/31/2021

1. **COMMISSION**
2. The Agency shall be deducted the commission level from the sales report or ARC.
3. The structure of the commission is subject to change by OB upon written notice with immediate effect.
4. BoA Sales Department in Miami, Fl. Shall keep Agency informed of any changes to the commission structure of this Agreement.

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1. Commission are applicable for only BoA “on line routes” and published fares. Any case of non-compliance with the provisions set forth in this Agreement. BoA shall be entitle to apply debit memos against the Agency at any given time.
2. **CONDITIONS OF TRAVEL**
3. Published fares and seasonality are subject to change.
4. The Agency must follow applicable rules of fare basis.
5. The Agency agrees to promote OB as their preferred carrier to Bolivia.
6. **PERFORMANCE TARGET**

BoA shall evaluate the sales and marketing performance on Agency on a quarterly basis. Agency shall maintain a quarterly market share of 80% of sales in the Bolivian routes in the market during the year 2021. BoA reserves the right to terminate this agreement if Agency fails to meet the production level requirement set forth above.

1. **CONFIDENTIALITY**
2. Each party agrees that during the course of this Agreement, information that is confidential or of a proprietary nature may not be disclosed to any other party, including, but not limited to, product and business plans, software, technical processes and formulas, source codes, product designs, sales and other unpublished financial information, advertising revenues, usage rates, advertising relationships, projections, and marketing data.
3. Confidential information shall not include information that the receiving party can demonstrate (a) is, as of the time of its disclosure, or thereafter becomes part of the public domain through a source other than the receiving party, (b) was known to the receiving party, or (d) is subsequently learned from a third party not under a confidentiality obligation to the providing party.
4. **VENUE AND CHOICE OF LAW**

The laws of the state of Florida shall govern this Agreement; and venue will be proper in Miami Dade County, Florida.

**8- MISCELLANEOUS PROVISIONS**

1. No modifications shall be made to this Agreement, unless agreed to by the parties in writing. Any modification may shall take effect from the date of signature by both parties. If such additions or modifications are not accept by one of the parties, this Agreement is then terminated.
2. The Agency shall not assign, transfer or delegate its obligations covered by this Agreement to any other person, company or organization without the written consent of BoA.

To participate in the Boliviana de Aviacion- BoA preferred supplier network, a duly authorized officer of the respective Companies must sign this Agreement, fax and return to BoA Miami office at the address below.

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**BOLIVIANA DE AVIACION- BOA, INC.** **AGENCY**

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Patricia Gutierrez Name and signature

Regional Manager Position Director

Boliviana de Aviacion- BoA Miami FL. Name of Company Dumonde Travel

8725 NW 18 Ter. Suite 100 Doral, FL 33172 Address 1395 Brickell Ave suite 800 Miami FL 33131

Ph. 305-428-8500 Ph. 305 379 6844

Fax 305-591-3240 Fax

Date Date 02/10/2021

Please return a signed copy to fax 305-591-3240, or by email to:

[victorh.villazon@boa.bo](mailto:victorh.villazon@boa.bo)