



Republic of the Philippines  
**DEPARTMENT OF SCIENCE AND TECHNOLOGY**  
**ADVANCED SCIENCE AND TECHNOLOGY INSTITUTE**



**PURCHASE ORDER**

ASTI – FM 03-17  
REV 4 / 09 June 2025

Supplier:	REBEL MANILA BRAND MARKETING SERVICES, INC.	PO No.:	25-06-133
Address:	1847 Sta. Rita St., Guadalupe Nuevo, Makati City	PO Date:	June 25, 2025
TIN:	009-567-301-00000	Mode of Procurement:	NP-53.9 Small Value Procurement

Gentleman:

Please furnish this Office the following articles subject to the terms and conditions contained herein:

Place of Delivery:	ASTI Bldg., C.P. Garcia Ave., U.P. Technology Park Complex, U.P. Campus, Diliman, Quezon City 1101	Delivery Term:	Per end-user's schedule
Date of Delivery:		Payment Term:	Government Terms
		Warranty Term:	

Stock / Property No.	Unit	Description	Quantity	Unit Cost	Amount
1	Lot	<p><b>Training Services for DOST-ASTI Storytelling and Pitching Workshop</b></p> <p>1. BACKGROUND AND OBJECTIVES</p> <p>1.1. DOST-ASTI seeks a consulting firm to conduct Storytelling and Pitching Workshop aimed at enhancing the communication skills of senior leaders, researchers, and project staff. The workshop will equip participants with storytelling techniques and project pitching strategies to effectively engage stakeholders, potential partners, investors, and clients.</p> <p>1.2. The workshop shall be conducted in July 2025.</p> <p>1.3. The Approved Budget for the Contract is inclusive of all applicable government taxes and service charges.</p> <p>2. TECHNICAL SPECIFICATIONS</p> <p>2.1. Conduct a two (2) day face-to-face workshop for a maximum of 25 participants covering the following or equivalent topics:</p> <p>2.1.1. Understanding the Audience - Identifying key stakeholders and crafting persona-based messaging</p> <p>2.1.2. Story Development Techniques - Principles of compelling storytelling and structured project narratives</p> <p>2.1.3. Effective Project Communication -</p>	1	P375,000.00	P375,000.00

Postal Address : ASTI Bldg., U.P. Technology Park Complex,  
CP Garcia Ave., Diliman, Quezon City 1101  
Website : [www.asti.dost.gov.ph](http://www.asti.dost.gov.ph)  
Email : [info@asti.dost.gov.ph](mailto:info@asti.dost.gov.ph)

Tel No. : +632 8249-8500  
+632 8426-9755



Crafting engaging project stories for diverse audiences

2.1.4. Persuasive Communication and Stakeholder Management - Handling Q&A and refining pitches for maximum impact.

2.1.5. Any equivalent training/workshop that will enable the ASTI researchers and staff to communicate effectively, engage diverse audiences and present with confidence to drive intended actions from stakeholders.

2.2. Tentative Schedule: 15-16 July 2025

2.2.1. DOST-ASTI shall confirm the final schedule with the service provider at least seven (7) calendar days before the event.

3. DELIVERABLES

3.1. The Storytelling and Pitching Workshop will have the following deliverables:

3.1.1. Customized Storytelling and Pitching Framework for Projects

3.1.2. Audience Persona Analysis and Messaging strategy

3.1.3. Enhanced Presentation and Public Speaking Skills

3.1.4. Collective Actionable Feedback on respective project pitches

3.1.5. Persuasive call to action strategies to ensure follow through results

4. QUALIFICATION REQUIREMENTS

4.1. Organizational Experience and Capability

4.1.1. The consulting firm must have at least five (5) years of experience in conducting training or workshops on storytelling, project pitching, public speaking, or strategic communication.

4.1.2. Must have successfully conducted at least five (5) similar training programs for government agencies, research institutions, universities, or corporate clients in the last three years.

4.1.3. Experience working with scientific, research, or technology-driven organizations is an advantage.

4.2. Expertise of Key Resource Persons

4.2.1. The consulting firm must provide a list of key trainers/facilitators with relevant experience including:

4.2.1.a. A lead trainer with at least fifteen (15) years of experience in storytelling, pitching, communication training, or related fields.

4.2.1.b. Trainers/facilitators must have backgrounds in public speaking, corporate training, science communication, or



	<p>related disciplines.</p> <p>4.2.1.c. At least one (1) trainer should have experience working with researchers or technical professionals to bridge the gap between complex information and public communication.</p> <p>4.3. Training Approach and Methodology</p> <p>4.3.1. The consulting firm must submit a proposed training plan, including methodologies, tools, and techniques to be used in conducting the workshop.</p> <p>4.3.2. The approach should be interactive, engaging, and outcome-driven, incorporating hands-on exercises, group discussions, role-playing, and constructive feedback mechanisms.</p> <p>3.3. The firm must demonstrate the ability to customize the training based on DOST-ASTI's specific needs and audience.</p> <p>4.4. Compliance with Legal and Financial Requirements</p> <p>4.4.1. Must be a legally registered entity in the Philippines, with valid permits, registration, and other applicable licenses.</p> <p>4.4.2. Must be able to issue official receipts for payments.</p> <p>4.4.3. Must not have any pending or ongoing legal cases that may affect its ability to fulfill contractual obligations.</p> <p>4.5. Additional Requirements</p> <p>4.5.1. The firm must submit a portfolio or case studies highlighting previous training sessions conducted.</p> <p>4.5.2. At least three (3) client references with contact details should be provided for validation of past engagements.</p> <p>4.5.3. Must commit to delivering all required reports, training materials, and documentation as part of the contract deliverables.</p> <p>5. DELIVERY AND PAYMENT TERMS</p> <p>5.1. Payment shall be made only upon certification/acceptance by the End-user that the Goods/Services are rendered or delivered in accordance with the terms of this Contract and have been duly accepted.</p> <p>5.2. The price bid must be inclusive of administrative fees, taxes, other services, and government charges.</p> <p>(Please see attached quotation.)</p>			
			TOTAL:	P375,000.00
(Total Amount in Words)			Three Hundred Seventy Five Thousand Pesos Only	




The contract price is inclusive of taxes and other fees or charges. In case of failure to make the full delivery within the time specified above, a penalty of one-tenth (1/10) of one percent for every day of delay shall be imposed on the undelivered item/s. Once the cumulative amount of liquidated damages reaches ten percent (10%) of the amount of the contract, DOST-ASTI may rescind or terminate the contract, without prejudice to other courses of action and remedies available under the circumstances and in accordance with the provisions of the latest implementing rules and regulations of RA 9184.

Conforme:


Very Truly Yours,

\_\_\_\_\_  
(Signature over Printed Name of Supplier)

  
**FRANZ A. DE LEON, Ph.D.**  
\_\_\_\_\_  
Director, DOST-ASTI

Digitally  
signed by  
Jeffrey A.  
Aborot

\_\_\_\_\_  
(Date)

Fund Cluster:	01	ORS / BURS No.:	021011012025-06-000485
		ORS / BURS Date:	JUNE 26, 2025
Funds Available:	Php 375,000.00	Amount:	₱ 375,000.00
<div> <b>GAY CONCEPCION S. BUGAGAO</b> _____ Accountant III</div>			



25 June 2025

**NOTICE TO PROCEED**  
ALTERNATIVE MODE OF PROCUREMENT

**Mr. NICOLAI V. REYES**  
Authorized Representative  
**REBEL MANILA BRAND MARKETING SERVICES, INC.**  
1847 Sta. Rita St., Guadalupe Nuevo  
Makati City

Dear Mr. Reyes,

This Notice to Proceed is hereby issued for the following contract details:

Contract Name	: <b>Provision of One (1) Lot Training Services for DOST-ASTI Storytelling and Pitching Workshop</b>
Purchase Request No.	: <b>GAA-25-05-21153</b>
Purchase / Work Order No.	: <b>25-06-133</b>
Total Contract Price	: <b>Php 375,000.00</b>
(inclusive of taxes, import duties and all other charges or fees)	
Total Contract Price in Words	: <b>Three Hundred Seventy Five Thousand Pesos</b>

Upon issuance of this Notice, your company, **REBEL MANILA BRAND MARKETING SERVICES, INC.** is hereby directed to commence the delivery of items and/or performance of services stipulated in the said Purchase Order which shall become due and demandable in accordance with the delivery schedule stipulated therein.

Please acknowledge receipt and acceptance of this Notice by signing in the space provided below. There are two (2) copies of this document; you may keep one copy and return the other to the Bids and Awards Committee (BAC) Secretariat of the Advanced Science and Technology Institute. Should you have any questions or clarifications, you may reach us at bac-sec@asti.dost.gov.ph.

Respectfully,

  
**FRANZ A. DE LEON, Ph.D.**  
Director

Digitally signed by Jeffrey A. Aborot

DATE OF ISSUANCE:

**30 JUN 2025**

RECEIVED BY:

Signature over Printed Name

Date and Time