

ECO COLLECTION · DIGITAL TOURISM & INTERNATIONAL MARKET ACCESS

Cabo Verde → Italy

Market Access Validation Pilot

Digital Tourism · Local Supply · International Distribution

LIVE / VALIDATION · ECO COLLECTION

PROPOSAL RECEIVED · ITALY PILOT

PREPARED BY

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02 · THE OPPORTUNITY

Local supply. International demand.

Cabo Verde has a diverse tourism supply. What is missing is a structured digital layer connecting local operators with qualified international B2B distribution channels.

LOCAL SUPPLY · CABO VERDE

A diverse tourism ecosystem

- Accommodation — hotels, apartments, houses
- Experiences — island tours, culture, ocean
- Transfers and local mobility
- Guides and community operators
- Small local operators without international reach
- Fragmented digital presence in international markets

INTERNATIONAL DEMAND · ITALY

Where qualified operators aggregate demand

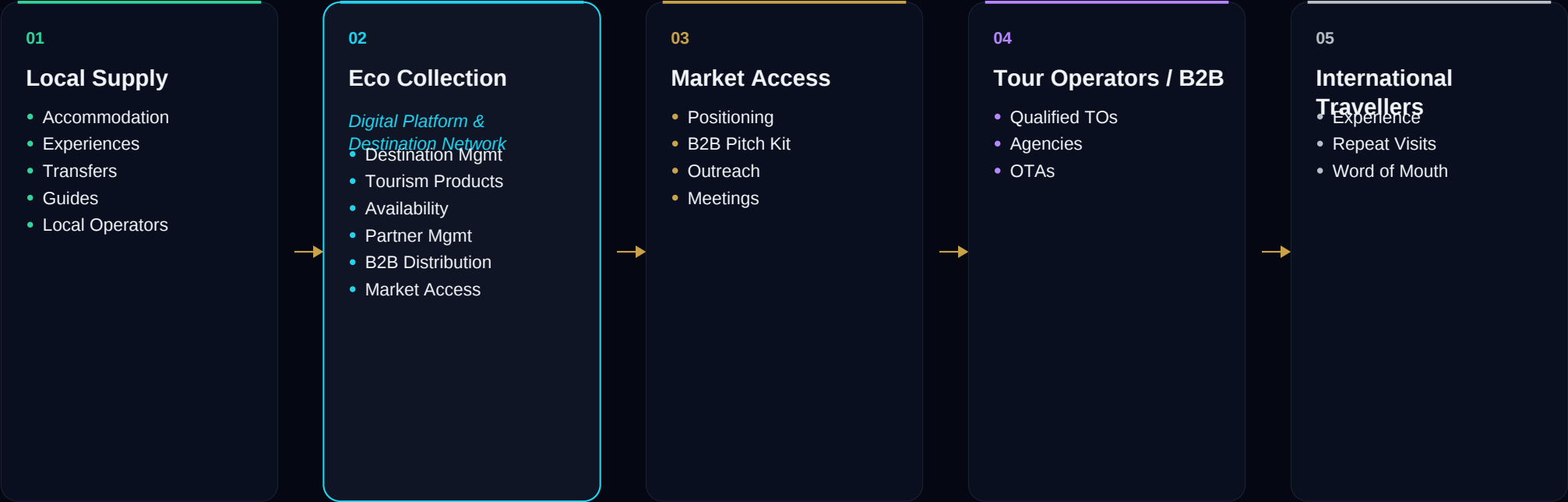
- Italian Tour Operators with African destination interest
- Agencies looking for differentiated experiences
- Communication and content channels
- Growing appetite for authentic destinations
- Existing distribution and B2B know-how
- Structured decision-making cycles

No specific market size, revenue or user figures are implied. This is an institutional opportunity assessment.

03 · ECO COLLECTION MODEL

Local Supply → Eco Collection → Market Access → International Markets

A digital platform and destination network structured to connect local tourism supply with international B2B distribution.



Eco Collection status: LIVE / VALIDATION. The Italy pilot is a proposed validation — not a completed market entry.

04 · ITALY VALIDATION PILOT

90-day methodology, not a claim of results.

PROPOSAL RECEIVED · UNDER EVALUATION

MARKET Italy DURATION 90 days (proposed) OUTREACH SCOPE 15–20 Italian Tour Operators (proposed)

OBJECTIVE

Validate whether selected Cabo Verde tourism products and local partners can be connected to qualified Italian Tour Operators and B2B distribution channels.



15–20 Italian Tour Operators is a proposed outreach scope, not an achieved result. No guaranteed contracts or sales are implied.

05 · PROPOSED MARKET ACCESS SUPPORT

External communication and Italian market experience.

PROPOSED COLLABORATION · PROPOSAL RECEIVED · UNDER EVALUATION

PROPOSED COLLABORATOR

SUQ Communication

Teresa Scacchi

Journalist · Travel Designer · Communication Consultant

POSITIONING

Potential external Market Access & Communication support for the Italy validation pilot.

RELEVANT EXPERIENCE PRESENTED IN THE PROPOSAL

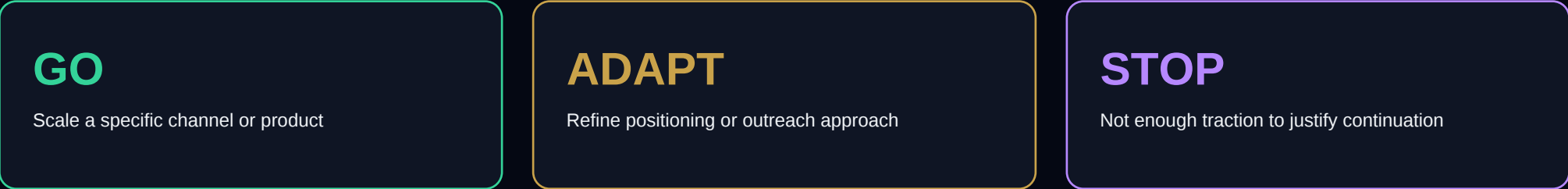
- Long-standing professional relationship with Cabo Verde
- Italian tourism market experience
- Tour Operator communication experience
- Destination promotion
- Travel journalism
- B2B communication
- Institutional and media relations

No contract has been signed. This is a proposal received and under institutional evaluation. SUQ Communication is not presented as an official BSGOTECH partner. Commercial terms are not disclosed publicly.

06 · VALIDATION FRAMEWORK

Start small. Measure. Learn. Decide.

The pilot follows a linear validation methodology with an explicit decision node at the end.



WHAT WE MEASURE DURING THE PILOT

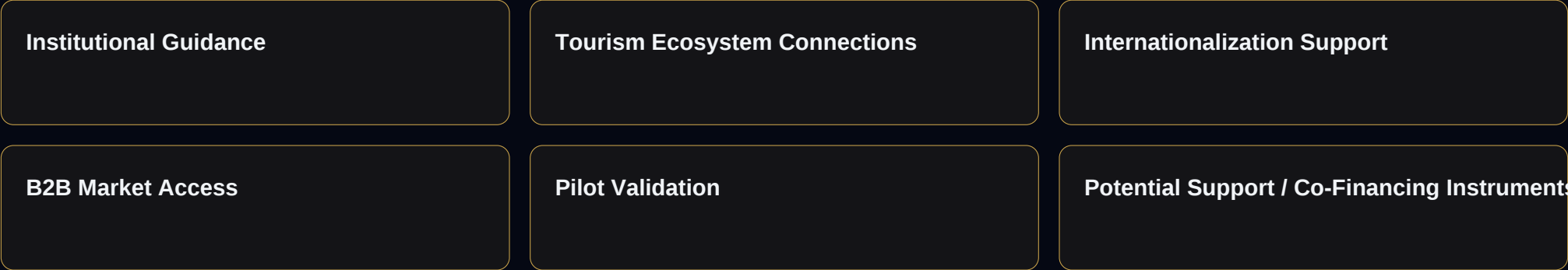


07 · INSTITUTIONAL DIALOGUE

Building the right market access model.

Eco Collection is currently evaluating how technology, local tourism supply and international B2B distribution can be combined through a controlled market validation approach.

AREAS FOR DIALOGUE



CONTACT · BSGOTECH

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São Tomé and Príncipe ↔ Cabo Verde ↔ Europe

START SMALL

VALIDATE LOCALLY

SCALE ONLY AFTER EVIDENCE

Governance: no Government endorsement, no Government funding obtained, no signed SUQ partnership, no guaranteed Tour Operator contracts or tourism sales, no guaranteed investment.