

COMPANY PROFILE

CEBU GEMS Innovation and Career Development Center, Inc. is a 100% Filipino owned corporation established on April 28, 2010, whose goal is to consistently provide Quality Review and Excellent Service to meet global standards.

CEBU GEMS Innovation and Career Development Center, Inc., conceptualized in a meeting held in September 2009 when a group of serious and dedicated maritime practitioners agreed to team up and work seriously together towards a common goal of contributing to the safety of life and property at sea through producing qualified and competent Marine Deck and Engine Officers.

Our President, Capt. Juan Antoine B. Dela Torre, MST, DBA has graduated Top 2 at PMMA Class '86. A seasoned Review Director for 16 years and Top 7 in the Master Mariners Board Exam. He has already guided lots of successful Regular, NSA/NIS Scholars, and Honor Class Cadets to become successful maritime officers and leaders.

Our Vice-President, Engr. Neil F. Francisco MPA, DBA, has graduated with Top 2 at PMMA Class '92. Not to mention, Top 3 in 3rd Engineer Board Exam and Top 5 in 2nd Engineer Board Exam. He also graduated with a degree of Master in Public Administration and a Doctoral Degree in Business Administration.

Qualities of our Instructors or Review Consultants are of Top Caliber from the top Maritime Organizations such as Philippine Merchant Marine Academy, Norwegian Ship-owners Association, and National Board Examination Top Notches.

Cebu Gems Innovation and Career Development Center, Inc., awarded with HALL OF FAME AWARDS 2019 for consistently winning the Best Maritime Review Center of the Year by the Business Achievement and Recognition Awards, The Most Trusted Review Center of the Year by Global Excellence Management Awards and The Most Trusted Name by Consumer Choice Category Awards since 2011.

The name of the review center is simple and indicative of the future, the center shall be new from now, and the years to come, it shall continuously innovate to be always current with the latest technology available for the seafarers in the coming generations.

Cebu Gems is currently designated as the Official Review Center for the Norwegian Shipowners Association (NSA) scholars.

Our present passing performance for the recent MARINA Walk-in licensure examination is ranging from 95%-100%.

Cebu Gems aims to be always "The Leading Maritime Review Center for all Filipino Seafarers Nationwide."



10 August 2020

Mr. Ceasar B. Laro Jr. CFE
Chief Operations Officer
Serapio PH
Cebu City

SUBJECT: BUSINESS PARTNERSHIP PROPOSAL

Magrasyang Araw!

The COVID-19 pandemic has heralded the coming of a new normal. And to prepare and adapt to this change, CEBU GEMS would like to encourage seafarers to continue their review through our online review program. Thankfully, we have the privilege to provide online review at a time where face-to-face learning poses challenges for seafarers. It is a blessing that we choose to value and use responsibly. Online review would likely stay as long as this pandemic is not over. But for now, it is the safest for your students.

To help you grasp why we choose to make the most of this virtual learning environment, here are the perks of online review:

- Convenience
 - 24/7 access from any smart gadgets, anytime, anywhere in the world.
 - Adapt to busy schedules
 - No commuting
 - Safe at home & indoors.

In line with this, we are delighted to introduce you to a new business proposal that will be beneficial to both parties. I would wish to convey our most sincere intent to offer you our services in the form of a business package.

May I enumerate the following advantages and features of CEBU GEMS:

- ✓ Guaranteed impressive passing percentage to strengthen further the status of your seafarers service platform.
- ✓ Advanced and unlimited online review materials shall be provided to the reviewees so that they can go over with the questions at their own pace.
- ✓ Periodic monitoring of the aptitude and performance of the reviewees to gauge their strong and weak points and give them corresponding guidance which to focus on.





CEBU GEMS INNOVATION AND CAREER DEVELOPMENT CENTER, INC.

REVIEW FOR MARINE DECK & ENGINE OFFICERS

Moreover, we would also wish to offer the following profit-sharing scheme, should this humble proposal gain your most sought-after approval;

SCHEME	OPTION 1 BUSINESS PARTNER	OPTION 2 ENDORSEMENT SCHEME
REVIEW RATE	Php 5,500*	CEBU GEMS Online Prevailing Rate
PROFIT	<i>See Sample Computation Table</i>	10% of the published CEBU GEMS Online rate
ENROLLMENT PORTAL	**Own Enrollment Portal	CEBU GEMS Online Enrollment Portal
REQUIREMENTS	1. Business Permit 2. Official Receipt	None
INCLUSIONS	✓ Access to Online Enrollment Portal ✓ Training / Orientation	✓ Set of unique codes to use during enrollment (online) ✓ Training / Orientation
ENROLLMENT	**Enrollment Site	CEBU GEMS Online Portal
ISSUANCE OF REGISTRATION FORM & OFFICIAL RECEIPT	Business Partner	CEBU GEMS
BUSINESS PERMITS & TAXES	Business Partner	CEBU GEMS
CONTRACT	6 MONTHS <i>(Initial)</i>	None
ADVANTAGE	MARKUP PRICE ALLOWED	Additional Income for the Endorser <i>(Less effort)</i>

* Agreed Review Rate per Enrollee

** Access to own Enrollment Portal integrated with Cebu Gems System

SAMPLE PROFIT COMPUTATION TABLE

Review Fee	*Service Charge	Profit per Enrollee
12,000	5,500	6,500
15,000	5,500	9,500
18,000	5,500	12,500

The higher the markup, the bigger profit you will have.

As an added service of being partners with Cebu Gems, we are providing schools with tracer study of their graduates. The tracer study is the document being asked by CHED as well as PACUCOA to all maritime schools.

I would wish to reiterate our passion and devotion in uplifting the lives of our beloved Filipino Seafarers with our provision of the very best Maritime Deck and Engine Licensure Review, and it shall be an honor and a privilege to be given the opportunity to discuss with you at your most convenient date, time, and venue so we may convey the entirety of our services.

With great enthusiasm and solemnly praying, I await for your favorable response.

May God continue to lavishly bless you and your beloved family and school, with the very best of health, wealth, love and happiness!

Very respectfully yours,

CAPT. JUAN ANTOINE B. DELA TORRE
President



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