

# Partnership Proposal for Travel Agencies & Accommodation Providers

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## ◆ About Our Partnership Program

At **Matcha Experience Osaka**, we actively collaborate with travel agencies, hotels, accommodation providers, and event organizers as distribution partners. Our premium sushi experience service offers your clients a unique cultural dining opportunity, while adding value to your offerings and generating new revenue streams.

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## ◆ Standard Partnership Flow

### 1. Preliminary Consultation

We begin with an online or phone meeting to discuss service details, target clientele, sales methods, and commission terms.

### 2. Contract Agreement (MOU)

Once both parties agree, we provide a Memorandum of Understanding outlining the terms. The partnership begins upon mutual signature.

### 3. Reservation URL & Payment Info Sharing

A custom reservation link is issued for your agency. This allows easy tracking and management of your referred customers. We also provide our payment details for your records.

### 4. Promotion & Sales by Agency

You promote our service via brochures, your website, room guides, or other channels. We're happy to provide any supporting materials you need.

### 5. Reservation Handling & Confirmation

Customers make reservations through the designated URL. We review the details, handle scheduling and payment, and notify you once the booking is confirmed.

### 6. Service Delivery

Our sushi chef travels on-site to deliver the experience at the guest's location. After the service, we send you a completion report.

### 7. Monthly Summary

At the end of each month, we summarize and report all confirmed reservations referred by your agency.

## 8. Invoice & Commission Payment

You submit an invoice for your commissions, and we remit payment by the end of the following month.

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### ◆ Commission Terms

Commission rates are determined by mutual agreement during contract setup. We aim for a long-term, win-win partnership and will negotiate fairly based on industry standards.

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### ◆ Customization Support

We can support customized sales strategies such as:


- Integrating into package tours
  - Venue coordination
  - Providing multilingual sales materials for international travelers  
Please feel free to contact us with your ideas or specific requests.
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### ◆ Contact Information

#### Matcha Experience Osaka

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