



PARTNERSHIP PROFILE

Santiago Shore Excursions

Partnerships with cruise lines and tour operators

Local delivery. European market understanding. More value retained on Santiago.

Somada Tour already works officially with a specialist German shore-excursion provider. Building on this experience, we are looking to expand our network and establish partnerships with further cruise lines, specialist cruise travel agencies and group tour operators.

landausfluege-santiago.de develops and organises shore excursions for cruise passengers on the Cape Verdean island of Santiago. We work with cruise lines, specialist cruise travel agencies, shore-excursion platforms, and group and special-interest tour operators seeking a reliable local partner for calls at Praia.

Our service combines a German contact based on Santiago with the licensed Cape Verdean tourism agency Somada Tour and an established local network of tourist guides, drivers and coach operators. All excursions are fully organised and operated through Somada Tour. The agency's owner is a licensed tourist guide and is responsible for local delivery.

Cruise lines

Cruise specialists

Group tour operators

Excursion platforms

Clear structure and fast decision-making

The partnership between landausfluege-santiago.de and Somada Tour provides a clear division of responsibilities. landausfluege-santiago.de handles German-language communication, develops and presents the excursion programmes, and coordinates with European partners. As a licensed tourism agency, Somada Tour handles the official organisation and operation of the excursions on Santiago.

landausfluege-santiago.de	Somada Tour
• German-speaking local contact • Development and presentation of the programmes • Coordination with European partners	• Licensed Cape Verdean tourism agency • Official organisation and administration • Responsibility for local delivery

Capacity and languages

7	7	12-22	1-2
Tourist guides	Coaches	Seats per coach	Guides per tour

Our team includes two guides who speak German to native-speaker standard, six English-speaking guides experienced in looking after tourists, six guides who speak Portuguese fluently, and four French-speaking guides experienced in tourist assistance. As several guides are multilingual, these figures overlap. Availability is confirmed for each individual port call.

Core programmes and tailor-made tours

Our current core offer comprises two programmes: an approximately four-hour tour to Cidade Velha and an approximately six-hour tour to Assomada. We also develop tailor-made shore excursions based on time in port, group size, language, interests and preferred comfort level. This enables us to accommodate both smaller travel groups and larger groups using several vehicles.

Partnership options

We are open to different forms of collaboration. Options include one-off group bookings, handling selected port calls, long-term inclusion of our programmes in a tour operator's portfolio, and tailor-made excursions for specific target groups. On request, excursions can also be operated under the name of the relevant distribution partner.

One-off group bookings

Flexible delivery for individual port calls or travel groups.

Tailor-made programmes

Tours adapted to time in port, target group, language and comfort level.

Long-term portfolio inclusion

Regular programmes for cruise lines and cruise specialists.

White-label delivery

On request, excursions can be offered under the distribution partner's name.

Local value creation

Our aim is a lean and transparent value chain. A larger share of the revenue should remain where the actual service is delivered: with local guides, drivers, agency partners and other service providers on Santiago. At the same time, European partners have a contact who understands their expectations regarding communication, reliability and organisation.

Licensing, insurance and documentation

Somada Tour is a licensed Cape Verdean tourism agency. Its owner is a licensed tourist guide. Somada Tour holds the insurance required for guided tourism services. Proof of insurance, specific coverage limits, licence documents and further operational information are available in response to a specific partnership enquiry.

Are you looking for a local partner for shore excursions on Santiago?

We will discuss your time in port, group size, preferred language and the most suitable excursion programme.

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www.landausfluege-santiago.de