



29 November 2021

John Luke

fyi-request-17420-e2f416a5@requests.fyi.org.nz

Ref: DOIA 2122-1017

Dear John Luke,

Thank you for your email of 1 November 2021 requesting under the Official Information Act 1982 (the Act), the following information:

"I noted on your website:

<https://aus01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.immigration.govt.nz%2Fnew-zealand-visas%2Fapply-for-a-visa%2Ftools-and-information%2Fgeneral-information%2Fspecial-visa-processing-arrangements&data=04%7C01%7CMinisterialServices%40mbie.govt.nz%7C32e4892f9db54627686f08d99cd8a7fa%7C78b2bd11e42b47eab0112e04c3af5ec1%7C0%7C0%7C637713277215214339%7CUnknown%7CTWFpbGZsb3d8eyJWljoIMC4wLjAwMDAiLCJQIjoiV2luMzliLCJBTiI6IjE1haWwiLCJXVCi6Mn0%3D%7C3000&odata=ofpN%2FvvyYjsSm7moEY5EHWj8sWfPqKkKLQRNPUqf%2BiA%3D&reserved=0>

Can you please provide your agreement or MOU with Air China as an example of how you manage or control this "premium loyalty programme member" visitor visa program. Is the contract renewal every year and what is the requirements for renewal? Who is the person from MBIE in charge of this program?

Also can you please provide how many applicants have apply via each of the program over the past actual years, been 2020, 2019,2018, 2017 and 2016"

Our Response

Please find Immigration New Zealand's (INZ) MOU arrangement with Air China attached as Appendix One.

Is the contract renewal every year and what is the requirements for renewal?

This arrangement came into effect on the day both parties signed and stamped their seals on it. Unless one participant submits a written notice to the other participant at least 60 days before this arrangement expires indicating its intention not to renew this arrangement, this arrangement will be automatically extended year by year. The performance of the partnership is regularly reviewed.

The requirements for renewal are based on reconsideration of the following factors at the time of renewal:

Initial assessment

The initial assessment of a new partnership must consider several factors, including the feasibility and desirability of the partnership and the suitability of the individual provider.

When assessing the feasibility and desirability of the partnership the following factors are considered:

- There are shared benefits for New Zealand, INZ and the industry partners.
- The risk and accountability is shared (i.e. the partner has 'skin in the game'). Roles and responsibilities are clear, agreed and recorded.
- There is sufficient scale in the potential partnership to provide a significant benefit.
- Risks can be managed / mitigated with minimal impact on INZ resources.
- Benefits (or equivalent benefits) will not be achieved unless there is a partnership arrangement.
- INZ has the ability to exit from the partnership without suffering reputational or other forms of loss.
- The partnership's ability to drive others in the sector to achieve high performance so that they can join a partnership and gain the same benefits.

Benefits and risks/costs

Benefits and risks of a partnership must be properly weighed before proceeding to propose a new partnership arrangement. Benefits presented by a partnership must outweigh the potential costs and risks.

Benefits may be strategic or operational. Strategic benefits may include those that result fundamentally in benefits for New Zealand, principally through the inflow of more quality migrants or visitors. Operating efficiencies may include such things as fewer tasks needing to be undertaken by INZ in an application assessment or better standards of timeliness being achieved.

Contrastingly, risks include potential negative impacts on INZ's strategic goals and negative impacts on the Visa Processing Operating Model (VPOM). A partnership must not undermine either of these or create undue risk to the integrity of immigration systems. Risks that undermine the integrity of the immigration system will mean that a partnership cannot proceed.

From the potential provider's point of view, benefits will generally offer some efficiency, prioritised service or increased ease-of-use for the applicant.

Who is the person from MBIE in charge of this program?

This programme involves different parts of INZ and is coordinated by the Tourism Sector Strategy Manager.

Also can you please provide how many applicants have apply via each of the program over the past actual years, been 2020, 2019,2018, 2017 and 2016.

The number of applicants that have applied via each of the programmes is provided in the table below:

Tendered financial year	Applications received from primary applicants	Total number of people associated with the applications
2016/17	348	585
2017/18	429	745
2018/19	362	637
2019/20	148	270

You have the right to seek an investigation and review by the Ombudsman of the decision to refuse parts of your request. Information about how to make a complaint is available at www.ombudsman.parliament.nz or freephone 0800 802 602.

If you wish to discuss any aspect of your request or this response, please contact INZOIAs@mbie.govt.nz

Yours sincerely,



Steve McGill
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Immigration New Zealand
Ministry of Business, Innovation & Employment

