



The Oberoi Group

7, Sham Nath Marg, Delhi-110 054, India
Telephone: 91-11-2389 0505 Facsimile: 91-11-2389 0532
Website: www.oberoihotels.com

4th May, 2017

To,

DIG NK Kaul, TM

Principal Director (Administration)

Indian Coast Guard Head Quarters

New Delhi

Subject: The Oberoi Group - Rate Offer for 2017 - 2018

Dear Sir,

I trust you are well.

We value our relationship with the Indian Coast Guard and would like to thank you for your continued support and patronage.

We have attached preferential rates along with other important details that we wish to offer to the Senior Officers of the Indian Coast Guard.

We look forward to continuing our successful partnership and to welcoming Senior Officers of the Armed Forces to the various Oberoi and Trident Hotels & Resorts located across the country.


We would like to wish you and your organization continued success.

Thank you.

Yours sincerely,

Vijeta Sharma
Deputy Sales Manager

Please sign a copy of this offer as receipt


Name: _____
Designation: Deputy Sales Manager
Date: 4/5/17





एन के कौल / NK Kaul
उपमहानिरीक्षक / Deputy Inspector General
प्रधान निदेशक (प्रशासन)
Principal Director (Administration)
तटरक्षक मुख्यालय / Coast Guard Headquarters
नई दिल्ली-110001 / New Delhi-110001

The Memorandum of Understanding (MoU) on the 4th May between Indian Coast Guard and The Oberoi Group witnessed as follows:

• **Preamble:**

The Oberoi Group is a hotel chain with a five star rating and has offered accommodation for the visiting officers of Indian Coast Guard at respective hotels at the preferential tariffs.

• **Agreement:**

Now therefore, for and in consideration of the premises and mutual covenants set forth herein, The Oberoi Group and Indian Coast Guard hereby agree upon this MoU to accommodate Indian Coast Guard Officers visiting various cities. This MoU supersedes all previous correspondence and discussions, understanding and agreement, if any, between the two parties on the subject pertaining to this MoU.

• **Check in time:**

Check in time: 14:00 hour

Check Out time: 12 noon.

Reservations with check in time prior to 7 a.m. are held from the previous evening and are charged from the previous day.

• **Reservation Method**

A written request by fax or by email will be sent by the individual offices / organization along with the exact names and check in and check out dates and the same will be ratified by the Hqrs.

Addressed to RESERVATIONS:

Email id: - reservations@tridenthotels.com

Copy: Vijeta.sharma@oberoigroup.com

Telephone: +91-011-23890555

Fax: +91 -011-23890500

Details of Relationship Manager Indian Coast Guard and Ministry of Defence based out of New Delhi:

Ms. Vijeta Sharma
Deputy Sales Manager

Vijeta
24/5/17



Kaul

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Principal Director (Administration)
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Mobile : +91 9811888344

Email address : vijeta.sharma@oberoigroup.com

- **Payment Method**

Direct Payment at the cashier counter before the departure by all the guests.

- **Tenure**

The MoU is valid till 31st March 2018 from the day of signing by both the parties (subject to revision from time to time based on government policies). Either of the two parties may terminate the MoU by giving written notice of one month to the other party. However, the hotels shall honor all the reservations entered to during the tenure of the MoU and the guests shall be allowed to stay till completion of their period of bookings.

- **Disputes**

Any dispute relating to any aspect will be jointly resolved in a spirit of independence, mutual respect and shared responsibility by both the parties.

Terms and Conditions:

- The rates are applicable for all officers of the Indian Defense forces on producing the valid ID.
- The rates are net and are non-commissionable.
- If the accommodation requirement is five rooms or more at a hotel on a specific date, please contact your account manager for the same and applicable terms & conditions.
- On occasion, your offer rates or room category may not be available. In such cases, we shall provide alternative rates and room categories.
- Special terms and conditions may be applicable to certain promotional dates or during blackout periods.



Vijeta
9/4/5/17

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• **Cancellation Policy**

<ul style="list-style-type: none">• Trident, Cochin	Guaranteed reservations may be cancelled 24 hours prior to arrival at the hotel. Reservations cancelled within 24 hours of the arrival date will incur a cancellation fee equivalent to one night's accommodation charge.
<ul style="list-style-type: none">• Trident, Bhubaneswar• Trident, Chennai• Trident, Bandra Kurla, Mumbai• Trident, Nariman Point, Mumbai	Guaranteed reservations may be cancelled 48 hours prior to arrival at the hotel. Reservations cancelled within 48 hours of the arrival date will incur a cancellation fee equivalent to one night's accommodation charge.
<ul style="list-style-type: none">• Trident, Agra• Trident, Jaipur• Trident, Udaipur	Guaranteed reservations may be cancelled 7 days prior to arrival. Reservations cancelled within 7 days of the arrival date will incur a cancellation fee equivalent to one night's accommodation charge.

The above contract would be applicable for the period of 4th May 2017 till 31st March, 2018.

Vijeta
4/5/17

On behalf of The Oberoi Group:

Ms. Vijeta Sharma
Deputy Sales Manager

Corporate Office
7, Shammath Marg
New Delhi -110054

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एन के कौल / NK Kaul
On behalf of Indian Coast Guard Hqs:
प्रधान निदेशक (प्रशासन)
Principal Director (Administration)
DIG NK Kaul, TM
Principal Director - Administration

Indian Coast Guard Headquarters
India Gate
New Delhi -110001



Date: 4th May, 2017
Validity: 31st March 2018

Rate offer for Pan India Understanding with the Indian Coast Guard				
Kolkata - The Oberoi Grand				
The Oberoi Grand	Room Category	Occupancy	Rate	Inclusions
Inspector General and above	Deluxe City View Rooms	Single	INR 8250	inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry.
Inspector General and above	Deluxe City View Rooms	Double room with spouse	INR 10750	inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry.
Commandant(JG), Commandant and Deputy Inspector General	Superior City View Rooms	Single	INR 4950	inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry.
Commandant(JG), Commandant and Deputy Inspector General	Superior City View Rooms	Double room with spouse	INR 7450	inclusive of Breakfast and One major meal in the coffee shop (Lunch or Dinner), taxes, complimentary wi-fi, 2 pieces of laundry.

Mumbai - Trident Nariman Point				
Trident Nariman Point	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and Deputy Inspector General	Superior Rooms	Single	INR 4950	inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident Coast Guard Officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.
Commandant(JG), Commandant and Deputy Inspector General	Superior Rooms	Double with spouse	INR 7450	inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident Coast Guard Officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.
Inspector General and above	Premier Ocean View Rooms	Single	INR 8250	inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident Coast Guard Officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.
Inspector General and above	Premier Ocean View Rooms	Double with spouse	INR 10750	inclusive of Breakfast, Taxes, complimentary wi-fi, 15% discount on food and soft beverages for all resident Coast Guard Officers on duty, complimentary one pair of laundry (2 pieces) daily, complimentary iron and ironing board on request subject to availability, 50% discount on buffet lunch or dinner at Frangipani restaurant.

Cochin - The Trident Cochin				
Trident Cochin	Room Category	Occupancy	Rate	Inclusions

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Deputy Commandant, Assistant Commandant	Superior	Double with officers only	INR 5100	inclusive of Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, complimentary two sets of laundry(04 pieces), complimentary wi-fi, spouse stay complimentary in the room, meals for spouses including breakfast would be on chargeable on actuals,complimentary once in a day pick up and drop to naval base on sharing basis, taxes
Commandant(JG), Commandant and Deputy Inspector General	Superior	Single	INR 4950	inclusive of Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, two sets of laundry(04 pieces), complimentary wi-fi, spouse stay complimentary in the room, meals for spouses including breakfast would be on chargeable on actuals,complimentary once in a day pick up and drop to naval base on sharing basis, taxes
Inspector General and above	Deluxe	Single	INR 8250	buffet or fixed menu basis, two sets of laundry(04 pieces), complimentary wi-fi, spouse stay complimentary in the room, meals for spouses including breakfast would be on chargeable on actuals,complimentary once in a day pick up and drop to naval base on sharing basis, taxes

Hyderabad- Trident Hyderabad				
Trident Hyderabad	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and Deputy Inspector General	Deluxe Room	Single	INR 4950	inclusive of Buffet Breakfast and one major meal (lunch or dinner on fixed menu or buffet basis), taxes, spouse stay is included in the rates, meals for spouses including breakfast would be on chargeable on actuals, complimentary wi-fi and 2 pieces of laundry
Inspector General and above	Deluxe Room	Single	INR 8250	inclusive of Buffet Breakfast and one major meal (lunch or dinner on fixed menu or buffet basis), taxes, spouse stay is included in the rates, meals for spouses including breakfast would be on chargeable on actuals, complimentary wi-fi and 2 pieces of laundry

Delhi - The Maidens Hotel				
Maidens Hotel	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and Deputy Inspector General	Deluxe Room	Single	INR 4950	inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room
Deputy Commandant, Assistant Commandant	Deluxe Room	Double with officers	INR 5100	inclusive of Breakfast and Taxes and complimentary wi-fi.
Commandant(JG), Commandant and Deputy Inspector General	Deluxe Room	Double with spouse	INR 6450	inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room
Inspector General and above	Premier Room	Single	INR 8250	inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room
Inspector General and above	Premier Room	Double with spouse	INR 9750	inclusive of Breakfast, lunch or dinner on buffet or fixed menu basis and taxes and complimentary wi-fi in the room

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[Handwritten Signature]
 4/5/17

Please note: All rates and offers are applicable till 31st March 2018 or till such time the Entitlements or allowances are revised as per the 7th CPC, whichever is later.

At all locations, the following inclusions are offered on complimentary basis: 1) Access to the wellness centre 2) Use of the swimming pool and gymnasium 3) Two bottles of mineral water in the rooms daily 4) Fruit platter in the rooms depending on the hotel 4) Iron and Ironing board on request 5) In room electronic safe 6) In room LCD and DVD player depending on the hotel 7) Tea and coffee maker in the room 8) In house doctor consultation

Other discounts and conditions:

1) In Shimla, no discount shall be applicable between 1st April-30th June

2) All rates wouldn't apply for blackout dates i.e Christmas and New Year. For long weekends, rooms are subjected to availability.

3) **For Oberoi Leisure properties** - The Oberoi Cecil Shimla, Wildflower Hall, Shimla, The Oberoi Amarvilas, Agra, The Oberoi Rajvilas, Jaipur, The Oberoi Udaivilas, Udaipur, The Oberoi Vanyavilas, Ranthambhore, The Oberoi Sukhvilas, Chandigarh, we can offer 10% discount on Best available rate or rate of the day available online on our website /Packages prevalent.

4) **For Trident Leisure properties including business hotels in Chennai, Bhubaneshwar and Trident Bandra Kurla, Mumbai-** Trident Agra, Trident Jaipur, Trident Udaipur, Clarkes Shimla, Trident Bhubaneshwar, Trident Chennai, we can offer 15% discount on Best available rate or rate of the day available online on our website /Packages prevalent.

5) **Child Policy:** If the children are 8 years and below we can accommodate two kids in the parents room; if there is one child who is 12 years we can accommodate one child in the parents room, if there are two kids 8 years and 12 or between 8 and 12 years we can offer 50% discount on the parents room rate and a separate room has to be booked for them and if a child is above 12 years then a separate room has to be booked and full room charges will be applicable.

6) **Check in time: 14:00 hours and check out time :12 noon.**

7) **Kindly note: at Trident Nariman Point, Mumbai:** For Group Booking: Single occupancy rooms at INR 4950 shall be provided only for superior room category and shall not exceed more than 15 rooms at any given time. A maximum of 20 rooms at a time shall be offered till 30th September 2017 which can be a mix of INR 4950 which can't exceed more than 15 rooms at any given time and INR 8250. Rooms shall be offered subject to availability and in winters the demand level is high therefore, the base rooms availability is uncertain due to high occupancy.

The Maidens Hotel, New Delhi is connected with the Central Secretariat Metro Station through a convenient Yellow line which takes about ten minutes to commute.

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