

30<sup>th</sup> March, 2015

To,

DIG A P Badola

Principal Director

Administration Division

Indian Coast Guard Headquarters

New Delhi

**Subject: The Oberoi Group - Rate Offer for 2015 - 2016**

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.

Oberoi Hotels & Resorts have consistently been recognized internationally by travelers as one of the best hospitality chains worldwide. In 2013, The Oberoi Group has been rated as the best hotel chain in the world in a Readers' Poll conducted by *Travel + Leisure*, USA.

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.

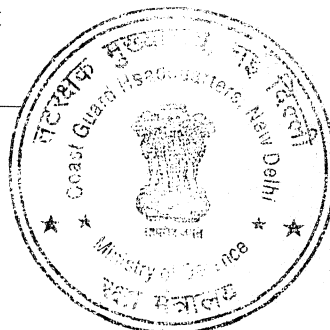
Thank you.

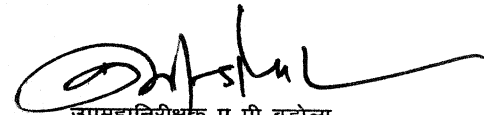
Yours sincerely,

Vijeta Sharma  
Assistant Sales Manager

Please sign a copy of this offer as receipt

Name: \_\_\_\_\_  
Designation: \_\_\_\_\_  
Date: \_\_\_\_\_



  
उपमहानिरीक्षक ए पी बडोला  
DIG AP Badola  
प्रधान निदेशक (प्रशासन)  
Principal Director (Administration)  
तटरक्षक मुख्यालय / Coast Guard Headquarters  
नई दिल्ली-110001 / New Delhi-110001

### Reservations

The Oberoi Contact Centre manages reservations and information for all Oberoi Hotels & Resorts in India and abroad. The Centre operates 24 hours a day and 7 days a week.

**Please contact on the below:**

**Telephone: 011 2389 0606.**

**Toll Free: 1 800 11 2030 (toll free).**

**Account Manager: Ms. Vijeta Sharma and her Mobile Number: +91 9811888344.**

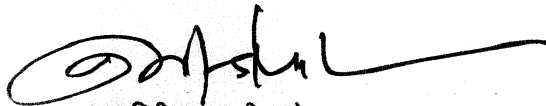
**Email: [reservations@oberoigroup.com](mailto:reservations@oberoigroup.com) with a copy to [vijeta.sharma@oberoigroup.com](mailto:vijeta.sharma@oberoigroup.com).**

**Facsimile: 011 2389 0500.**

### Terms & Conditions

- **Kindly take note that the rates are valid till 31<sup>st</sup> March, 2016**
- **All currently standing contracts with individual hotels will be given preference.**
- **The rates are applicable for all officers of the Indian Defense forces on producing the valid ID.**
- The offer rates have been offered to your company based on a mutually agreed volume of room nights. On a quarterly basis, we will jointly review the room night production. In case there is a shortfall in the volume of business received against projections, rates may be reviewed.
- The rates are net and are non commissionable.
- At few locations, the rates do not include any applicable taxes. Taxes shall be charged separately as per the prevailing rates.
- In case the rate includes breakfast, it has been valued at a preferential price indicated in your rate offer.
- The offer rates are applicable for a maximum of four rooms booked for arrival at a hotel on a specific date.
- If the accommodation requirement is five rooms or more at a hotel on a specific date, please contact your account manager for group rates 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 rates or during black out periods
- Once an officer is received by the hotel with a requisition of accommodation, he will be the client of the hotel and will be responsible for making payment.
- In case another serving officer / spouse joins the serving officer for the stay, the double occupancy rates will be applicable. In that case the Hotel shall provide separate statement to each occupant for specified room charges and any other expenses to the officers staying, upon request.



  
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- These rates are only for the stay of the officer and cannot be gifted by him/her to anyone else.
- Benefits, if any, that is accrued on account of any agreement/MoU/tie-up/arrangement with the local unit/formation of the Armed Forces and the hotel, shall be admissible to the officers in addition.
- All bookings will be required to be guaranteed through a credit card detail or through a billing letter on the Ministry/ Department letter head.

### Reservation Guidelines

- Check in time is 2 p.m. and check out time is 12 noon. Complimentary relaxation of 2 hours will be provided in case required.
- Reservations with check in time prior to 7 a.m. are held from the previous evening and are charged from the previous day.
- All confirmed reservations must be guaranteed by a credit card or a cash deposit equivalent to one night's accommodation charge. Alternatively, if your company is on our approved credit list, a billing letter should be provided.
- Guaranteed reservations shall be held till 12 noon on the following day.
- We reserve the right to cancel all non guaranteed reservations at our discretion.



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Principal Director (Administration)  
तटरक्षक मुख्यालय / Coast Guard Headquarters  
नई दिल्ली-110001 / New Delhi-110001

**Cancellation Policy**

<ul style="list-style-type: none"> <li>• The Oberoi Grand, Kolkata</li> <li>• The Oberoi, Mumbai</li> </ul>	<p>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.</p>
<ul style="list-style-type: none"> <li>• The Oberoi, Bangalore</li> <li>• The Oberoi, New Delhi</li> </ul>	<p>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.</p>
<ul style="list-style-type: none"> <li>• Trident, Cochin</li> </ul>	<p>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.</p>
<ul style="list-style-type: none"> <li>• Trident, Bhubaneswar</li> <li>• Trident, Chennai</li> <li>• Trident, Bandra Kurla, Mumbai</li> <li>• Trident, Nariman Point, Mumbai</li> </ul>	<p>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.</p>
<ul style="list-style-type: none"> <li>• Trident, Gurgaon</li> </ul>	<p>Guaranteed reservations may be cancelled 72 hours prior to arrival at the hotel. Reservations cancelled within 72 hours of the arrival date will incur a cancellation fee equivalent to one night's accommodation charge.</p>
<ul style="list-style-type: none"> <li>• Trident, Agra</li> <li>• Trident, Jaipur</li> <li>• Trident, Udaipur</li> </ul>	<p>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.</p>

The above contract would be applicable for the period of 1<sup>st</sup> January, 2015 till 31<sup>st</sup> March, 2016.

Regards,

Vijeta Sharma  
Asst. Sales Manager  
The Oberoi Group  
E-Mail: [vijeta.sharma@oberoigroup.com](mailto:vijeta.sharma@oberoigroup.com)  
Contact number: 011 24363030  
Mobile: +91 9811888344



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**Rate offer for Pan India Understanding with the Indian Coast Guard**

**Kolkata - The Oberoi Grand**

The Oberoi Grand	Room Category	Occupancy	Rate	Inclusions
Inspector Generals and above	Deluxe Room	Single	INR 7500	Breakfast, One major meal in the coffee shop (Lunch or Dinner) and taxes
Inspector Generals and above	Deluxe Room	Double	INR 9000	Breakfast, One major meal in the coffee shop (Lunch or Dinner) and taxes
Commandant(JG), Commandants and DIGs	Deluxe Room	Single	INR 4950	Breakfast, One major meal in the coffee shop (Lunch or Dinner) and taxes
Commandant(JG), Commandant and DIGs	Deluxe Room	Double	INR 9900	Breakfast, One major meal in the coffee shop (Lunch or Dinner) and taxes

**Mumbai - Trident Nariman Point and Trident Bandra Kurla**

Trident Bandra Kurla	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandants and DIGs	Deluxe Room	Single	INR 7500	Buffet breakfast, taxes
Inspector Generals and above	Premier Room	Single	INR 10500	Buffet breakfast, taxes

Trident Nariman Point	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and DIGs	Superior Rooms	Single	INR 4950	Breakfast, Taxes, 15% discount of food and soft beverages
Commandant(JG), Commandant and DIGs	Superior Rooms	Double	INR 9900	Breakfast, Taxes, 15% discount of food and soft beverages
Inspector Generals and above	Deluxe Rooms	Single	INR 7500	Breakfast, Taxes, 15% discount of food and soft beverages
Inspector Generals and above	Deluxe Rooms	Double	INR 10500	Breakfast, Taxes, 15% discount of food and soft beverages

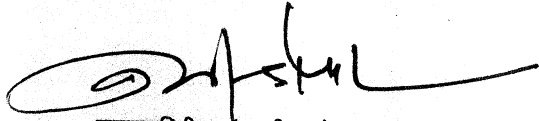
**Udaipur - The Trident Udaipur**

The Trident, Udaipur	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandants and DIGs	Deluxe Room	Single	INR 7500	Buffet breakfast, taxes
Inspector Generals and above	Premier Room	Single	INR 9900	Buffet breakfast, taxes

**Cochin - The Trident Cochin**

Trident Cochin	Room Category	Occupancy	Rate	Inclusions
Asst Comdt & Dy Comdt	Superior	Double	INR 4950	Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, two sets of laundry, taxes
Commandant(JG), Commandant and DIGs	Superior	Single	INR 4950	Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, two sets of laundry, taxes
Inspector Generals and above	Deluxe	Single	INR 7500	Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, two sets of laundry, upgradation to a suite (subject to availability), taxes



  
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Shimla - The Oberoi Cecil				
The Oberoi Cecil	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandants	Deluxe Room	Single	INR 7500	Buffet breakfast, taxes
Inspector Generals and above	Premier Room	Single	INR 9900	Buffet breakfast, taxes

Chennai - The Trident Chennai				
Trident Chennai	Room Category	Occupancy	Rate	Inclusions
Asst Comdt & Dy Comdt	Deluxe Rooms	Double	INR 5100	Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, two sets of laundry, taxes
Commandant(JG), Commandant and DIGs	Deluxe Rooms	Double	INR 9900	Buffet Breakfast, lunch or dinner on buffet or fixed menu basis, two sets of laundry, taxes
Inspector Generals and above	Deluxe Rooms	Single	INR 7500	Buffet Breakfast, lunch or dinner on buffet or fixed menu basis, two sets of laundry, taxes

Bhubaneswar - The Trident Bhubaneswar				
Trident Bhubaneswar	Room Category	Occupancy	Rate	Inclusions
Asst Comdt & Dy Comdt	Superior	Double	INR 4950	Buffet Breakfast, lunch and dinner on buffet or fixed menu basis, two sets of laundry, taxes
Commandant(JG), Commandant and DIGs	Superior Room	Single	INR 4950	Breakfast, lunch and dinner in the coffee shop on buffet or fixed menu basis and taxes, two sets of laundry
Commandant(JG), Commandant and DIGs	Deluxe Room	Double	INR 9900	Breakfast, lunch and dinner in the coffee shop on buffet or fixed menu basis and taxes, two sets of laundry
Inspector Generals and above	Premier Room	Single	INR 7500	Breakfast, lunch and dinner in the coffee shop on buffet or fixed menu basis and taxes, two sets of laundry

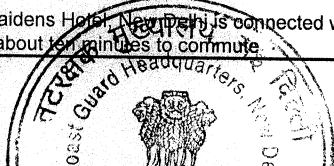
Jaipur - The Trident Jaipur				
Trident Jaipur	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and DIGs	Superior Room	Single	INR 4950	Breakfast in the coffee shop on buffet or fixed menu basis and taxes
Commandant(JG), Commandant and DIGs	Deluxe Room	Double	INR 9900	Breakfast in the coffee shop on buffet or fixed menu basis and taxes
Inspector Generals and above	Premier Room	Single	INR 7500	Breakfast in the coffee shop on buffet or fixed menu basis and taxes

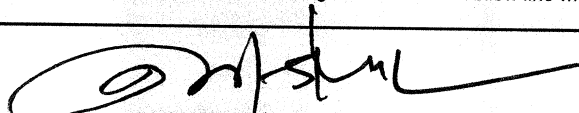
Agra - The Trident Agra				
Trident Agra	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and DIGs	Deluxe Room	Single	INR 4950	Breakfast, Lunch and Dinner in the coffee shop on buffet or fixed menu basis and taxes
Commandant(JG), Commandant and DIGs	Deluxe Room	Double	INR 9900	Breakfast, Lunch and Dinner in the coffee shop on buffet or fixed menu basis and taxes
Inspector Generals and above	Premier Room	Single	INR 7500	Breakfast, Lunch and Dinner in the coffee shop on buffet or fixed menu basis and taxes

Delhi - The Maidens Hotel				
Maidens Hotel	Room Category	Occupancy	Rate	Inclusions
Commandant(JG), Commandant and DIGs	Deluxe Room	Single	INR 4950	Breakfast, Dinner and Taxes
Inspector Generals and above	Premier Room	Single	INR 7500	Breakfast, Lunch and Dinner in the coffee shop on buffet or fixed menu basis and taxes

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 4) fruit platter in the rooms 4) iron and ironing board on request 5) in room electronic safe 6) in room lcd and dvd driver 7) tea and coffee maker in the room 8) in house doctor consultation

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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