

Mr. N. S. Dabholkar
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12th January 2016

Email: managergh@iitb.ac.in

Dear Mr. Dabholkar,

Greetings from **RAMADA POWAI Hotel & Convention Centre!!**

At the onset, we would like to take this opportunity to thank you and your organization for your continued patronage and support. In order to deliver the best of the services and excellent hospitality, we have upgraded our facilities to suit international and domestic corporate travelers.

Ramada Powai is a preferred corporate business and leisure destination for many Multi-national & Indian companies like Bajaj, Reliance, Times Group etc. Stretched across an expanse of 14 acres, it is surrounded by green flora and a cluster of small hills that gives the property a tranquil environment and spacious comfort which is conducive to both a corporate-social networking trip as well as a self-indulgent holiday.

The hotel offers a total of 134 guest rooms, all furnished with elegant and ergonomic components that are an epitome of contemporary design. A fully-equipped Business Conference Room is available for booking where meetings can be conducted with upto 20 people. The open-kitchen fine dine restaurant Herb & Spice offers a rich variety of dining experience serving contemporary global cuisine made with freshest ingredients. It has won recognition with an international award for being India's first restaurant to prepare and serve only **ZERO TRANS FAT FOOD**. You can enjoy a hearty ala carte' meal or a buffet spread in this all day restaurant with all the care for your health. Cafe Ambrosia, a 24 hour bistro, serves breakfast and a vast selection of hot and cold gourmet dishes along with fine beverages. Fine spirits and the most exotic cocktails along with a variety of hot and cold snacks are available at the Uno Bar & Grill. The chic design of the lounge has sheer glass walls along one side, giving our guests a defining platform to engage in conversations while enjoying the outdoor view on offer.

Our state of art Gymnasium is open 24 hours, all 7 days, and is equipped with top of the line fitness equipment from Precor (USA). The Health and Wellness Centre encompasses separate areas for men and women each with a Jacuzzi, a Steam Room and a Spa. Recreational amenities at Ramada Powai include a chlorine-free Swimming Pool, a 24-hr operational Games Room and a Reading Lounge.

In anticipation to another year of mutually beneficial association with "**Indian Institute of Technology**", we are pleased to enclose our Exclusive rate contract applicable to your organization. These rates are valid **from 01st January 2016 - 31st December 2016** only, subject to periodic review on the business generated.

We kindly request you to send us back a copy of this letter duly signed, as an acceptance of the corporate rates offered and of our terms and conditions.

Assuring you of our best services at all the times and look forward to welcoming your guests at
"RAMADA Powai Hotel & Convention Centre – Mumbai"

Yours Sincerely,

Navin Somasundaran
Associate Director of Sales
+91 9967572917

Meenakshi Avhad
Director of Sales and Marketing
+91 9004162413



On offer at The Convention Centre are three indoor (two massive Ballrooms and one Banquet Hall) and two outdoor venues (Poolside Lawn and the Garden area) for corporate events, product launches, banquet parties and events of all types and magnitudes. The Centre Serves 'Zero Transfat' food from the award winning restaurant Herbs & Spices.

Our exclusive corporate rates applicable to "Indian Institute of Technology"

Below mentioned rates are applicable in RAMADA Powai, valid from 01st January 2016 - 31st December 2016

Room Category	Rack Rates - INR			Corporate Tariff - INR		
	Single	Double	Plan	Single	Double	Plan
Superior Room	12000 plus tax		C P	6000 plus tax	6500 plus tax	C P
Deluxe Room	14000 plus tax		C P	7000 plus tax	7000 plus tax	C P
Suite	18000		C P	On Request	On Request	C P

Taxes as applicable

Extra Bed / Third person: Rs.1500 + Taxes.(Applicable only for Deluxe & Suite Category)

Airport Transfer: Rs. 850 + Taxes (One Way)

SPECIAL VALUE and added benefits & Inclusions during the stay:

- Complimentary Buffet breakfast at Café Ambrosia – Our 24 hour international multi cuisine restaurant.
- Complimentary Tea / Coffee maker.
- Complimentary packaged drinking water (2nos. replenished daily).
- Complimentary Business newspaper in the room.
- Complimentary usage of Swimming Pool & Health Spa.
- Complimentary usage of Games / Recreation Room & Gymnasium.

TERMS AND CONDITIONS

- Our exclusive corporate rates are valid **from 01st January 2016 - 31st December 2016**, subject to a Periodic review on the room night's productivity materialization.
- All rates quoted in this contract are applicable for Corporate FIT's and group rates & special package above 10 rooms would be made through an exclusive offer and limited to that stay only.
- Any specific room types quoted above are subject to availability. Black out dates would apply for all sold Out periods or in case of any special event in the city.
- All rates quoted are in Indian Rupees and in case of International Guests the conversion of the day would be applicable to respective currency conversion prevailing on that day.
- All rates are Nett & non commissionable and subject to change without prior notice.

- The above exclusive corporate rates are based upon the volume business on room nights guaranteed by Your organization to “**Ramada Powai Hotel & Convention Centre – Mumbai**”. The rates are subject to Periodical review and may be withdrawn in case of substantially low productivity of room nights.
- Please note our check in and check out time is 12 Noon. Early arrival (from 09:00 hrs) and late departure (up to 15:00 hrs) is subject to availability. Check in prior to 09:00 hours are held from the previous evening and charged extra, Early arrival OR late departure could attract half day room rent case to case basis.
- In the absence of a credit card guarantee / Arrival details, reservations will be held on provisional basis up to 72 hours prior to the arrival date. There after the rooms would be released and offered subject to availability.
- In the event of No Show or Cancellation within 48 hours prior to arrival date would attract one night retention on the confirmed rate. Cancellation policy in case of a bulk booking would be as per the Group Booking Offer letter sent to you. In case of Early Departure 50% retention would be charged on the balance nights booked.
- All rates are subject to 08.40% Services Taxes, 10% Luxury Taxes, 0.30% on SBC & 0.30% on KKC as applicable in the respective Regions. Also 13.5% VAT, 8.40 % service tax, 0.30% on SBC & 0.30% on KKC on complimentary meals would be applicable. Meals at restaurants are subject to 13.5% VAT, 5.60%, 0.20% on SBC & 0.20% on KKC service Tax. In case of any revision or addition in the taxes; the same would be applicable as per the statutory law.
- The rates do not entitle a company to any credit facility. All bills to be settled by cash / credit card at the time of checkout unless otherwise stated with a letter from company if listed on our approved credit list. In case of Bill To Company, payment would require to be settled within a month’s time from the date of submission. Any delay in the payment would attract 2% interest per month on the Total Outstanding Amount for the number of days delayed. In case of Direct payment will be by Cash/ Credit Card.

For Bookings please contact our Hotel Reservations Office at +91 22 6777 6000 / 2858 5005 / 2858 5100 and contact our Reservation Manager at email: amr@ramadapowai.com / reservation@ramadapowai.com

**For, Ramada Powai Hotel
& Convention Centre – Mumbai**

**For, “Indian Institute
of Technology”**

Navin Somasundaran
Associate Director of Sales
Email: ados@ramadapowai.com

Meenakshi Avhad
Director of Sales and
Marketing

Mr. N. S. Dabholkar
Chief Manager

