



Mr. N. S. Dabholkar  
Chief Manager  
**Indian Institute of Technology**  
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12<sup>th</sup> January 2016

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**Dear Mr. Dabholkar,**

Greetings from **The Residence Hotel & Apartments - Mumbai!!**

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.

No matter how many times you look out for **“The perfect destination”**, no matter how many times you strive for excellence, no matter how many times you have tried for the best for your team and yourself, surely you would have missed it, if you have not visited us and experienced the warm hospitality.

**The Residence Hotel & Apartment** is situated on almost 14 acres of paradise, surrounded by a quiet green valley in the hills near Vihar Lake, offers one of the most idyllic and picturesque locations for any special occasion. The Residence Hotel & Convention Centre is ideally located at a short distance of 15 minutes from Domestic & International Airport and various business districts. We are at close proximity to many business hubs like Bandra-Kurla Complex, Andheri Santa Cruz Electronic and Export Processing Zone known as SEEPZ, 10 minutes from NSC Goregaon, 10 minutes drive from Hiranandani. **The Residence Hotel & Apartments** is a preferred corporate business and leisure destination for many MNC & Indian corporate.

**The Residence Hotel & Apartment** has 143 well appointed Guest rooms (AC) and apartment suites (1 BHK) with a magnificent view of the swimming pool and green valley. Fusion Bar & Restaurant at The Residence Hotel & convention centre is always ready to serve multi cuisine food to its guests. Here buffet breakfast, lunch & dinner is being served along with a-La-carte'. Our in room dining operates 24 hours. Well equipped state of the art 24 hour gymnasium and health spa will help you to rejuvenate yourself after a long day of hectic schedule and spacious 24 hours games room will help you to sharpen your sporting skills.

Our Convention Centre is one of the finest destinations for all types of events, get-togethers, parties, product launches and many more. Its well equipped conference halls and party places are equipped with latest conference amenities and facilities.

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 **01<sup>st</sup> January 2016 – 31<sup>st</sup> December 2016**, 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

**“THE RESIDENCE HOTEL & APRTMENTS – Mumbai”**

**Yours Sincerely,**

**Navin Somasundaran**  
Associate Director of Sales  
**+91 9967572917**

**Meenakshi Avhad**  
Director of Sales and Marketing  
**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.

*Our exclusive corporate rates applicable to “Indian Institute of Technology”*

**Below mentioned rates are applicable in The Residence Hotel & Apartments, valid from 01<sup>st</sup> January 2016 - 31<sup>st</sup> December 2016**

Room Category	Rack Rates - INR			Corporate Tariff – INR		
	Single	Double	Plan	Single	Double	Plan
Standard Room	9000 plus tax	10000 plus tax	C P	4500 plus tax	5000 plus tax	C P
Deluxe Room	10000 plus tax	11000 plus tax	C P	5500 plus tax	6000 plus tax	C P
Apartment/Suite	15000 plus tax	15000 plus tax	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 FUSION – 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 **01<sup>st</sup> January 2016 – 31<sup>st</sup> 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 “**The Residence Hotel & Apartments – 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 12.5% 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 12.5% 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 18% 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: [roombookings@thersidencehotel.com](mailto:roombookings@thersidencehotel.com) / [amr@ramadapowai.com](mailto:amr@ramadapowai.com) / [reservation@ramadapowai.com](mailto:reservation@ramadapowai.com)

For, The Residence Hotel  
& Apartments – Mumbai

For, “Indian Institute of  
Technology”

Navin Somasundaran  
Associate Director of Sales  
Email: [ados@ramadapowai.com](mailto:ados@ramadapowai.com)

Ms. Meenakshi Avhad  
Director of Sales and  
Marketing

Mr. N. S. Dabholkar  
Chief Manager