

宝马(中国)汽车贸易有限公司 BMW China Automotive Trading Ltd.



框架合同

Frame Contract

供应商 康辉集团北京国际会议展览有限公司
Supplier

Comfort International M.I.C.E.
Service Co., Ltd.

朝阳区农展馆南路13号12层1510
内002

RM1510-002, Ruichen Int'l
Center, No.13, Nongzhanguan
100125 Beijing
China

文档号码 46002718
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文档日期 03.04.2024
Doc.Date

供应商号码 4063697
Vendor No.

联系人 Sissy Lai
Contact Person

你的参考序号 NS-4321-1-01
Your Ref.

交付至
Delivery Address:

宝马(中国)汽车贸易有限公司

BMW China Automotive Trading Ltd.

中国北京市朝阳区东三环北路霞光里18号
佳程广场B座28层
28th Floor, Tower B, Gateway Plaza
No.18 Xia Guang Li
North Road, East Third Ring, 100027
Beijing, China

电话 +86 10 8455 8000
Telephone

传真 +86 10 8455 8028/8029
Fax

注意
Attention to

电话
Telephone

传真 010-65870596
Fax

打印日期 23.04.2024
Print Date

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合同细节

Contract details

宝马(中国)
汽车贸易有限公司
BMW China
Automotive Trading
Ltd.
地址
Postal Address
中国北京市朝阳区
东三环北路霞光里18号
佳程广场B座28层
28th F, No.Tower B,
Gateway Plaza
No.18 Xiaguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China
电话
Telephone
+86 10-84558000
传真
Fax
+86 10-84558028
网址
Internet
www.bmw.com.cn

项目 Item	项目描述 Description	交付日期 Delivery Date	数量 数量	度量单位 UoM	单价 Gross Unit Price in RMB
00010	Aftersales_Project 1 Cap price Project 1: Regional Workshop	Depend on call-off	Depend on call-off	EA	213,951.17
00020	Aftersales_Project 2 Cap price Project 2: New Dealer AFS Manager Training	Depend on call-off	Depend on call-off	EA	101,453.66
00030	Aftersales_Project 3 Cap price Project 3: Dealer Group Meeting	Depend on call-off	Depend on call-off	EA	179,668.94
00040	Aftersales_Project 4 Cap price Project 4: Experience Related Workshops/Forum	Depend on call-off	Depend on call-off	EA	235,532.00



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00050	DD_Project 3: Cap price	Depend on call-off	Depend on call-off	EA	530.00
	Project 3: Retail Standards Project KO and Auditor Training Meeting package, cost per person				
00060	DD_Project 2: Cap price	Depend on call-off	Depend on call-off	EA	202,163.20
	Project 2: 2nd Dealer Group CFO Workshop				
00070	DD_Project 4: Cap price	Depend on call-off	Depend on call-off	EA	636.00
	Project 4: National Dealer Training MICE Meeting package, cost per person				
00080	DD_Project 1: Cap price	Depend on call-off	Depend on call-off	EA	1,094,979.79
	Project 1: National Finance Manager Conference & 1st Dealer Group CFO Workshop				
00090	RR_Shanghai 上海_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	742.00
	HIGH TOUCH Strategy				
00100	RR_Shenzhen 深圳_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	742.00
	HIGH TOUCH Strategy				
00110	RR_Delivering Luxury _Meeting package Cap	Depend on call-off	Depend on call-off	EA	159.00
	& Leading Luxury				
00120	RR_Hangzhou 杭州_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	530.00
	HIGH TOUCH Strategy				
00130	RR_Guangzhou 广州_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	636.00
	HIGH TOUCH Strategy				
00140	RR_Beijing 北京_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	742.00
	产品培训				
00150	RR_Shanghai 上海_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	742.00
	产品培训				
00160	RR_Zhengzhou 郑州_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	530.00
	产品试驾培训				
00170	RR_Zhengzhou 郑州_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	530.00

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North Road, East 3rd
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00180	产品试驾培训 RR_Chengdu 成都_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	636.00
00190	产品试驾培训 RR_Chengdu 成都_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	636.00
00200	产品试驾培训 RR_Shenzhen 深圳_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	848.00
00210	售后非技术培训 RR_Chongqing 重庆_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	636.00
00220	售后非技术培训 RR_Xi'an 西安_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	530.00
00230	二手车培训 RR_Beijing 北京_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	742.00
00240	新经销商培训&新员工培训 RR_Changsha 长沙_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	583.00
00250	新经销商培训&新员工培训 RR_Guiyang 贵州_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	477.00
00260	新经销商培训&新员工培训 RR_Hangzhou 杭州_Meeting package Cap price	Depend on call-off	Depend on call-off	EA	583.00
00270	销售精英大赛 RR_HIGH TOUCH 活动现场餐食	Depend on call-off	Depend on call-off	EA	159.00
00280	RR_服务经理	Depend on call-off	Depend on call-off	EA	424.00
00290	RR_现场服务员	Depend on call-off	Depend on call-off	EA	212.00
00300	RR_餐饮运费	Depend on call-off	Depend on call-off	EA	212.00
00310	RR_Indoor Indoor R-R and Rental	Depend on call-off	Depend on call-off	EA	7,420.00

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Gateway Plaza
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North Road, East 3rd
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00320	Shenzhen / Cities in Domestic RR_transportation Beijing Shanghai Return	Depend on call-off	Depend on call-off	EA	530.00
00330	RR_Teaching aid storage	Depend on call-off	Depend on call-off	EA	19,080.00
00340	教具仓储 RR_车辆租赁	Depend on call-off	Depend on call-off	EA	6,360.00
00350	新款古思特/幻影/库里南/闪灵) 法拉利Purosngue, 宾利飞驰, 迈巴赫S680 RR_车美	Depend on call-off	Depend on call-off	EA	1,590.00
00360	RR_Main backdrop 背板	Depend on call-off	Depend on call-off	EA	5,300.00
00370	RR_Signage board 指路牌	Depend on call-off	Depend on call-off	EA	954.00
00380	RR_笔记本	Depend on call-off	Depend on call-off	EA	95.40
00390	RR_签到台花/讲台花/精英大赛现场布置和 晚宴花	Depend on call-off	Depend on call-off	EA	954.00
00400	RR_75" Plasma -Comfort Monitor 等离 子	Depend on call-off	Depend on call-off	EA	636.00
00410	RR_切换器	Depend on call-off	Depend on call-off	EA	318.00
00420	RR_翻页提示器	Depend on call-off	Depend on call-off	EA	212.00
00430	Below Items and price for RR RR_数字调音台	Depend on call-off	Depend on call-off	EA	212.00
00440	RR_功率放大器	Depend on call-off	Depend on call-off	EA	212.00
00450	RR_全频音箱	Depend on call-off	Depend on call-off	EA	212.00
00460	RR_高频无线头戴话筒	Depend on call-off	Depend on call-off	EA	212.00
00470	RR_高频无线手持话筒	Depend on call-off	Depend on call-off	EA	212.00
00480	RR_高频无线发射器	Depend on call-off	Depend on call-off	EA	212.00

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00490	RR_放大天线	Depend on call-off	Depend on call-off	EA	212.00
00500	RR_接电材料	Depend on call-off	Depend on call-off	EA	106.00
00510	RR_AV设备安装人员	Depend on call-off	Depend on call-off	EA	318.00
00520	RR_AV驻场人员	Depend on call-off	Depend on call-off	EA	530.00
00530	RR_AV设备运输费用	Depend on call-off	Depend on call-off	EA	530.00
00540	RR_会议茶几	Depend on call-off	Depend on call-off	EA	53.00
00550	RR_椅子	Depend on call-off	Depend on call-off	EA	10.60
00560	RR_Transportation运输费	Depend on call-off	Depend on call-off	EA	106.00
00570	RR_Technician,Staff 人工费	Depend on call-off	Depend on call-off	EA	106.00
00580	RR_Training Registration, score and Sati 全年培训报名试卷判分及满意度调查	Depend on call-off	Depend on call-off	EA	1,060.00
00590	RR_全年公众号系统后台及基础运维	Depend on call-off	Depend on call-off	EA	56,404.72
00600	RR_RSVP	Depend on call-off	Depend on call-off	EA	1,429.76
00610	RR_Hotel国际酒店 (媒体) 媒体差旅酒店, GOODWOOD总部建议酒店	Depend on call-off	Depend on call-off	EA	2,862.00
00620	RR_Hotel国际酒店 (培训老师和销售大赛 获奖的经销商员工) 培训老师差旅酒店, GOODWOOD总部建议酒店	Depend on call-off	Depend on call-off	EA	2,120.00
00630	RR_Air Ticket-Shanghai机票-北京-上海 (国内, 培训老师和 Return Ticket to Shanghai 北京-上海 往返机票 单价为往返价格, 经济舱7.5折预估, 以实际发生结算	Depend on call-off	Depend on call-off	EA	1,696.00
00640	RR_Air Ticket-Shanghai机票-北京-上海 (国内, 媒体)	Depend on call-off	Depend on call-off	EA	2,438.00

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Postal Address
中国北京市朝阳区
东三环北路霞光里18号
佳程广场B座28层

28th F, No.Tower B,
Gateway Plaza
No.18 Xiaguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China

电话
Telephone
+86 10-84558000

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00650	Return Ticket to Shanghai 北京-上海 往返机票 单价为往返价格, Y舱, 以实际发生结算 (媒体) RR_Air Ticket-Lundon机票-Beijing-Lund Depend on on (国际 call-off	Depend on call-off	Depend on call-off	EA	10,070.00
00660	Return Ticket to London 北京-伦敦往返机票, 优先直飞, 经济舱 单价为往返价格, 以实际发生结算 (培训老师) RR_Air Ticket-Lundon机票-Beijing-Lund Depend on on (国际 call-off	Depend on call-off	Depend on call-off	EA	47,700.00
00670	Return Ticket to London 北京-伦敦往返机票, 优先直飞, 商务舱 (媒体), 车展期间, 速度节或复古节期间 单价为往返价格, 以实际发生结算 RR_Taxi国内交通费 (培训老师)	Depend on call-off	Depend on call-off	EA	212.00
00680	培训老师国内交通费用: 出租车, 火车票等 RR_Taxi国内交通费 (媒体)	Depend on call-off	Depend on call-off	EA	1,060.00
00690	媒体国内交通费用: 出租车, 火车票(六小时之内一等座)等 RR_Taxi国际 (英国) 交通费 (培训老师) Depend on call-off	Depend on call-off	Depend on call-off	EA	212.00
00700	国际 (英国) 交通费用: 出租车, 火车票等 RR_Taxi国际 (英国) 交通费 (媒体)	Depend on call-off	Depend on call-off	EA	424.00
00710	媒体国际 (英国) 交通费用: 出租车, 火车票等 RR_工作人员差旅-国内住宿	Depend on call-off	Depend on call-off	EA	318.00
00720	RR_工作人员差旅-国内小交通	Depend on call-off	Depend on call-off	EA	106.00
00730	RR_工作人员差旅-餐补	Depend on call-off	Depend on call-off	EA	106.00
00740	RR_培训教材印刷	Depend on call-off	Depend on call-off	EA	21.20
00750	RR_电子水牌设计	Depend on call-off	Depend on call-off	EA	106.00
00760	RR_人名桌卡	Depend on call-off	Depend on call-off	EA	5.30

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东三环北路霞光里18号
佳程广场8座28层
28th F. No. Tower B,
Gateway Plaza
No. 18 Xiaoguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China
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00960	RR_大橡胶减速带(高)	Depend on call-off	Depend on call-off	EA	21.20
00970	RR_小橡胶减速带(低)	Depend on call-off	Depend on call-off	EA	21.20
00980	RR_泡沫立方体	Depend on call-off	Depend on call-off	EA	159.00
00990	RR_手套	Depend on call-off	Depend on call-off	EA	5.30
01000	RR_RR_Shuttle-考斯特	Depend on call-off	Depend on call-off	EA	742.00
01010	RR_Shuttle-GL8	Depend on call-off	Depend on call-off	EA	636.00
01020	RR_古德伍德速度节门票(级别: Startlin g club,VIP 票)	Depend on call-off	Depend on call-off	EA	3,922.00
01030	RR_上海(国内)onsite	Depend on call-off	Depend on call-off	EA	371.00
01040	RR_现场会议翻译人员-中英翻译	Depend on call-off	Depend on call-off	EA	7,420.00
	符合劳斯莱斯 车企专业翻译人员 - 有劳斯莱斯合作经验者优先				
01050	RR_摄影师	Depend on call-off	Depend on call-off	EA	3,710.00
	培训图片记录, 以及车辆宣传推广				
01060	RR_图片直播	Depend on call-off	Depend on call-off	EA	2,438.00
01070	RR_摄像师	Depend on call-off	Depend on call-off	EA	3,710.00
	培训视频记录, 以及车辆宣传推广				
01080	RR_视频剪辑	Depend on call-off	Depend on call-off	EA	2,438.00
	2300元/条, 约3-5分钟视频精剪, 符合劳斯要求				
01090	RR_安保	Depend on call-off	Depend on call-off	EA	318.00
	全天安保工作				
01100	RR_商务签证(培训老师)	Depend on call-off	Depend on call-off	EA	1,484.00
	英国签证, 非加急(培训老师)				
01110	RR_商务签证(媒体)	Depend on call-off	Depend on call-off	EA	3,710.00

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00770	RR_签到二维码打印	Depend on call-off	Depend on call-off	EA	5.30
00780	RR_签到立牌	Depend on call-off	Depend on call-off	EA	31.80
00790	RR_手机收纳箱	Depend on call-off	Depend on call-off	EA	26.50
00800	RR_卡纸	Depend on call-off	Depend on call-off	EA	10.60
00810	RR_喷胶	Depend on call-off	Depend on call-off	EA	5.30
00820	RR_无痕软钉胶	Depend on call-off	Depend on call-off	EA	10.60
00830	RR_黑色中性笔	Depend on call-off	Depend on call-off	EA	2.12
00840	RR_马克笔	Depend on call-off	Depend on call-off	EA	2.12
00850	RR_图钉	Depend on call-off	Depend on call-off	EA	5.30
00860	RR_软钉板	Depend on call-off	Depend on call-off	EA	10.60
00870	RR_立式白板	Depend on call-off	Depend on call-off	EA	42.40
00880	RR_PB 板纸	Depend on call-off	Depend on call-off	EA	10.60
00890	RR_酒精测试仪	Depend on call-off	Depend on call-off	EA	318.00
00900	RR_分贝仪	Depend on call-off	Depend on call-off	EA	318.00
00910	RR_试乘试驾手环定制	Depend on call-off	Depend on call-off	EA	31.80
00920	RR_试乘试驾协议	Depend on call-off	Depend on call-off	EA	5.30
00930	RR_培训海报	Depend on call-off	Depend on call-off	EA	10.60
00940	RR_场景卡	Depend on call-off	Depend on call-off	EA	10.60
00950	RR_试驾桩筒	Depend on call-off	Depend on call-off	EA	31.80

宝马 (中国)
汽车贸易有限公司
BMW China
Automotive Trading
Ltd.
地址
Postal Address
中国北京市朝阳区
东三环北路霞光里18号
佳程广场B座28层
28th F, No Tower B,
Gateway Plaza
No.18 Xiaguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China
电话
Telephone
+86 10-84558000
传真
Fax
+86 10-84558028
网址
Internet
www.bmw.com.cn



供应商 康辉集团北京国际会议展览有限公司
Supplier Comfort International M.I.C.E.
Service Co., Ltd.

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项目 Item	项目描述 Description	交付日期 Delivery Date	数量 数量	度量单位 UoM	单价 Gross Unit Price in RMB
01120	英国签证, 5工作日加急 RR_Service fee (5%)	Depend on call-off	Depend on call-off	EA	894,254.05

付款条件及期限 30日内付款
Payment Terms Within 30 days Due net

Frame/Value Contract for Service
(Applicable to Local Supplier)
服务采购框架/价值合同 (适用于本地供应商)

1. This Frame/Value Contract for Service (Applicable to Local Supplier) ("Frame/Value Contract") is executed by and between BMW Automotive Trading Ltd. ("BMW China") and 康辉集团北京国际会议展览有限公司 ("Supplier"). BMW China agrees to buy and the Supplier agrees to provide the service(s) as listed in the table above ("Services") according to the terms and conditions stipulated in the Main Contract (as defined in Clause 2 hereof) and its appendices.

本服务采购框架/价值合同 (适用于本地供应商) (下称本“框架/价值合同”) 由宝马 (中国) 汽车贸易有限公司 (下称“宝马中国”) 与Comfort International M.I.C.E. Service Co., Ltd. (下称“供应商”) 签署。宝马中国同意根据主合同 (见本框架/价值合同第2条定义) 及其附件的约定购买且供应商同意根据主合同及其附件的约定提供前述表格中所列的服务 (下称“服务”)。

BMW China and the Supplier are hereinafter collectively referred to as the "Parties", and individually referred to as a "Party".

宝马中国与供应商以下合称为“双方”，单称为“一方”。

2. Related BMW China business department ("BMW China Requesting Department") will order the Services under this Frame/Value Contract through issuing written call-off(s) ("Call-off(s)") to the Supplier. Oral call-off(s) shall not be valid.

宝马中国相关业务部门 (下称“宝马中国业务需求部门”) 通过发出书面申购 (下称“申购单”) 向供应商订购本框架/价值合同项下的服务。口头申购无效。

This Frame/Value Contract and the Call-off(s) are hereinafter collectively referred to as the "Main Contract".

本框架/价值合同及申购单以下合称为“主合同”。

3. The Services quantity, delivery date and location for each order shall be provided in the Call-off(s). 每次订购的服务的数量、交付时间及地点应在申购单中明确。

4. Only the Services listed under this Frame/Value Contract shall be provided by the Supplier against the Call-off(s) issued by the BMW China Requesting Department.

只有本框架/价值合同所列的服务，供应商才可以按宝马中国业务需求部门发出的申购单进行供应。

宝马 (中国)
汽车贸易有限公司
BMW China
Automotive Trading
Ltd.

地址
Postal Address
中国北京市朝阳区
东三环北路霞光里18号
佳程广场8座28层

28th F, No. Tower B,
Gateway Plaza
No. 18 Xiaguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China

电话
Telephone
+86 10-84558000

传真
Fax
+86 10-84558028

网址
Internet
www.bmw.com.cn



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5. BMW China has full discretion to unilaterally determine whether and when to issue the Call-off(s) based on its actual demands. This Frame/Value Contract originates no claim of the Supplier for conclusion of individual Call-off(s) for any Service provided hereunder by BMW China.
宝马中国有权根据实际需求全权自行确定是否及何时发出申购单，本框架/价值合同并不赋予供应商要求宝马中国必须发出申购单认购本框架/价值合同所列任何一项服务的权利。

6. The documents listed below from item (b) to (c) are appendices to the Frame/Value Contract, and together with the Frame/Value Contract and Call-off(s)), shall constitute the integral parts of the purchase contract between the Supplier and BMW China ("Purchase Contract"), following the sequence of a step-down priority with respect to the construction and performance of the Purchase Contract. In the event of any conflict among the documents, the component document with the higher priority shall prevail:
下面第 (b) 项至第 (c) 项所列文件是框架/价值合同的附件，与框架/价值合同及申购单共同构成供应商与宝马中国之间的采购合同（下称“采购合同”）。就采购合同的解释和履行，其效力的优先性按下列顺序依次递减；如各文件之间存在冲突，效力较高文件之规定优先适用：

(a) Main Contract (i.e. Frame/Value Contract and Call-off(s))
主合同（即：框架/价值合同和申购单）

(b) Appendix 1: General Terms and Conditions for Purchase of Goods and Services (Version 01/2024) ("GTC")

附件1：关于采购货物和服务的一般条款（2024年1月版本）（下称“一般条款”）

(c) Appendix 2: Final Quotation confirmed by the Parties

附件2：双方确认的最终报价单

7. The Services' specific technical requirements, service standard, implementation plans and other details of the Services shall be included in Appendix Technical Requirements. If no Technical Requirements is prepared, technical requirements related contents provided in BMW China's RFQ and technical requirements related contents provided in the final quotation confirmed by both Parties or Supplier's Quotation shall apply. If the technical requirements related contents provided in the final quotation confirmed by both Parties or those contents provided in the Supplier's Quotation differ from the technical requirements related contents provided in BMW China's RFQ, these differences shall only become integral parts of the Purchase Contract if the Supplier has highlighted and pointed out the differences in a separate document annexed to the final quotation, obtained written prior consent from BMW China and included such differences in Appendix Technical Requirements. The final quotation shall not include any legal terms and delivery related terms, otherwise these terms are invalid.

关于服务的具体技术要求、服务标准、实施计划和其他与服务相关的细节在附件《技术要求》中明确。如果双方没有准备前述《技术要求》，则应适用宝马中国发出的询价函中包含的技术要求相关内容以及双方确认的最终报价单或供应商报价中的技术要求相关内容。如果最终报价单或供应商报价中的技术要求与宝马中国询价函中约定的内容不同，则此等差异应在供应商通过一份附于最终报价单的单独文件突出强调且明确指出、获得宝马中国事前书面许可、并在附件《技术要求》中予以明确方能成为采购合同的组成部分。最终报价单中不应包含任何法律条款和发货相关条款，否则该等条款无效。

8. If the Supplier concludes Purchase Contract with BMW China for the first time, it shall fill in a vendor information form in an accurate manner as requested by BMW China, and fax this document back to BMW China Purchasing Department and Finance Department respectively after signing it and affixing its chop on

宝马（中国）
汽车贸易有限公司
BMW China
Automotive Trading
Ltd.
地址
Postal Address
中国北京市朝阳区
东三环北路霞光里18号
佳程广场8座28层
28th F, No. Tower B,
Gateway Plaza
No. 18 Xiaguangli
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Ring
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电话
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it. Otherwise BMW China shall not be liable for any delay of payment resulting therefrom.

如果供应商第一次与宝马中国签订采购合同, 供应商应按宝马中国要求准确填写供应商信息表, 并在签字且盖章后分别传真给宝马中国采购部及财务部。否则, 宝马中国对任何由此引起的付款迟延不承担任何责任。

9. The Supplier's competitive capacity in certain aspects such as quality, costs and ability to deliver as well as the ability to maintain state-of-the-art delivery of service(s) during the entire contract term is a precondition for conclusion of the Purchase Contract.

供应商在整个合同有效期内保持在质量、成本、交付能力以及所交付服务的技术先进状态等方面的竞争力是缔结采购合同的前提条件。

10. The Frame/Value Contract shall remain valid 1+2+2 years until 31st March 2029 unless otherwise provided in writing by the Parties. 除非双方另行书面约定, 本框架/价值合同将持续1+2+2 years有效至2029年03月31日。

11. In the event that any of the following circumstances occur, the Main Contract shall be terminated: 有下列情形之一的, 主合同终止:

(a) The term provided in the Frame/Value Contract expires;

框架/价值合同中约定的合同期限届满;

(b) The accumulated total value under the Call-off(s) reaches BMW China's target total value as specified in the Purchase Contract;

申购单累计的采购价款已达到采购合同中约定总采购价款;

(c) Other circumstances as set out by laws and regulations.

法律法规规定的其它合同终止情形。

12. In addition to the early termination circumstances as set out in the GTC, BMW China shall be entitled to early terminate this Frame/Value Contract for Service partially or wholly upon issuing a three-month prior written notice to the Supplier.

除一般条款中约定的合同解除情形外, 宝马中国应有权在任何时候, 以提前三 (3) 个月书面通知供应商的方式, 提前解除服务采购框架/价值合同的部分或全部。

13. Any amendment to the Purchase Contract shall come into force only after being confirmed (for BMW China: confirmed by its Purchasing Department), and affixed chops or legally used the reliable electronic signatures by the Parties. The Supplier shall ensure its authorized representative to sign or legally use the reliable electronic signature on the amendment document.

对采购合同的任何修改, 均应经双方确认 (对于宝马中国而言, 应得到其采购部门的确认), 且盖章或依法使用可靠的电子签名后方为生效。供应商应确保其正式授权代表在修改文件上签字或依法使用可靠的电子签名。

14. The Purchase Contract shall be executed in two originals, and each Party holds one original (this clause is not applicable when the Parties legally use the reliable electronic signatures to execute the Purchase Contract).

采购合同正本一式两份, 双方各持一份 (如双方依法使用可靠的电子签名签署采购合同, 则本条款不适用)。

15. The Frame/Value Contract shall become effective after the Parties affix chops or legally use the reliable electronic signatures on the Frame/Value Contract and its appendices (excluding those appendices executed by the Parties before signing the Frame/Value Contract). The Supplier shall ensure its authorized

宝马 (中国)
汽车贸易有限公司
BMW China
Automotive Trading
Ltd.

地址

Postal Address

中国北京市朝阳区
东三环北路霞光里18号
佳程广场B座28层

28th F, No. Tower B,
Gateway Plaza
No. 18 Xiaguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China

电话

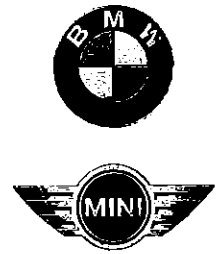
Telephone
+86 10-84558000

传真

Fax
+86 10-84558028

网址

Internet
www.bmw.com.cn



供应商 康辉集团北京国际会议展览有限公司
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representative to sign or legally use the reliable electronic signature on the Frame/Value Contract.
本框架/价值合同自双方在框架/价值合同及其附件（双方在签署框架/价值合同前已签署的附件除外）上盖章或依法使用可靠的电子签名之日起生效。供应商应确保其正式授权代表在框架/价值合同上签字或依法使用可靠的电子签名。

II. Payment Provisions 付款条款

16. Payment 付款

16.1 Unless otherwise agreed in writing by the Parties, BMW China shall only pay the price under the Purchase Contract after the Supplier delivers all the Services to BMW China according to the provisions of the Purchase Contract and meet all the requirements as set forth in Clause 16.2 hereof. For identifying the payment due date, deliverables made before the agreed delivery date shall be deemed as having been delivered on the agreed delivery date.

除非双方另有书面约定，宝马中国仅应在供应商按照采购合同约定向宝马中国交付全部服务且满足本框架/价值合同第16.2条约定的全部要求后支付采购合同项下价款。为确认付款日之目的，在约定的交付日期之前进行的交付应视为在约定的交付日期交付。

16.2 For the price under each Call-off, after BMW China Requesting Department confirms acceptance of the Services according to the Purchase Contract and completion of BMW China's internal payment approval process, the Supplier shall issue a legally compliant invoice to BMW China. BMW China Finance Department shall make the payment in one lump sum within 30 days upon receiving the aforementioned invoice.
就每笔申购单项下的价款，在宝马中国业务需求部门确认服务已按采购合同约定确认接收服务且已通过宝马中国内部付款审批手续后，供应商应向宝马中国开具合规的发票。宝马中国财务部应在收到前述发票后30天内一次性付款。

16.3 The Supplier shall issue and submit invoice to BMW China as soon as possible within 30 days after acceptance of Services by BMW China. The invoice from the Supplier shall state all information as provided in Clause 8 of the GTC, including without limitation the Call-off number and the SAP GR No., and the Supplier's name on the invoice must be the same as that on this Frame/Value Contract and the company seal of the Supplier; otherwise BMW China shall have the right to reject the payment.

供应商应该在宝马中国接收服务后30天之内尽快开具并向宝马中国提交发票，供应商提交的发票应写明一般条款第8条约定的全部信息，包括但不限于申购单号和SAP系统收货号，发票上的供应商名称必须与框架/价值合同及供应商公司公章上所载明的公司名称一致；否则宝马中国有权拒绝付款。

16.4 Invoices must be sent or submitted to the following personnel of BMW China :

发票必须送达或提交给宝马中国的以下人员：

Invoice Center, Finance Department
财务部 发票中心

BMW China Automotive Trading Ltd.

宝马（中国）汽车贸易有限公司

28th F, Tower B, Gateway Plaza, No. 18 Xia Guang Li North Road East Third Ring, Chaoyang District, PRC.
中国北京市朝阳区东三环北路霞光里18号佳程广场B座28层

Post Code 100027

宝马（中国）
汽车贸易有限公司
BMW China
Automotive Trading
Ltd.

地址
Postal Address
中国北京市朝阳区
东三环北路霞光里18号
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Gateway Plaza
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North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
PR China

电话
Telephone
+86 10-84558000

传真
Fax
+86 10-84558028

网址
Internet
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邮编: 100027
Telephone 010-8455-3215
联系电话: 010-8455-3215

16.5 All the prices under the Purchase Contract shall include taxes. Each Party shall pay the relevant taxes and surcharges in accordance with the then valid tax regulations.
采购合同项下的价款均应为含税价。双方应当根据届时有效的税法规定各自缴纳相关税费。

17. BMW China's Tax Registration Information 宝马中国的税务登记信息

Company's name: BMW China Automotive Trading Ltd.

公司名称: 宝马(中国)汽车贸易有限公司

Tax Registration Number 911100007178598671

税务登记号: 911100007178598671

Address: 28th F, Tower B, Gateway Plaza, No. 18 Xia Guang Li North Road East Third Ring, Chaoyang District, PRC.

地址: 中国北京市朝阳区东三环北路霞光里18号佳程广场B座28层

Telephone 010-84558000

电话: 010-84558000

Bank Account: Bank of China Beijing Chaoyang Branch 335056019363

开户银行及帐号: 中国银行北京朝阳支行 335056019363

宝马(中国)
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地址
Postal Address
中国北京市朝阳区
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28th F, No. Tower B,
Gateway Plaza
No. 18 Xiguangli
North Road, East 3rd
Ring
Chaoyang District
Beijing 100027
P.R. China

电话
Telephone
+86 10-84558000

传真
Fax
+86 10-84558028

网址
Internet
www.bmw.com.cn

	买家 Buyer	采购经理 Purchasing Manager	CFO CFO	
姓名 Name	Chunlan Lai	Axel Schiemann	Arwed Schwarz	Sean Green
日期 Date	03.04.2024	12.04.2024	12.04.2024	15.04.2024
无需签字, 电子审批完毕 No signature required, electronically approved				
公司签章 Company Seal				

供应商确认 Supplier Confirmation			
姓名 Name			
日期 Date			
签名 Sign.			

General Terms and Conditions for Purchase of Goods and Services

(Version 01/ 2024)

关于采购货物和服务的一般条款（2024 年 1 月版本）

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Confirmed by affixing chops of the Parties 双方盖章确认

 BMW China Automotive Trading Ltd. (chop) 宝马（中国）汽车贸易有限公司（盖章）	 Supplier: Click here to enter text. (chop) 供应商 合同专用章 Click here to enter text. (盖章) 1101051215849
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General Terms and Conditions for Purchase of Goods and Services
(Version 01/ 2024)
关于采购货物和服务的一般条款（2024 年 1 月版本）

1 Scope of Application	1. 适用范围
1.1 These General Terms and Conditions for Purchase of Goods and Services (Version 01/2024) (“these GTC”) shall apply to the procurement of goods and services by BMW China Automotive Trading Ltd. (“BMW China”) from a provider as is shown on the first page of the Main Contract (the “Supplier”). BMW China and the Supplier are hereinafter collectively referred to as “the Parties”, and individually “a Party”. The goods provided in the above paragraph are hereinafter referred to as the “Goods”; for clarity, such Goods do not include the production materials/parts to be used for assembling the series vehicles or the motor vehicle parts. The services provided in the above paragraph are hereinafter referred to as the “Services”. Goods and Services are hereinafter collectively referred to as the “Goods/Services”, and purchase of the Goods/Services is hereinafter referred to as a “Project”.	1.1 本关于采购货物和服务的一般条款（2024年1月版本）（以下合称“本一般条款”）适用于宝马（中国）汽车贸易有限公司（下称“宝马中国”）自主合同首页所示的提供者（下称“供应商”）进行的货物和服务的采购。宝马中国和供应商以下合称“双方”，单称“一方”。 前款所述货物下称“货物”；为明确起见，该等货物不包括用于组装量产车的原材料/零部件或者用于组装摩托车的零部件。前款所述服务下称“服务”。货物与服务以下合称“货物/服务”，货物/服务的采购下称“项目”。
2 Conclusion and Integral Parts of the Purchase Contract	2. 采购合同的订立与构成
2.1 The contract for the procurement of Goods/Services (“Purchase Contract”), shall be concluded by a written one-time-buy purchase order or a call-off under a value /frame contract (purchase order and call-off(s) hereinafter collectively referred to as the “Order”) from BMW China and the corresponding acceptance by the Supplier. A call-off is the declaration on the part of BMW China made to the Supplier based on the executed value/frame contract which specifies the quantity of the Goods/Services to be supplied, delivery location and delivery time. If the Supplier confirms the Order in deviation from the Order offered by BMW China, these differences shall only apply if and in as far as BMW China expressly agrees to them in writing. One-time-buy purchase order or value/frame contract and its call-off(s) issued by BMW China in writing hereinafter referred to as the “Main Contract”.	2.1 有关采购货物/服务的合同（下称“采购合同”）应通过宝马中国发出的书面一次性采购订单或价值/框架合同项下的书面申购单（采购订单和申购单以下合称为“订单”）和供应商的相应接受来订立。 申购单为宝马中国一方基于已经签署的价值/框架合同向供应商发出的详细说明货物/服务的数量、交货地点和交货时间的文件。 如果供应商所确认的订单与宝马中国发出的订单存在差异，该等差异仅应在宝马中国明确书面同意的情况下和范围内适用。 宝马中国以书面形式发出的一次性采购订单或者价值/框架合同及其申购单以下合称“主合同”
2.2 In addition to these GTC and depending on the Goods/Services concerned, various special terms and conditions such as Special Terms and Conditions for Purchase of Production Resources, Special Terms and Conditions for Purchase of Onsite Outsourcing Services, Special Terms and Conditions for Purchase of Training Services etc. (the “STC(s)”) may also be executed. In the event of any conflict, the provisions of the STC(s) shall prevail over the provisions of these GTC.	2.2 除本一般条款外，基于相关的货物/服务，各种特殊条款亦可能需要签署，例如关于采购生产资源的特殊条款、关于采购外包驻场服务的特殊条款、关于采购培训服务的特殊条款等（下称“特殊条款”）。如存在冲突，特殊条款的规定应当优先于本一般条款的规定。

2.3	Unless otherwise agreed, the version of these GTC and STC(s) in force at the time of the contract conclusion shall be an integral part of the Purchase Contract. BMW China reserves the right to revise the current version of these GTC and STC(s), and issue new versions. BMW China shall deliver the revised version to the Supplier, and the Supplier shall confirm the contents or provide feedback in writing within 5 working days upon receiving it, otherwise it shall be regarded as the Supplier's acceptance of the revised version.	2.3	除非另有约定, 本一般条款和特殊条款在采购合同订立时有效的版本应当成为采购合同的组成部分。宝马中国保留修改本一般条款和特殊条款现时有效的版本并发布新版本的权力。宝马中国应当向供应商提供修改的版本, 且供应商应当于收到后五个工作日内以书面方式确认其内容或提供反馈, 否则应视为供应商已经接受了修改的版本。
2.4	Project's specific technical requirements, service standard, Goods' specifications and drawings, Project's implementation plans and other details of the Project shall be included in the Service Level Agreement or Technical Requirements. If no Service Level Agreement or Technical Requirements is prepared, technical requirements related contents provided in BMW China's request for quotation ("RFQ") and technical requirements related contents provided in the final quotation confirmed by both Parties or those contents provided in the Supplier's tender, bidding documents or proposal ("Supplier's Quotation") shall apply. If the technical requirements related contents provided in the final quotation confirmed by both Parties or Supplier's Quotation differ from the technical requirements related contents provided in BMW China's RFQ, these differences shall not be applied unless the Supplier has highlighted and pointed out the differences in a separate document annexed to its final quotation, obtained written prior consent from BMW China and included such differences in the Service Level Agreement or Technical Requirements.	2.4	关于项目的具体技术要求、服务标准、货物规格与图纸、项目实施计划和其他与项目相关的细节在《服务水平协议》或《技术要求》中明确。如果双方没有准备《服务水平协议》或《技术要求》, 则应适用宝马中国发出的询价函(下称“询价函”)中包含的技术要求相关内容和双方确认的最终报价或供应商要约、投标文件或报价(下称“供应商报价”)中的技术要求相关内容。如果双方确认的最终报价或供应商报价中的技术要求与询价函中约定的内容不同, 则此等差异仅应在供应商通过一份附于最终报价的单独文件突出强调且明确指出、获得宝马中国事前书面许可、并在《服务水平协议》或《技术要求》中予以明确后方可适用。
2.5	These GTC and the applicable STC(s) shall apply to the Purchase Contract and all its appendices and amendments and supplements (if any).	2.5	本一般条款及适用的特殊条款应适用于采购合同及其所有附件、修订与补充协议(如有)。
3	Execution of the Purchase Contract	3.	采购合同的执行
3.1	The Supplier shall bear the overall responsibility for the Project, i.e. the Supplier shall be accountable to BMW China for the Project in all process stages for performing the Purchase Contract and with regard to all components of the Projects irrespective of whether the Supplier has used subcontractor directly or indirectly as part of its execution of the Purchase Contract.	3.1	供应商应对项目承担全部责任, 即供应商应在履行采购合同的所有环节中对项目的各个方面向宝马中国负责, 不论供应商是否已直接或间接使用了分包商作为其对采购合同执行的一部分。
3.2	The Supplier shall fully safeguard the interests, brands, and product image of BMW China, BMW Group and BMW dealers, fully perform the duties under the Purchase Contract, and make ultimate efforts to provide to BMW China the Goods/ Services agreed under the Purchase Contract with due diligence, high efficiency and sufficient conscientiousness.	3.2	供应商应充分维护宝马中国、宝马集团及宝马经销商的利益、品牌及产品形象, 完全履行采购合同项下供应商的各项义务, 并且尽最大努力谨慎、高效并充分负责地向宝马中国提供采购合同约定的货物/服务。
3.3	The Supplier is not entitled to any rights of refusal of performance and rights of retention against a claim of BMW China or to enforce its own claim, unless the claim of the	3.3	供应商无权针对宝马中国的索赔享有任何拒绝履行的权利和保留权, 也无权强制执行其自己的索赔(除非供应商的索赔无争议或合法成立)。这尤其适用

Supplier is undisputed or legally established. This applies in particular to the Supplier's obligation to supply, the fulfilment of which the Supplier may not refuse or suspend with reference to its own, unrecognized and not legally established demand or to ongoing negotiations with BMW China.	于供应商的供应义务，供应商不得因其自身未经认可且未依法确定的要求或与宝马中国正在进行的谈判而拒绝或暂停履行供应义务。
3.4 The Supplier may direct or indirectly appoint a third party as its subcontractor only after the prior written consent of BMW China. This shall not prejudice any right of BMW China to claim against the Supplier for its overall responsibilities and liabilities for the Project as set out in Clause 3.1 hereof. The Supplier shall ensure that the subcontractor is to be bound by same terms and conditions as set forth in the Purchase Contract through signing written agreement with the subcontractor.	3.4 仅在经宝马中国事先书面同意的情况下，供应商方可直接或间接聘用第三方作为分包商。该等聘用不得影响宝马中国就供应商依据本一般条款第3.1条应就项目所承担的全部义务和责任向其提出主张的任何权利。供应商应当通过与分包商签署书面协议，保证分包商受到与采购合同相同的条款和条件的约束。
3.5 If the Supplier receives any benefits from a third party, such as additional quality warranties, price discounts, bonuses, commissions and/or reductions etc. with respect to the Goods/Services and the Project that are not provided under the Purchase Contract, the Supplier shall notify and ensure BMW China to enjoy all such benefits received from the third party in a timely manner. The Supplier shall also ensure that all the Supplier Personnel as defined in Clause 3.14 hereof comply with the obligation provided in the above paragraph of this Clause 3.5, and shall take the responsibility as provided in the above paragraph for any acceptance of the benefits by the Supplier Personnel.	3.5 如果供应商自第三方就货物/服务和项目获得任何未在采购合同中规定的利益，例如额外的质量担保、价格折扣、奖金、佣金和/或减价等，则供应商应当及时通知并保证宝马中国能够享受其自第三方获得的全部该等利益。 供应商亦应当保证本一般条款第3.14条定义的供应商人员遵守上述本第3.5条前款规定的义务，并且对供应商人员获得的任何利益承担前款规定的责任。
3.6 The Supplier shall be liable for ensuring that the Goods/Services and the Project it or any subcontractor whom it uses directly or indirectly supplies, including the use of such Goods/Services for the purpose of such Project, do not contravene the applicable laws and regulations in force during the execution of the Purchase Contract, including but not limited to the laws regarding production, security, environment protection, commercial competitions, monopoly, advertising activities and labor relationship; it shall ensure the foregoing, if necessary by means of legal advices at the Supplier's costs, and shall advise BMW China of any risks in time. Any costs and related fees that may arise in this connection by the Supplier have been covered by the respectively agreed Price (as defined in Clause 8.1 hereinafter). BMW China shall be entitled to reject the provision or delivery of any Goods/Services, suspend related payment or terminate the Main Contract partially or wholly in case of any breach of this Clause 3.6 by the Supplier. In addition, the Supplier shall indemnify and hold BMW China harmless from, defended against any claims asserted by any third party, irrespective of whether it uses subcontractor directly or indirectly as part of its execution of the Purchase Contract.	3.6 在采购合同执行的过程中，供应商有义务确保其自身或其直接或间接使用的任何分包商所提供的货物/服务和实施的项目，包括根据该等项目的目的对该等货物/服务的使用，不会违背现行适用的法律法规，包括但不限于有关生产、安全、环境保护、商业竞争、垄断、广告及劳动关系等相关的法律。供应商应确保履行上述义务，如有必要，供应商应自付费用获取相关法律咨询意见，并应及时告知宝马中国存在的任何风险。 双方约定的价款（见本一般条款第8.1条的定义）已涵盖因此供应商可能产生的任何成本及相关费用。 如果供应商违反本第3.6条的规定，则宝马中国应有权拒绝任何货物/服务的提供或发送、暂停支付相关款项，或部分或全部解除主合同。 此外，就任何第三方提出的与此相关的任何索赔主张，供应商应确保宝马中国获得辩护、取得赔偿并免受损害，不论其是否直接或间接使用分包商作为其履行采购合同的一部分。

3.7 Upon BMW China's request, the Supplier shall provide the certificates, licenses and/or approval documents which are compulsory in the specific business area under requirements of the Government. Once the Supplier accepts an Order, it shall be deemed that the Supplier has obtained and been duly keeping all the necessary qualifications for supplying the Goods/Services and the Project when the Supplier accepts the Order and during the entire performance of the Purchase Contract.	3.7 应宝马中国要求, 供应商应提供根据政府要求在特定业务领域内必须具备的证照、许可和/或批准文件。一旦供应商接受订单, 即应推定其在接受订单时和整个履行采购合同期间已为提供货物/服务和实施项目取得并适当保有所需的一切必要资质。
3.8 In the event of any government inspection/investigation to BMW China in relation to the Purchase Contract, the Supplier shall cooperate and support actively upon the request by BMW China.	3.8 如果发生任何针对宝马中国的与采购合同相关的政府检查/调查, 供应商应根据宝马中国的要求积极提供配合和支持。
3.9 The Supplier must appoint a project manager. (a) The project manager shall plan, coordinate and supervise all the aspects of the Project under the Order. He or she shall be the responsible contact person reporting to BMW China's project manager. (b) The Supplier's project manager shall upon request inform BMW China's project manager of the status of the Project at any time. To do this, he or she must provide an up to date report with the start and finish dates, level of completion and the status of each function. In the event of any emergency which may affect the performance of the Purchase Contract, the Supplier's project manager shall immediately (in any event not later than two hours after the emergency) report to BMW China's project manager. (c) The project manager may only be replaced by the Supplier for a material reason and after giving prior written notification to BMW China. If needed, BMW China may demand the replacement of the Supplier's project manager.	3.9 供应商必须指定一名项目经理。 (a) 项目经理应当计划、协调和监控订单项下项目的所有方面。他/她应作为向宝马中国的项目经理汇报的负责联络人。 (b) 如果宝马中国要求, 供应商的项目经理必须随时将项目进展情况通知宝马中国的项目经理。为此, 他/她必须提供包含起止时间、完成程度和每一功能/职能现状的最新报告。如发生任何可能影响采购合同履行的紧急情况, 供应商的项目经理应立即(无论如何不迟于紧急情况发生后的两小时内)向宝马中国的项目经理进行报告。 (c) 项目经理仅应基于重大原因且在事先书面通知宝马中国的情况下被供应商替换。如果必要, 宝马中国可以要求替换供应商的项目经理。
3.10 The Supplier shall notify BMW China completely and without undue delay of name changes, changes in legal form as well as changes which are material to the business relationship between BMW China and the Supplier and which pertain to the Supplier's participation, shareholder- or ownership structure; the Supplier shall inform BMW China of the changes. To the extent permissible without violating applicable law or contractual obligations, the Supplier shall inform BMW China in advance of any planned changes material to the business relationship by informing the responsible purchasing department(s) of BMW China. A material change for the business relationship exists upon transfer of all or essentially all assets of the Supplier, a merger or split of the Supplier with or to another legal entity, the conclusion of a control or profit transfer agreement by the Supplier as the controlled company, and the acquisition of at least 50 percent of the voting rights to the Supplier's company by one or more purchasers acting jointly in one or more	3.10 供应商应完整且不拖延地通知宝马中国其名称变更、组织形式变更以及任何对宝马中国与供应商之间的业务关系具有重大意义且与供应商参与、股东或所有权结构有关的变更。供应商应将此类变更通知宝马中国。 在不违反适用法律或合同义务的情况下, 在允许范围内, 供应商应通过通知宝马中国的相关采购部门, 提前通知宝马中国任何对业务关系有重大影响的变更计划。 对业务关系有影响的重大变化包括供应商的全部或实质上的全部资产发生转让、供应商与另一法人实体合并或分立、供应商作为受控公司签订控制权或利润转让协议、以及在一项或多项交易中联合行动的一名或多名购买者收购供应商公司至少50%的投票权。对于上

transactions. For listed Supplier, the foregoing applies to an acquisition of at least 30 percent of the voting rights.	市供应商，上述规定适用于收购至少30%的投票权。
3.11 Unless otherwise provided in the RFQ, the Supplier shall, without any additional payment, take all the measures that are necessary to achieve the underlying object of the Purchase Contract, even if they are not expressly set out in the Purchase Contract. These include in particular that: (a) the Supplier shall mark or label the Goods or deliverables of Services in the manner required by laws or regulations or as prescribed by BMW China; (b) the Supplier shall document all tests carried out in the course of executing the Purchase Contract and their results, reserve all the documents and data carriers concerning the deliveries/results with respect to the Goods/Services, and shall ensure that it is easily possible to assign said deliveries/results to specific Goods/Services. The Supplier shall keep the above documentation for a period of at least 10 years after the completion of the Project and shall, at the sole cost of the Supplier, supply it to BMW China on request, or offer it to BMW China before said documentation is destroyed, or destroy it and provide evidence acceptable to BMW China regarding the destruction of such item pursuant to the prior written instruction of BMW China; (c) the Supplier shall perform data-handling in accordance with the regulations of BMW China, including the maintenance of back-up for all data relevant to collection of fee with respect to the Goods/Services, e.g. records of staff's working time, and the effective protection of IT system against loss of data; (d) if needed for the execution of the Purchase Contract, BMW China may provide tools, dies, documents, information, data (e.g. factual statements about products of BMW China and BMW Corporate Identity Programme for corporate identity and design requirement), die-plates, patterns, samples, drawings and/or other materials (hereinafter collectively referred to as the "Documents/Materials"). The expenses, costs etc. for the Documents/Materials provided by BMW China are already included in the Price set out in the Main Contract. The Supplier shall order such Documents/Materials in sufficient time advance and in the correct quantity to ensure that the Goods/Services can be provided by the Supplier according to the Purchase Contract. The Supplier must check these Documents/Materials with regard to the local conditions of using, their correctness and completeness where necessary. The Supplier must notify BMW China in writing of any doubts or objections whatsoever without delay, stating the reasons, and must reach agreement with BMW China's project manager on how to proceed with the work. The aforesaid Documents/Materials supplied to the Supplier are provided on a loan basis and shall remain BMW China's proprietary property. Upon BMW China's request, the Supplier shall keep Documents/Materials free of charge on its premises. They must be returned to BMW China at BMW China's request or at the latest after the completion of the	3.11 除非询价函中另有规定，供应商应当采取一切必要措施达到采购合同的预期目标且不收取任何额外费用，即使该等目标并未明确规定于采购合同中。该等措施特别包括： (a) 供应商应当按照法律法规规定或宝马中国要求的方式对货物或服务的交付物进行标注或标记； (b) 供应商应当记录执行采购合同时所做的一切测试及其结果、保存与货物/服务相关的涉及交货情况/结果的所有文件和数据载体，并且应当确保前述交货情况/结果易于与具体的货物/服务相对应。供应商应自项目完成后保留前述资料至少10年，且应根据要求将其提供给宝马中国，或于前述资料销毁前向宝马中国提供，或者根据宝马中国事先书面指令将其销毁并提供宝马中国可接受的销毁证据，就所有上述活动供应商不应向宝马中国收取任何费用； (c) 供应商应按宝马中国的规定进行数据处理，包括对所有与收取货物/服务相关费用的数据（例如员工的工作时间记录）进行维护备份，以及对IT系统进行有效的保护以防止数据丢失； (d) 为履行采购合同的需要，宝马中国可向供应商提供工具、模具、文件、信息、数据（例如为企业形象和设计要求提供的宝马中国产品的事实描述和宝马企业形象准则）、模板、图形、样品、图纸和/或其他材料（以下统称为“文件/物品”）。由宝马中国提供的文件/物品所产生的全部成本、费用等均已包含在主合同中约定的价款中。 供应商应当适时提前预定正确数量的该等文件/物品，以确保能够根据采购合同提供货物/服务。供应商应当于必要时就该等文件/物品是否符合本地使用条件、其正确性及完整性进行检查。如果存在任何疑问或反对意见，供应商必须立即书面通知宝马中国，说明原因，并就如何继续进行工作与宝马中国的项目经理达成一致。 提供给供应商的前述文件/物品系借给供应商使用，且为宝马中国的专属财产。基于宝马中国的要求，供应商应在其经营场所免费保管文件/物品。供应商须在宝马中国要求时或最迟在项目完成后归还给宝马中国，或者供应商可根据宝马中国的书面指示销毁文件/物品并且向宝马中国提供其能够接受的关于销毁上述物品的证据。

Project, or the Supplier may, upon written instruction from BMW China, destroy the Documents/Materials and provide evidence acceptable to BMW China regarding the destruction of aforementioned items. The Documents/Materials temporarily lent to the Supplier may only be reproduced or sold, used as security, pledged or otherwise passed on to or used for third parties with the prior written consent of BMW China. The same shall apply to the goods or deliverables of services produced/created by using these Documents/Materials.	临时出借给供应商的文件/物品经宝马中国事先书面同意方能被复制、出售、设定担保、质押或以其他方式转移给第三方或供第三方使用。上述规定亦适用于使用该等文件/物品生产/制作的货物或服务交付物。
3.12 BMW China shall be entitled to inspect all of the Project related documents, means of production and Goods/Services at the Supplier's premises with prior notice to the Supplier.	3.12 宝马中国有权事先通知供应商后, 在供应商的经营场所对与项目有关的所有文件、生产工具及货物/服务进行检查。
3.13 If onsite outsourcing Service is required for the performance of the Purchase Contract, the Supplier shall provide onsite personnel to BMW China, and shall guarantee that onsite personnel will comply with relevant provisions of the Purchase Contract, in particular the Special Terms and Conditions for Purchase of Onsite Outsourcing Services. If the Supplier and its onsite personnel fail to comply with the aforementioned provision, the Supplier shall assume its liability for breach of contract in accordance with Clause 17 hereinafter.	3.13 如果采购合同的履行需要驻场外包服务, 供应商应当向宝马中国提供驻场人员, 并保证其驻场人员完全履行采购合同的相关约定, 尤其是关于采购驻场外包服务的特殊条款中的约定。 如供应商及其驻场人员未能遵守前述约定, 供应商应依据本一般条款第17条的约定承担违约责任。
3.14 The Supplier shall be liable to BMW China for the actions/inactions of its employees, officers, secondees, representatives, agents, sub-contractors or any other individuals for whom the Supplier is in the position to be responsible for the purpose of execution of the Purchase Contract (collectively the "Supplier Personnel"). If any of the Supplier Personnel causes any loss to BMW China by his/her negligent or intentional action/inaction, BMW China is entitled to claim for damages against the Supplier directly. The Supplier shall keep BMW China harmless from and fully indemnified for the damages so incurred.	3.14 供应商应对其雇员、管理人员、借调人员、代表、代理、分包商及应由供应商为采购合同履行之目的而承担责任的任何其他人员(以下统称“供应商人员”)的作为与不作为向宝马中国承担责任。如果由于任何供应商人员的疏忽或故意的作为/不作为对宝马中国造成任何损害, 宝马中国有权直接向供应商索赔。供应商应使宝马中国不受损害, 并全额赔偿因此产生的损失。
3.15 If any employee, director, officer or shareholder of the Supplier has any relative relationship, commercial interest relationship or other affiliate relationship (the "Affiliate Relationship") with BMW China or any of its employees, officers or directors of BMW China, or any employee, director, officer or shareholder of the Supplier has any Affiliate Relationship with BMW China's other suppliers or their personnel, and the Affiliate Relationship might affect the impartiality of business relationship between BMW China and the Supplier, or BMW China and other suppliers, and/or the interest of BMW China, the Supplier shall promptly inform BMW China of such relationship in, provided that such relationship is identifiable with due care of general businessmen, and BMW China shall have the right to request the Supplier not to involve or suspend its involvement in the related transactions. If BMW China raises specific requests on	3.15 如果供应商的任何雇员、董事、管理人员或股东与宝马中国或其任何雇员、管理人员或董事存在亲属关系、商业利益关系或其它关联关系(下称“关联关系”), 或者供应商的任何雇员、董事、管理人员或股东与宝马中国的其他供应商或其相关人员之间存在前述关联关系, 并且该等关联关系可能会影响宝马中国与供应商之间、或是宝马中国与其它供应商之间的商业关系的公平性和/或宝马中国的利益, 则供应商应在通过一般商人的正常商业谨慎就可以发现的范围内, 将此种关系及时书面通知宝马中国, 宝马中国有权要求供应商不参与或暂缓参与相关交易。如果宝马中国对披露前述关联关

the form and contents for the disclosure of the Affiliate Relationship to the Supplier, the Supplier shall meet such requests.	系向供应商提出形式和内容方面的特定要求，供应商应按照宝马中国的要求进行披露。
3.16 The Purchase Contract entered into by and between BMW China and the Supplier does not by any means establish any employment relationship between BMW China and the Supplier Personnel. The Supplier Personnel may not work as a member of BMW China team. They may however act as the consultants to a BMW China team if their work with regard to the provision of Goods/Services or the Project consists in guiding the BMW China team (i.e., guiding and management function).	3.16 供应商与宝马中国之间签署采购合同不应以任何方式被理解为在宝马中国与供应商人员之间建立劳动关系。供应商人员不得作为宝马中国团队的成员工作。但是如果其与货物/服务或项目相关的工作包括为宝马中国团队提供指导（即指导和管理职能），则相关供应商人员可以作为团队的顾问。
3.17 The Supplier Personnel are not entitled to use or claim benefits or facilities provided by BMW China, including but not limited to: - company doctor and medical service (with the exception of accident care) - use of company cars and shuttles - subsidized catering - working garments provided free of charge or at a reduced price - participation in the BMW China Associate Improvements Suggestion Scheme - business cards/personal stationery etc. Any and all exceptions to this rule as specified in the previous paragraph of this Clause 3.17 (e.g. subsidized catering and canteen service and shuttle service) must be agreed by prior written agreements.	3.17 供应商人员无权使用或主张宝马中国提供的福利和设施，包括但不限于： - 公司医生和医疗服务（事故处理除外） - 公司车辆和通勤车/班车 - 受补助的餐食 - 免费或折价工作服 - 参加宝马中国员工改进建议计划 - 名片/个人文具等 本第 3.17 条前款规定（如补助餐食和餐厅服务以及通勤车服务）的任何例外均须通过双方书面协议约定。
3.18 The Supplier Personnel shall not be included in BMW China's mailing lists, job plans, telephone directories, vacation plans etc. They may however be named and listed in BMW China systems for capacity planning or control provided that: - such systems are used on the request of the Supplier involved; - participation of the Supplier Personnel in such systems is required by the Supplier itself; and - BMW China has acknowledged and agreed to it.	3.18 供应商人员不应列于宝马中国的邮件列表、工作计划、电话簿、休假计划等之内。但可以为产能计划或控制的目的将其列于宝马中国系统中，其前提是： - 该系统是应相关供应商的要求使用的； - 供应商人员加入该系统是供应商自行要求的；并且 - 宝马中国知晓并同意。
3.19 In the event that any of the Supplier Personnel violates related laws, regulations or internal management regulations of BMW China or is proved to be unable to fulfill his/her assignment, BMW China is entitled to request the Supplier to replace such personnel. The Supplier shall replace the related Supplier Personnel within three days upon receipt of BMW China's notice. If the Supplier fails to replace the individual with a competent one, BMW China is entitled to claim for damages and/or to terminate the Main Contract or the related parts thereof.	3.19 如果供应商人员违反相关法律规定或宝马中国的相关内部管理规定或者被证明无法胜任安排给他/她的工作，宝马中国有权要求供应商更换该等人员。供应商应在收到宝马中国通知之日起三日内更换相关供应商人员。如果供应商未能以胜任人员替换该等人员，宝马中国有权要求赔偿和/或解除主合同或其相关部分。
3.20 During the term of the Purchase Contract, the Supplier shall sufficiently maintain all necessary social insurance policies (especially medical and occupational injury insurance) for the	3.20 在采购合同有效期内，供应商应负责充分地维持其所雇用的供应商人员的所有必要的社会保险（尤其是医疗及工伤保

Supplier Personnel who are employed by the Supplier. BMW China will not bear any medical expense incurred by the Supplier Personnel even for personal injury suffered at work. In addition, BMW China will not bear the maternity expense of the Supplier Personnel. During the maternity leave, the Supplier shall assign backup personnel to continue the Project.	险)。宝马中国不承担供应商人员的任何医疗费用, 包括个人在工作中受到伤害的医疗费用。 此外, 宝马中国不承担供应商人员的生育医疗费用。在产假期间, 供应商应指定后备人员继续实施项目。
3.21 The Supplier shall not employ child labor under sixteen years' old.	3.21 供应商不应雇佣未满十六周岁的未成年人。
3.22 The Supplier shall hold BMW China defended against, harmless from and fully indemnified for in any claim resulting from the breach of the Supplier's contractual obligations with his employees, agents, collaborators, suppliers or subcontractors.	3.22 在因供应商违反与其员工、代理人、合伙人、供货商或分包商的合同义务引发的索赔中, 供应商应保障宝马中国获得辩护、免受损害, 并就其损失取得全额赔偿。
3.23 The Supplier which will provide onsite service at BMW China's premises must sign and ensure the Supplier Personnel to observe BMW China's visitor guidelines, site rules and other security regulations (including without limitation the EHS Fire and Security Agreement, Discipline Provisions for EHS Fire Security Violations and regulations on prohibiting photography). Instructions issued by BMW China factory security officers must be obeyed in this respect. Failure in signing the aforesaid documents or serious breaches of the visitor guidelines, the site rules and other security regulations shall entitle BMW China to prohibit related Supplier Personnel from entering the premises of BMW China.	3.23 需要在宝马中国经营场所提供现场服务的供应商应签署并确保供应商人员遵守宝马中国访客规则、场所规定和其他安全规定(包括但不限于《EHS消防及安保管理协议》、《EHS消防安保违约事件处理规定》及禁止拍照的规定), 并遵守宝马中国的工厂安全管理人员作出的指示。如果供应商不签署前述文件或者任何供应商人员严重违反宝马中国访客规则、场所规定和其他安全规定, 宝马中国应有权禁止相关供应商人员进入宝马中国的经营场所。
4 Amendments and Supplements	4. 修改与补充
4.1 BMW China shall have the right at any time up until the acceptance of Goods/Services to demand amendments and supplements to the Purchase Contract using reasonable discretion and taking into consideration of the interests of the Supplier. This shall particularly apply to amendments and supplements to the Project which are required for technical reasons, as a result of official requirements or to meet the deadlines or cost targets. The Supplier undertakes to check such amendments and supplements without delay to ensure they are technically feasible and their impacts on quality, deadlines and costs and to notify BMW China of the results in writing. The Supplier also undertakes to suggest amendments or supplements to BMW China which it regards as necessary or expedient to ensure the successful fulfilment of the Purchase Contract and to execute said amendments or supplements after receiving written consent from BMW China.	4.1 宝马中国有权在对接受货物/服务且进行验收之前的任何时间对采购合同进行其认为合理的修改或补充, 但应考虑供应商的利益。前述规定特别适用于政府要求的、或为实现截止期限或费用目标而导致的对项目基于技术原因而进行的修改或补充。供应商有义务及时对该等修改或补充进行检查, 以确保其在技术上可行, 并且检查其对质量、期限和费用的影响, 并将结果书面通知宝马中国。就其认为成功履行采购合同所必需或有利的任何修改与补充, 供应商承诺将向宝马中国提出建议, 并在得到宝马中国的书面同意后实施该等修改与补充。
4.2 If an amendment results in an increase or reduction in costs and/or a deadline extension, the Supplier undertakes to point this out at the same time as providing its amendment suggestion or immediately after receiving the amendment request from BMW China and to submit an appropriate supplementary quotation. The amendment shall be made on the basis of a written agreement which contains details of the	4.2 如果一项修改导致成本增加或减少和/或期限延长, 供应商有义务在提交其修改建议的同时或在收到宝马中国的修改要求后立即指出上述情况, 并且有义务提交相应修订后的报价。变更应该以书面协议的形式做出, 该协议应该就额外

payment of additional costs or the refund of prepaid costs and the timetable for the work.	成本的补偿或成本减少部分的返还及日程安排做出明确约定。
4.3 If an amendment means that the Supplier must provide additional Goods/Services which are not included in the Purchase Contract, the Supplier shall only be entitled to the additional Price insofar as it has been agreed prior to the execution of the additional work for such Goods and Services. The additional Price shall be determined in accordance with the basis for calculating the Price for the Goods/Services provided for in the Purchase Contract and according to the special costs of the additional Goods/Services required.	4.3 如果一项变更需要供应商进一步提供采购合同中未规定的货物/服务, 只有在双方在该等额外工作实施之前对所需额外支付的价款达成一致的情况下, 供应商才有权取得该等额外价款。额外价款的数额应按照采购合同约定的货物/服务的定价依据和需要额外提供的货物/服务的具体成本决定。
5 Inspection and Acceptance	5. 检查和验收
5.1 Unless otherwise provided in the Main Contract, after the whole Project as stipulated in the Purchase Contract has been completed, the Supplier shall submit a written confirmation on readiness for acceptance and handover all documentations associated with the Purchase Contract. BMW China shall undertake the inspection and acceptance upon receiving the aforesaid confirmation and documentations. If the inspection of Goods/Services provided by the Supplier requires any commissioning, the inspection and acceptance shall not be conducted until the commissioning has been successfully concluded.	5.1 除非主合同另有规定, 采购合同约定的项目全部完成后, 供应商应当向宝马中国提交准备就绪可以验收的书面确认, 并将与采购合同相关的所有文件交付给宝马中国。宝马中国应在收到前述确认及文件后及时启动验收程序。如果检查供应商提供的货物/服务需要试运行, 则检查和验收程序直至上述试运行成功结束后方可进行。
5.2 The acceptance of the Project shall be recorded in writing. The acceptance procedure shall not be completed until the Supplier has removed all the defects as provided in Clause 11 that have been found during the acceptance test. The removal of defects must be performed by the Supplier within a reasonable period and, at the latest, before the deadline set by BMW China.	5.2 对项目的验收应有书面记录。只有在验收测试中发现的本一般条款第11条约定的瑕疵被供应商全部消除后, 验收方可完成。供应商应在合理的期限内尽快消除前述瑕疵, 最晚不超过宝马中国规定的截止期限。
5.3 The handover of the completed Goods/Services ready for use shall not constitute the acceptance of related Goods/Services. Payments by BMW China in whole or in part shall not indicate that BMW China has accepted the Goods/Services under the Purchase Contract.	5.3 双方交接已经完工、可以使用的货物/服务不构成对相关货物/服务的验收。宝马中国全部或部分支付款项并不代表其采购合同项下的货物/服务已通过验收。
6 Deadline and Delay	6. 期限和迟延
6.1 Delivery dates (for Goods purchase, dates when the Goods arrive at BMW China appointed place) agreed by both Parties are binding. Whenever deadlines are stated by calendar week or month without specifying the specific dates, the 1st working day shall apply in each case.	6.1 双方一致同意的交付日期(对于货物采购, 交付日期是指货物到达宝马中国指定收货地点的日期)具有法律约束力。如约定的截止期限未明确具体日期, 仅约定某日历周或日历月, 应以该周或月份的第一个工作日为准。
6.2 In the event of any delay for which BMW China is not responsible, BMW China shall have the right to take measures, including but not limited to the following: (a) to request the Supplier to continue or suspend its delivery; (b) to request the Supplier to provide a new bank guarantee in accordance with Clause 8.6 hereinafter; (c) to cease or reduce the payment; (d) to request the Supplier to refund paid amount and pay corresponding interest;	6.2 如果因不可归责于宝马中国的原因造成延迟交付, 宝马中国有权采取包括但不限于下列措施: (a) 要求供应商继续或暂停交付; (b) 要求供应商根据本一般条款第8.6条提供新的银行保函; (c) 停止或减少付款; (d) 要求供应商返还已付款项并支付相应的利息;

(e) to adjust the Goods purchased or adjust the corresponding scope of the Services; (f) to seek substitute Goods/Services by third party; (g) to take certain measures by its own to minimize the loss; (h) terminate the Main Contract; and/or (i) claim for liquidated damages with the standard of 0.2% of the total Price as set out in the Order for each day delayed. If such liquidated damages cannot cover all BMW China's losses and expense incurred (e.g., legal fees and lawyer expense), the Supplier shall compensate to BMW China for the remaining losses arising from such delay. BMW China shall not be liable to the Supplier for BMW China's exercising of aforementioned unilateral rights. The above provision shall also apply in the event that the Supplier renders the Goods/Services, in whole or in part, in due time but BMW China does not accept the Goods/Services in accordance with the Purchase Contract.	(e) 调整采购的货物或调整服务的相应范围; (f) 向第三方寻求替代货物/服务; (g) 自行采取特定措施以减少损失; (h) 解除主合同; 和/或 (i) 要求供应商按照每延迟一日支付订单项下总价款的0.2%的违约金, 如该等违约金不能赔偿宝马中国由此产生的全部损失及费用 (如诉讼费用和律师费等), 则供应商应就违约金不能弥补的其余损失向宝马中国予以赔偿。 宝马中国无需因行使前述单方权利而向供应商承担任何赔偿责任。 以上约定也适用于供应商按时提供了全部或部分货物/服务, 但是宝马中国依据采购合同相关规定不接受该等货物/服务的情形。
6.3 In the event of any delay for which BMW China is responsible, the Supplier shall be entitled to a reasonable extension of the deadline of delivery. If the Supplier pays additional cost due to the delay, it shall be entitled to claim for compensation from BMW China for reasonable costs incurred, but in any event, the compensation shall not include any indirect loss of the Supplier such as loss of profit.	6.3 如果因宝马中国原因造成延迟交付, 供应商有权要求合理延展约定的交付截止日期; 如供应商因此延迟产生了额外的成本, 则供应商有权要求宝马中国对其产生的合理费用给予补偿, 但是在任何情况下该补偿均不包括利润损失等供应商的间接损失。
6.4 The Supplier must notify BMW China immediately in writing of any potential delays at the side of the Supplier even if BMW China may have been aware of the circumstances and reasons from other channels.	6.4 供应商必须立即书面通知宝马中国供应商方面可能发生的延迟, 即便宝马中国可能已经从其它渠道知晓前述情形或原因。
7 Power of Representation	7. 授权
7.1 The Supplier shall not represent BMW China in transactions unless BMW China's prior written authorization letter is obtained. The scope and term of the written authorization must be clarified explicitly in the authorization letter. The Supplier shall be fully responsible for any action or inaction of the Supplier Personnel that is beyond the scope and term of authorization. However, the Supplier shall be entitled to take action required to complete the ordered works or provide Goods/Services as set out in the Purchase Contract and to ensure that the Project can be conducted correctly and which shall not have any negative effects of a qualitative, deadline or financial nature for BMW China. This shall also apply to the declarations which are materially necessary for the coordination and monitoring of the execution of the Purchase Contract.	7.1 除非得到宝马中国的书面授权, 供应商不得在任何交易中代表宝马中国。书面授权应明确说明授权的范围和期限。供应商应当对供应商人员超越授权范围和期限的任何作为和不作为承担全部责任。 然而, 供应商应有权采取完成采购合同规定的工作或提供货物/服务和为确保项目得到正确实施所必须的措施, 但不得对宝马中国造成质量、期限或财务方面的负面影响。前述规定也适用于对执行采购合同的协调和监控来说实质上必要的声明。
7.2 The Supplier acknowledges that any third parties, whom BMW China entrusts with planning and/or monitoring tasks, do not have any authority to represent BMW China in giving any notification, direction or instruction that BMW China is entitled to grant under the Purchase Contract. They	7.2 供应商了解: 宝马中国委托的执行计划和/或监控任务的任何第三方均无权代表宝马中国做出任何其在采购合同项下有权发出的通知、指令或指示。特别是, 该第三方无权延长订单执行的截止期

particularly do not have the right to extend performance deadlines or to legally acknowledge invoice sums, Price, management time, quantity surveys or suchlike.	限,亦无权认可发票金额、价款、管理工时、工作量统计或类似事项。
7.3 BMW China has the right, but not the obligation, on behalf of the Supplier to accept deliverables from a third party in the Supplier's absence upon prior consent of the Supplier; however, BMW China shall not be liable for the completeness and correctness of the deliveries even if BMW China has acknowledged the receipt in writing. The Supplier shall bear all of the risks associated with the deliverables.	7.3 宝马中国有权,但没有义务,在供应商缺席的情况下经供应商事先同意代表供应商接受第三方的交付物,但是宝马中国不对该交付物的完整性和准确性负责,既使其已书面签收。供应商应承担与交付物相关的所有风险。
7.4 If needed for fulfilling the Purchase Contract, the Supplier must obtain any third-party permit or authorization at its own cost, and must provide BMW China with proof thereof. In this regard, the Supplier shall fully indemnify BMW China for any claims for damages as well as any contractual or statutory claims by third parties.	7.4 如果履行采购合同需要,供应商应自负费用取得第三方许可或授权,并且应向宝马中国出示相关证明。供应商应就第三方提出的任何与此相关的索赔主张及其基于合同约定或法律规定的主张对宝马中国造成的损失进行全额赔偿。
8 Price, Invoicing and Payment	8. 价款、发票和付款
8.1 Unless otherwise agreed in the Main Contract, all the price under the Purchase Contract shall be fixed prices inclusive of any statutory payable value-added tax and all additional costs such as transportation and installation costs, travel and lodging costs, surcharges, etc.(herein referred to as the "Price"). The Price shall maintain unchanged until all of the Project to be rendered under the Purchase Contract has been completed. Hospitality / entertainment expenses will not be reimbursed by BMW China.	8.1 除非主合同另有约定,采购合同项下的价格是固定价格,且已经包含法定应付的增值税及所有额外成本如交通费、安装费、差旅费及附加费等(以下统称为“价款”)。价款在采购合同项下的项目履行完毕之前保持不变。宝马中国不承担招待/娱乐费用。
8.2 Unless otherwise agreed in writing, the Price shall not be paid until the completion of the Project and the acceptance of the Goods/Services in accordance with the Purchase Contract, or if provided in the Main Contract that the Goods/Services will be provided in various phases, until the acceptance/inspection of the Goods/Services by BMW China for a specific phase.	8.2 除非双方另有书面约定,宝马中国在供应商按照采购合同约定完成项目以及货物/服务通过验收之前没有义务支付价款。如果主合同规定货物/服务分不同阶段提供,则某一特定阶段的货物/服务通过宝马中国验收前宝马中国无义务付款。
8.3 Payment for the Price shall be made by bank transfer at BMW China's discretion. The Supplier must issue the qualified invoice/voucher to BMW China in accordance with the applicable PRC tax regulations in force. The original invoice/voucher must be addressed to the Finance Department of BMW China, and the e-Invoice or e-Receipt shall be submitted through the e-Invoice portal of BMW China. In the event of non-compliance with the Purchase Contract by the Supplier, BMW China reserves the right to withhold, reduce or demand the repayment of payments already made plus the corresponding interest.	8.3 价款的支付方式应依据宝马中国的要求使用银行转账。供应商须根据届时有效适用的中国税收法律法规向宝马中国开具合规的发票或收据。原始发票或收据应当寄送至宝马中国财务部门,电子发票或电子收据应通过宝马中国电子发票门户提交。如供应商未能履行采购合同的约定,宝马中国保留停止、预提、暂扣、减少付款或要求退回已付款项(包括相应利息)的权利。
8.4 Unless confirmed and consented by BMW China in advance, the local Supplier who needs to provide local VAT invoice to BMW China must state the following details on its invoice, otherwise the invoice will be rejected by BMW China:	8.4 除非事先获得宝马中国的确认和同意,需向宝马中国提供增值税发票的境内供应商应在发票上标明以下信息,否则发票将会被拒收:

- Complete name, tax register number, address, telephone, opening bank, bank account of the Supplier and of BMW China - BMW China supplier/vendor code - Order No. - SAP GR No. - Invoice issuance date - Trade description of the Goods/Services in Chinese - Quantity - Net amount - Tax rate, amount of tax - Total Price amount (tax included) - Any reduction in Price agreed in advance if not taken into account in the Price - Invoice stamp - Other information required by the PRC tax regulations, as amended from time to time Unless confirmed and consented by BMW China in advance, the local Supplier who needs to provide ordinary (non-VAT) invoice to BMW China must state the following details on its invoice, otherwise the invoice will be rejected by BMW China: - Complete name and address of the Supplier and BMW China - BMW China supplier/vendor code - Order number - SAP GR No. - Invoice issuance date - Trade description of the Goods/Services in Chinese - Quantity - Amount - Invoice stamp - Other information required by the PRC tax regulations, as amended from time to time The Supplier registered in a foreign country or in Taiwan, Hongkong or Macao (“Overseas Suppliers”) shall state the following details on its invoice, otherwise the invoice will be rejected by BMW China: - Complete name and address of the Overseas Supplier and BMW China - BMW China supplier / vendor code - Order number - SAP GR No. - Invoice issue date - Trade description of the Goods/Services - Quantity - Amount - Swift code - International Bank Account Number or Bank Account Number - Signature or company stamp - Other information required by the PRC tax regulations, as amended from time to time	- 供应商及宝马中国的全称，纳税人识别号、地址、电话、开户行及账号 - 宝马中国的供应商编号 - 订单号 - 收货号 - 发票开具日期 - 对货物/服务的中文描述 - 数量 - 净额 - 税率及税额 - 含税总价款 - 事先同意在价款中减少的金额（如在价款中没有体现） - 发票专用章 - 不时修订的中国税法所要求的其他信息 除非事先获得宝马中国的确认和同意，需向宝马中国提供非增值税发票的境内供应商应在发票上标明以下信息，否则发票将会被拒收： - 供应商及宝马中国的全称及地址 - 宝马中国的供应商编号 - 订单号 - 收货号 - 发票开具日期 - 对货物/服务的中文描述 - 数量 - 金额 - 发票专用章 - 不时修订的中国税法所要求的其他信息 在国外或香港、澳门、台湾注册的供应商（下称“境外供应商”）应在发票上标明以下信息，否则发票将会被拒收： - 境外供应商及宝马中国的全称及地址 - 宝马中国的供应商编号 - 订单号 - 收货号 - 发票开具日期 - 对货物/服务的描述 - 数量 - 金额 - 国际电联代码 - IBAN号或银行账号 - 签字或公司盖章 - 不时修订的中国税法所要求的其他信息
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8.5 In the event any third party is engaged by the Supplier as its subcontractor with prior written consent from BMW China, the Supplier shall claim from BMW China the third party expense in its net value (i.e., excluding any taxes, in particular VAT payable by such subcontractor) of aforementioned subcontractor. BMW China will only be liable for the value-added tax payable by the Supplier directly for the service provided under the Purchase Contract with the pre-condition that the Supplier provides to BMW China a valid and compliant tax invoice.	8.5 经宝马中国事先书面同意供应商聘用第三方作为其分包商的, 供应商应仅就该分包商的费用净值(不含该分包商应缴纳的任何税费尤其是增值费)向宝马中国主张第三方费用。宝马中国仅承担供应商依据采购合同提供服务直接产生的增值税, 前提是供应商已向宝马中国提供有效且合规的税务发票。
8.6 If BMW China demands the provision of a bank guarantee, the Supplier shall provide it within the time limit as requested by BMW China. The Supplier shall apply to its bank with BMW China's template for issuing a bank guarantee, which shall cover any claim for indemnification or allegation which can be made by BMW China under the Purchase Contract. Any change to BMW China's bank guarantee (template) shall obtain BMW China's written consent in advance. If any advance payment is agreed by BMW China, it shall only be made conditional upon the receipt of an advance payment bank guarantee provided by the Supplier. BMW China's claim of rights under a bank guarantee will not affect its right to claim for indemnification of damages afterwards.	8.6 如宝马中国要求供应商提供保函, 供应商应当于宝马中国要求的期限内提供。供应商应当向其开户行申请按照宝马中国提供的保函模板开具保函, 以涵盖宝马中国根据采购合同可能提出的任何损害赔偿请求或主张。任何对宝马中国保函模板的修改均应获得宝马中国的事先书面同意。 如双方约定由宝马中国支付预付款, 则须以收到供应商提供的银行预付款担保函为前提条件。 宝马中国主张保函项下的权利并不影响其后续的索赔权利。
8.7 BMW China may, at any time up until the expiry of two years after the final payment, demand the Supplier presenting the original vouchers. This provision shall endure beyond the termination of this Purchase Contract.	8.7 宝马中国可以在支付最后一笔款项后的两年之内的任何时间要求供应商提供原始发票或收据凭证。此条款在采购合同终止/解除后仍然有效。
8.8 During the term of the Purchase Contract and two years after its termination, BMW China may audit all BMW China related account of the Supplier at any time with 5 working days prior written notice. For the purpose of carrying out the audit, the Supplier shall provide BMW China with all related documents, true and authentic, and give any necessary assistance. During the process of audit, BMW China or the engaged auditors are entitled to inspect and copy all documents, relevant books, time-records and accounting procedures which are related to the Purchase Contract. BMW China's auditing right under this clause shall not be affected, be restricted or be hindered by the Supplier's duty of confidentiality owed to any third party. To avoid doubt, the Supplier shall obtain from the third party a prior consent for disclosure of information to BMW China and shall ensure the proper fulfillment of its duty under this Clause hereof.	8.8 采购合同期间及终止后两年之内, 宝马中国可随时对供应商的所有与宝马中国有关的帐目进行审计, 但应提前5个工作日发出书面通知。为进行该等审计, 供应商应向宝马中国提供全部真实有效的相关文件并给予任何必要的协助。审计期间, 宝马中国或受聘审计师有权核查并复制所有与采购合同有关的文件、相关帐册、时间记录及会计程序。 宝马中国根据本条享有的审计权不应受到供应商对任何第三方负有的保密义务的影响、限制或阻碍。为免歧义, 供应商应当自第三方获得向宝马中国披露信息的事前批准并保证其对本条约定的义务的适当履行。
8.9 BMW China shall have the right to offset Price or other payables to the Supplier against any of its claims, recourses or indemnities receivable from the Supplier.	8.9 宝马中国有权将针对供应商的任何主张、追索或可从供应商取得的任何赔偿从应该支付给供应商的价款或其他应付款中扣除。

9 Taxes	9. 税费
9.1 Taxes shall comprise all current or future taxes, charges, levies, costs and other fees of any kind as well as additional payments which must be or have been paid as a result of obligations under PRC regulatory laws and regulations (such as fines, penalty payments, etc.).	9.1 税费应包含所有现有或未来的税款、收费、征费、支出或其他任何形式的费用以及为履行中国法律法规规定的义务而应当或已经支付的额外款项（例如罚款、滞纳金等）。
9.2 BMW China and the Supplier shall each be responsible for fulfilling their fiscal obligations and liabilities. If one of the Parties fails to meet its fiscal/tax obligations or liabilities and this results in loss, damage or any other disadvantage for the other Party, the first Party shall fully indemnify the other Party from said loss, damage or other disadvantage.	9.2 宝马中国和供应商应各自对其财务上的义务和责任负责。如果一方未履行其财务/税务上的义务或责任并对另一方造成损失、损害或任何其他不利后果，则应当充分向另一方赔偿上述损失、损害或其他不利后果。
9.3 If withholding tax falls due on the amounts to be paid by BMW China to the Supplier, the withholding tax shall be withheld by BMW China pursuant to the applicable law and regulations and paid to the relevant tax authority for the Supplier's account. In this case, the Supplier will receive net Price excluding tax. The Supplier must provide invoices which indicate the gross price of the Purchase Contract, i.e. the price on invoice should be the pre-tax price. Upon request of the Supplier and in compliance with applicable PRC law and regulations, BMW China shall provide the Supplier with a valid tax certificate evidencing payment of withholding taxes on behalf of the Supplier. If an applicable double taxation agreement or another regulation provides for a reduction or exemption from withholding tax deduction, BMW China shall only withhold the reduced amount or apply the exemption if the Supplier has provided BMW China with a valid tax exemption certificate and all other documentations and information required by BMW China and/or the applicable tax regulations necessary for effectuating the tax reduction or exemption. Otherwise BMW China shall deduct and withhold the withholding taxes from the amounts due, which must be paid to the relevant tax authority to comply with the applicable tax law. The Supplier shall meet all its certification, information and documentation obligations and other duties required for the application of reduced tax rates or exemptions under the applicable double taxation agreements or other regulations.	9.3 如果宝马中国应向供应商支付的款项须代扣税款，则宝马中国应根据适用的法律法规为供应商代扣税款并向负责的税务机关缴纳。在此情况下，供应商将只收到税后价款净额。供应商必须提供标明合同总价的发票，即发票上的金额必须为含税价。如果供应商要求且适用的中国法律法规允许，宝马中国应向供应商提供其为供应商代扣代缴税款的税务证明。 如果某一适用的双重征税协定或其他规则规定了代扣代缴税款的减免，只有供应商向宝马中国提供有效的免税证明以及宝马中国和/或适用的税务法规要求的为实现税收减免所必需的所有其他文件及信息，宝马中国才会扣缴减少的税款或适用免征。否则，宝马中国应当从应税金额中代扣代缴税款，以遵守适用的税法规定。 供应商应遵守其为申请适用的双重征税协定或其他规则下减免税款而负有的认证、信息和文件方面的所有义务和责任。
9.4 The Supplier shall pay all taxes which the Supplier incurs in PRC or elsewhere due to the purchase, consumption or production of goods or for the use of services or from business trips by its own employees, which are required for the provision of the Goods/Services. These taxes have been covered as costs by the Price provided in the Main Contract. The Supplier may at its own cost claim for the reimbursement, deduction or repayment of these taxes in PRC or elsewhere. The Supplier shall not invoice BMW China with these taxes separately as far as they are not so expressly provided in the Purchase Contract.	9.4 供应商应当支付其在中国或其他地区因采购、消耗、生产货物、使用服务或其雇员为提供货物/服务而进行必要的差旅所发生的税费。该等税费作为费用已经包含在主合同中约定的价款中。供应商可以自负费用申请该等税款在中国或其他地区的补偿、减少或返还。只要采购合同中未明确规定，供应商不应就前述税款向宝马中国单独开具发票。

10 Customs, Origin and Export Controls	10. 关务、原产地和出口管控
10.1 The Supplier shall comply with all applicable laws and regulations, particularly those relating to Customs, export controls (including local export control law, United Nations' Security Council resolutions, and other applicable international or foreign national regimes on the premise that such regimes do not conflict with the laws and regulations of P.R.C) and all the requirements related to the security of the supply chain.	10.1 供应商应当遵守所有法律法规, 尤其是与关务和出口管控相关的法律法规 (包括本地出口管控法律、联合国安理会决议以及其他适用的国际或者外国法律法规, 这些法规的适用以不与中国相关法律法规冲突为前提) 以及与供应链安全相关的一切要求。
10.2 At the request of BMW China, the Supplier undertakes to provide all the required documents, including but not limited to certificates or declarations (e.g. AEO certificate, supply chain security declaration, declarations under C-TPAT or similar programs), to support BMW China during official investigations and to use similar caution in its dealings with its business partners.	10.2 根据宝马中国的要求, 供应商承诺在政府相关调查中提供一切需要的文件, 包括但不限于证书或声明 (例如海关认证企业证书、供应链安全声明、海关-商贸反恐怖联盟 (C-TPAT) 声明或者其他类似的证书或者声明) 支持宝马中国, 并在与其商业伙伴交易时尽到类似的注意。
10.3 BMW China shall be entitled to reject the contractual performance which forms part of the business relationships if the Supplier breaches regulations set out in Clause 10.1 hereof, and this would make the execution or performance of the Purchase Contract by BMW China a breach of the law. This same shall apply, notwithstanding an infringement by the Supplier, if the execution or performance of the Purchase Contract by BMW China would constitute a breach of the regulations set out in Clause 10.1. In these cases the Supplier agrees to waive its right to any compensation or other claims relating to the justified exercise of its right to withhold performance on the part of BMW China. If, due to sudden change/amendment of applicable export control laws and regulations, the contract performance can't be continued, the Supplier must notify BMW China in written within 2 working days; in case of any losses to BMW China due to failure of due notification within the time provided above, the Supplier shall indemnify BMW China of such losses.	10.3 如果供应商违反本一般条款第10.1条的规定, 并因此导致宝马中国签署或履行采购合同的行为违法, 宝马中国有权拒绝构成业务关系的合同履行。如果宝马中国签署或履行采购合同构成对第10.1条规定的违反, 即使构成对供应商违约, 前述规定也应适用。在前述情况下, 供应商同意放弃主张与其正当行使要求宝马中国停止履行的权利相关的任何赔偿或其他请求的权利。 如果, 由于适用的出口管控法律法规突然更改或修正, 从而导致采购合同不能继续履行, 供应商必须在两个工作日内书面通知宝马中国。如果由于供应商未在上述规定时间内通知相关信息而给宝马中国造成损失, 那么供应商应当赔偿宝马中国因此所遭受的全部损失。
10.4 The Supplier must notify BMW China (a) of any export control applicable to the contractual performance (e.g. classifications in accordance with the Dual-Use Regulation or comparable regulations). (b) of any possible export restrictions relating to the Goods/Services to be provided which are applicable in the country of production and/or shipment. (c) if and insofar the goods and/or technologies are subject to an export/re-export license under applicable law. (d) of the export control relevant classification number applicable (e.g. China Tariff Code, the Export Control Classification Number (ECCN) for US products, the "AL number" of goods and/or technologies listed on the German Export Control list or in the EC Dual-Use Directive, etc.). (e) of any possible license exceptions for the goods and/or technologies.	10.4 供应商应当告知宝马中国: (a) 适用于采购合同履行的任何出口管控措施 (例如, 根据两用物项管理规定或类似规定进行的分类)。 (b) 与应当提供的货物/服务相关的、在生产国和/或装运国适用的可能发生的出口管控。 (c) 其供应的货物和/或技术是否受到适用法律关于出口/再出口许可的管制。 (d) 出口管控相关适用的分类号码 (例如中国海关编码、美国货物的ECCN出口管控分类号码、德国出口清单上或欧盟军民双重用途指令中的货物 "AL 号码" 等)。 (e) 货物和/或技术的许可例外。

(f) whether the related parties (such as dealers, brokers, end-users etc.) are listed on the control list such as prohibited or restricted transaction list etc.; Whether there are unauthorized transactions with entities on the relevant control list (including but not limited to prohibited or restricted transaction list entities including China control list entities, and the United Nations sanction list entities, etc.). (g) whether the transportation route of transactional items with BMW China passes through or maybe pass through the sensitive country(ies).	(f) 交易相关方（如承销商、中间商、最终用户等）是否被列入管控名单等禁止或限制交易名单；是否与相关的管控名单实体（包括但不限于我国管控名单等禁止或限制交易名单实体以及联合国制裁清单实体等）进行过未经授权的交易。 (g) 与宝马中国交易物项的运输路线是否途经或可能途经敏感国家。
10.5 The Supplier must support BMW China with all the required means to reduce or minimize BMW China's payment obligations relating to customs duties by laws. If the Supplier provides Services which may be imported into the recipient country on preferential terms, the Supplier must attach a preferential certificate of origin with each consignment if the legal requirements have been satisfied for this. If certificates of origin other than preferential ones are required in the recipient country as a result of national import regulations, BMW China must also be supplied with these by the Supplier. The Supplier must contact the Department of Imports and Exports BBF-3 of BMW China to discuss any questions and instructions relating to customs duties.	10.5 供应商应当通过一切必要的手段支持华晨宝马依法降低或减少海关关税方面的付款义务。如果供应商提供服务并基于优惠条件将该等服务进口至接收国，则供应商必须在法律要求成就的情况下于每次发货时附上原产地优惠证书。如果根据接收国的国内进口规定应提供原产地证书而非优惠证书，则供应商应当向宝马中国提供原产地证书。 供应商应就任何与海关关税相关的问题或指示与宝马中国进出口部BBF-3进行联络。
10.6 Upon arrival at the port of destination, The General Administration of Customs of the People's Republic of China or its designated Inspection Department will conduct a preliminary inspection to the Goods imported from abroad in respect of their quality, specifications and quantity / weight in accordance with relevant laws and regulations. If any discrepancies are found between the inspection results by Customs Inspection Division and related provisions of the Purchase Contract (except those for which either the insurance company or the shipping company is responsible), BMW China shall have the right either to reject the goods or claim against the Supplier on the strength of the inspection certificate issued by Customs.	10.6 在运抵目的地港口后，中华人民共和国海关总署或其指定的口岸监管或查验部门会根据相关法规对从国外进口货物的质量、技术规格和数量/重量进行检验。如果其检验结果与采购合同的相关规定存在任何差异（应由保险公司或货运公司负责的差异除外），则宝马中国有权拒绝接收货物或凭借海关签发的证书向供应商索赔。
11 Quality Warranty and Claim	11. 质量保证和索赔
11.1 With respect to Goods, the Supplier shall ensure the Goods under the Purchase Contract are brand new and free from defective of material, design and/or workmanship. Unless otherwise required by related PRC law or provided in the Main Contract, the warranty period for Goods shall be 2 years starting upon the acceptance of the Goods by BMW China. If the Goods is found to have any defect during the warranty period as provided in the paragraph above, BMW China shall be entitled to notify the Supplier in writing, and raise a claim against the Supplier. Any notice of defects by BMW China shall suspend the warranty period with regard to the defective Goods delivered.	11.1 就货物而言，供应商须确保采购合同项下的货物是崭新的，且不存在因材料、设计和/或制造工艺而导致的瑕疵。除非中国法律另有规定，或主合同另有约定，货物的保修期应为自该货物通过宝马中国验收之日起的2年。 如果货物在前款规定的保修期内被发现存在任何瑕疵，宝马中国有权书面通知供应商并提出索赔。 宝马中国发出的书面的缺陷通知将导致其保修期中断。在该缺陷得以补救后，相关货物的保修期重新起算。

After the defect has been rectified, the warranty period for the affected Goods shall recommence afresh.	
11.2 With respect to Services, in the event BMW China notices and ascertains any defect(s) of the received Services during the proper course of its business, it shall notify the Supplier in writing and raise a claim against the Supplier.	11.2 就服务而言, 在正常业务开展过程中, 如果宝马中国发现已获得的服务存在任何瑕疵, 宝马中国有权书面通知供应商并提出索赔。
11.3 For clarity, "defects" provided in Clause 11.1 and 11.2 refer to any of the following circumstances: (a) If the quality, quantities and/or the specifications of the Goods/Services is found not in conformity with the contracted stipulations; or (b) If the Goods/Services are defective for any reasons, including latent defect or the use of unsuitable materials.	11.3 为明确起见, 第11.1条和第11.2条规定的“瑕疵”系指以下两种情况之一: (a) 货物/服务的质量、数量和/或规格与约定不符; 或者 (b) 货物/服务因任何原因存在瑕疵(包括潜在瑕疵或使用不适当的材料)。
11.4 Whenever receiving a claim form BMW China, the Supplier shall reply within 10 days, otherwise the claim shall be regarded as accepted.	11.4 如果供应商应在收到宝马中国提出任何索赔后10天内作出答复, 否则视为供应商已接受此等索赔。
11.5 In case the Supplier is liable for the defects and a claim is made by BMW China according to Clause 11 hereof, BMW China shall be entitled to avail itself of the following remedies at its discretion, whether or not any part of the Goods/Services have been accepted: (a) Request the Supplier to rectify the defect at the Supplier's expenses on time. If the Supplier is late with this, BMW China can rectify the defect by itself or engage the third party for the rectification and demand compensation for the costs incurred by this. (b) Request the Supplier to replace the defective Goods with new ones within the period as provided in BMW China's written request, which conform to the specifications, quality and performances as stipulated in the Purchase Contract, and bear all expenses incurred to and direct losses sustained by BMW China. The Supplier shall, at the same time, guarantee the quality of the replacement Goods for a further warranty period as specified in Clause 11 of these GTC. If the Supplier fails to replace the defective Goods with those in compliance with the Purchase Contract within the aforesaid period, BMW China is entitled to engage a third party to repair the defective Goods or to purchase replacement Goods from other suppliers. Any cost incurred from such repair or replacement shall be compensated by the Supplier to the BMW China. (c) Request the Supplier to devalue the Goods/Services according to the degree of the inferiority, extent of damage and amount of losses suffered by BMW China. (d) Rejects the Goods/Services (in whole or in part) and returns them to the Supplier. The Supplier shall agree to the rejection of the Goods/Services, refund BMW China the value of the Goods/Services so rejected in the same currency as provided in the Purchase Contract, and bear all risk and direct losses and expenses in connection therewith including interest accrued, banking charges, freight, insurance premium, inspection charges, storage, stevedore charges and all other	11.5 如果供应商为瑕疵负有责任且宝马中国根据本一般条款第11条提出索赔, 无论宝马中国是否已经验收了货物/服务的任何部分, 宝马中国都有权自主决定行使下列救济中的任意一项或几项: (a) 要求供应商及时自付费用修正瑕疵。如果供应商发生迟延, 宝马中国可自行或聘请第三方修正瑕疵并要求供应商赔偿由此产生的费用。 (b) 要求供应商在宝马中国书面要求中规定的期限内, 以符合采购合同中规定的技术规格、质量和性能要求的新货物替换有瑕疵货物, 并承担宝马中国由此发生的一切费用和遭受的一切直接损失。供应商应同时在本一般条款第11条所规定的保修期间内保证替换货物的质量。如果供应商未能在上述期限内更换符合合同要求的货物, 宝马中国有权请第三方修复有缺陷的货物或从其它供应商处购买替换货物。因此发生的修理或替换费用应由供应商赔偿给宝马中国。 (c) 要求供应商按照质量低劣的程度、损害的程度和宝马中国所遭受的损失数额对货物/服务加以折价。 (d) 拒收全部或部分货物/服务, 将货物/服务退还供应商。供应商应对宝马中国拒绝接受货物/服务加以认可, 以采购合同中约定的相同货币将被拒绝接受的货物/服务的价值退还宝马中国, 并承担与之相关的一切风险和直接损失及费用, 包括利息、银行收费、运费、保险费、检验费、存储费、搬运费及保管和保护被拒绝接受的货物/服务所需的所有其他必要费用。 (e) 全部或部分解除主合同。

necessary expenses required for the custody and protection of the rejected Goods/Services. (e) Fully or partially terminate the Main Contract.	
12 Property Rights, Intellectual Property Rights and Rights of Use	12. 所有权、知识产权与使用权
12.1 All documents, tools or other materials which are made available to the Supplier by BMW China are BMW China's properties (i.e. whose property rights remain with BMW China). Goods or Service deliverables procured by the Supplier from a third party for BMW China under the Purchase Contract are BMW China's properties (i.e. whose property rights are transferred to BMW China) since the date when Supplier completes its purchase deal with the third party or the execution date of the Main Contract, whichever occurs latter. Goods or Service deliverables created/produced by the Supplier for BMW China under the Purchase Contract become BMW China's properties (i.e. whose property rights are transferred to BMW China) immediately upon being created/produced. The Supplier is liable for ensuring that the properties owned by BMW China will be handled with due care, and that any access to and use of such properties by third parties without BMW China's prior authorization will be prevented, any failure of which shall be informed to BMW China without any delay. The Supplier shall compensate to BMW China's losses (if any) incurred by such unauthorized access and use.	12.1 在采购合同范围内宝马中国提供给供应商的全部文件、工具或其他材料系宝马中国财产（即：其所有权一直属于宝马中国）。供应商为宝马中国从第三方采购的采购合同项下的货物或服务交付物自前述采购完成或主合同签署之日（以后到者为准）即成为宝马中国财产（所有权转让给宝马中国）。供应商依据采购合同为宝马中国制作/制造的货物或服务交付物一经制作/制造完毕即成为宝马中国的财产（所有权转让给宝马中国）。 供应商有义务确保谨慎使用宝马中国所有的财产，并禁止第三方未经宝马中国事前授权而对该等财产进行任何接触或使用，就任何未经授权的接触和使用供应商均应立即通知宝马中国。供应商应当就该等未经授权的接触和使用对宝马中国造成的损失（如有）进行赔偿。
12.2 All the intellectual property rights resulting from ideas, designs and results of the work carried out by the Supplier or any of the Supplier Personnel under the Purchase Contract shall be owned by BMW China. All the costs and expenses etc. related to the aforementioned intellectual property rights incurred by the Supplier are included in the Price under the Main Contract. If BMW China cannot obtain the title to such intellectual property rights under applicable laws, the Supplier shall ensure and be liable for the transfer to BMW China of proprietary user rights of such intellectual property rights, free of charge, for BMW China's exclusive use, without any restrictions with regard to time, content, territory, form of storage or manner of use (including those saved in electronic media such as CD-ROM or as an on-line version etc.). All the costs and expenses etc. related to the aforementioned the proprietary user rights incurred by the Supplier are included in the Price under the Main Contract. BMW China shall be entitled to extend, assign, revise, adapt, modify, duplicate or publish such rights without the Supplier's consent. In addition, BMW China shall be entitled to apply for a patent on patentable development results.	12.2 供应商或任何供应商人员在采购合同项下所从事的工作的创意、设计与成果所产生的全部知识产权属宝马中国所有，供应商产生的与前述知识产权相关的全部成本、费用等已包含在主合同中约定的价款中。 如果依据适用法律规定宝马中国无法获得该等知识产权的权属，供应商应保证并有义务将该等知识产权的专有使用权转让给宝马中国供其进行排他性的使用，在时间、内容、地域、存储介质或使用方式（包括那些存储在光盘等电子媒介或存储为在线版本等的的内容）等方面均不受任何限制。专有使用权相关的全部成本、费用等已包含在主合同中约定的价款中。 宝马中国有权续延、转让、修改、调整、改变、复制或公开此等权利而无需供应商同意。此外，宝马中国有权为可申请专利的研发成果申请专利。
12.3 The Supplier guarantees that the person who has any right to be named as the author of the Goods/Services created under	12.3 供应商保证，有权利作为采购合同项下交付的货物/服务的作者而署名的人将就

the Purchase Contract will waive the right to be thus named for the use by BMW China of relevant works in the course of its ordinary business operation. In this regard the Supplier shall fully indemnify BMW China for any claims by third parties.	宝马中国在日常业务经营中对相关货物/服务的使用而放弃其署名权。如果由于第三方提出的与此相关的任何主张给宝马中国造成损失, 供应商应全额赔偿。
12.4 The Supplier guarantees that the Goods/Services and the Project rendered thereby or by any of the Supplier Personnel are free from defect, and free from any possible claim of intellectual property rights by third parties which could preclude or impair BMW China's use of said Goods/Services. The Supplier shall indemnify BMW China and its agents, employees, officers, subsidiaries, affiliates and assignees for and hold them harmless from any and all third-party claims and/or related damages in respect of the above intellectual property rights and proprietary user rights, including the claims of any right of authorship which may be asserted against BMW China, its agents, employees, officers, subsidiaries, affiliates and assignees because of the use of the Goods/Services rendered by the Supplier. In dealing with the above claims and damages, the Supplier shall, to the extent allowed by applicable laws, initiate or participate in any necessary legal procedures in its own name and at its own cost. This is without prejudice to BMW China's right to claim for damages and to rescind the Main Contract in accordance with the statutory provisions. For the purpose of this Agreement, the term "Affiliate" shall mean any legal person, directly or indirectly, controlling, controlled by or under common control with BMW China. For the purpose of this definition, the term "controlling", "controlled by" and "under common control" shall mean the ability of making decisions on management and operation by shareholdings, contracts or in other manners, including but not limited to ownership of 50% or more of the voting stock or registered capital, or the power to appoint or elect a majority of the directors, or the power to appoint the general manager or the principal person in charge of a business entity. For the purpose of this Agreement, BMW AG, BMW Brilliance Automotive Ltd., BMW China Services Ltd., BMW China Investment Ltd., BMW Automotive Finance (China) Co., Ltd., Herald International Financial Leasing Co., Ltd., Ling Yue Digital Information Technology Co., Ltd., BMW (China) Insurance Broker Co., Ltd., BMW ArcherMind Information Technology Co., Ltd., Spotlight Automotive Ltd., other entities under BMW Group shall be deemed as Affiliates of BMW China.	12.4 供应商应确保其本身或任何供应商人员提供的货物/服务和实施的项目不存在任何权利瑕疵, 不受制于任何可能存在的、并可能排除或限制宝马中国使用该等货物/服务的第三方知识产权主张。 对于任何第三方就上述知识产权及专有使用权向宝马中国及宝马中国的代理人、员工、管理人员、子公司、关联公司及受让人提起的任何主张, 包括因为其使用供应商提供的货物/服务而向其提出的任何作者权, 供应商应对宝马中国及宝马中国的代理人、员工、管理人员、子公司、关联公司及受让人因此遭受的损失予以赔偿, 并使其免受损害。在处理上述主张或损害时, 供应商应在适用法律允许的范围内以其自身名义并自费用发起或参加任何必要的法律程序。上述法律程序不影响宝马中国根据法律规定主张损害赔偿和解除主合同的权利。 为本协议之目的, “关联方”是指直接或间接控制宝马中国或者被宝马中国控制的法人、或者直接或间接与宝马中国受共同控制的法人。为本定义之目的, “控制”、“被控制”以及“共同控制”是指通过拥有股权、合同或其它方式决定管理和运营的能力, 包括但不限于拥有50%及以上有投票权的股票或注册资本、有权力委任或选举大多数董事、或有权力委任一个业务运营实体的总经理或主要负责人。为本协议的目的, 宝马股份公司、宝马(中国)汽车贸易有限公司、宝马(中国)服务有限公司、华晨宝马汽车有限公司、宝马汽车金融(中国)有限公司、先锋国际融资租赁有限公司、领悦数字信息技术有限公司、宝马(中国)保险经纪有限公司、宝马诚迈信息技术有限公司、光束汽车有限公司、宝马集团旗下的其他实体均应被视为宝马中国的关联方。
12.5 Unless otherwise provided in the Main Contract, the intellectual property rights that have been lawfully obtained by the Supplier before the execution of the Purchase Contract ("Background Rights") shall remain with the Supplier. In case any Goods/Services or Projects contain any Background Rights, BMW China shall have a non-exclusive and non-	12.5 除双方在主合同中另有约定外, 在采购合同订立前供应商已经合法取得的知识产权(下称“背景知识产权”)仍归供应商所有。如货物/服务或项目含有任何背景知识产权, 宝马中国对背景知识产权享有非独占的和不可转让的使用权(相

transferrable right to use such Background Rights (related costs has been included in the Price under the Main Contract), without any restrictions with regard to time, content, territory, form of storage or manner of use (including those saved in electronic media such as CD-ROM or as an on-line version etc.). In case that the Background Rights involves any intellectual-property rights owned by any third parties, the Supplier is obligated to, prior to the execution of the Purchase Contract, inform BMW China in writing form of the extent to which the Supplier is restricted in its use of said Background Rights.	关的使用费已在主合同中约定的价款中包含),在时间、内容、地域、存储介质或使用方式(包括那些存储在光盘等电子媒介或存储为在线版本等的內容)等方面均不受任何限制。 如背景知识产权涉及第三方知识产权,供应商应在采购合同订立前将其在使用该等背景知识产权中受到限制的程度和范围书面告知宝马中国。
13 Data Protection	13. 信息保护
13.1 The Supplier shall ensure that all persons entrusted for the performance of the Purchase Contract will observe the statutory provisions on data protection and that they will not pass on to any third parties or exploit it in any other way which has not been provided in the Purchase Contract. Any obligation to maintain data secrecy required under private data protection law must be imposed on said personnel before they start their work, which must be evidenced to BMW China upon request. BMW China shall have the right to early terminate the Main Contract immediately if it deems that the information of its customer becomes unsafe or any right of its customer is affected due to the service provided by the Supplier under the Purchase Contract.	13.1 供应商应保证所有接受其委托以履行采购合同的人员均应遵守关于信息保护的法律规定,并且该等人员不会将其在履行合同期间获知的任何个人信息转交第三方或以采购合同未约定的其它方式加以利用。供应商必须在前述人员开始工作之前令其负有依据个人信息保护法律的要求对个人信息进行保密的所有义务,并且经宝马中国要求,供应商必须提供相关证明。如果宝马中国认为其客户的信息处于不安全状态或其客户的权利因供应商根据采购合同提供的服务受到影响,则宝马中国有权立即解除主合同。
13.2 If the Supplier processes personal data during the provision of the works or service, it undertakes to conclude an agreement for data processing as requested by BMW China and to ensure that any other necessary agreements for processing personal data are also concluded by its subcontractors. It may be necessary in individual cases that these agreements must be concluded directly between BMW China and the subcontractor.	13.2 如果供应商在提供劳务或服务期间对任何个人信息进行处理,供应商承诺按照宝马中国的指示签订数据处理协议,并承诺确保其分包商也将签订其他必要的个人信息处理协议。在个别情况下,宝马中国可能需要同分包商直接签订该等协议。
14 Confidentiality and Advertising	14. 保密与宣传
14.1 The Supplier and BMW China undertake to treat all information including but not limited to commercial and technical information which they receive directly or indirectly from the other Party as part of their business relationship as confidential and not to disclose them to third parties. Regardless of this, BMW China shall be entitled to disclose information to affiliated companies of BMW China.	14.1 供应商和宝马中国承诺对所有与履行采购合同相关的从对方直接或间接取得的所有信息包括但不限于商业和技术信息以及所有工作成果予以保密且不向第三方披露,但是宝马中国有权向其关联公司披露前述信息。
14.2 The obligation of confidentiality provided in Clause 14.1 hereof also applies to the extent of all the Supplier Personnel irrespective of the type and legal structure of the collaboration. The Supplier undertakes to impose the corresponding obligations of confidentiality on such personnel. It shall also take all reasonable precautions to prevent third parties from accessing to the work results or the information obtained from BMW China. BMW China has the right to require the Supplier or its personnel to sign a confidentiality agreement in writing.	14.2 本一般条款第14.1条约定的保密义务也适用于供应商人员,不论其合作的模式和法律结构如何。供应商保证以上人员负有相应的保密义务。供应商亦将采取必要措施避免第三方获知其工作成果或从宝马中国获得的信息。宝马中国有权要求供应商或其人员签署书面的保密协议。

14.3 The Supplier may only publicize its business relationship with BMW China with the prior written consent of BMW China.	14.3 供应商如果希望公开其与宝马中国的业务关系，应事先取得宝马中国的书面同意。
14.4 More details related to confidentiality obligations are provided in the Confidentiality Agreement executed by the Parties.	14.4 与保密义务相关的更多细节约定在双方已签署的保密协议中。
15 Compliance and Social Responsibility	15. 合规及社会责任
15.1 During the Project, the Supplier shall use the necessary resources (in particular materials, energy and water) efficiently and shall reduce the environmental impact (in particular with respect to waste, wastewater, air pollution and noise) to a minimum. This also applies to the effort and expense of transportation and logistics.	15.1 在项目执行过程中，供应商应高效使用必需使用的资源（特别是材料、能源和水资源）并应将对环境的影响（特别是废物、废水、空气污染和噪音方面的影响）降至最低。前述规定亦适用于运输和物流方面的工作和费用。
15.2 In addition, the Supplier must comply with the following obligations: a) For the quantitative assessment of the Supplier's resource efficiency required by the Supplier Code of Conduct, the Supplier must, upon request, provide BMW China with the following information relating to the total annual scope of Orders placed by and supplied to BMW China and with the affiliated companies of BMW China: total energy consumption; CO2 emissions; total water consumption; process waste water; metric tons of waste; VOC emissions. In addition, the Supplier shall provide upon BMW China's request data for a life cycle assessment relating to Goods or parts thereof (including data with regard to the materials input) according to the data collection format for life cycle assessment of the Verband der Automobilindustrie("VDA"). b) In the event of a chemical substance being imported into the area of applicability of a relevant law, the Supplier assumes responsibility for all obligations named in the Supplier Code of Conduct and all associated expenditure. Furthermore, the Supplier will upon request and without undue delay provide BMW China with any and all information about goods and substances contained therein, even if such Goods have already been delivered, as well as declarations and confirmations, required by BMW China in order to fully and timely fulfil its statutory information duties. In the event that Goods are chemical substances, preparations or materials, the Supplier shall provide BMW China with "Safety Data Sheets" for these Goods.	15.2 此外，供应商必须遵守下列义务： a) 为按照《供应商行为准则》的规定对承包商的资源利用效率进行定量评估，经要求，承包商必须向宝马中国提供与宝马中国和宝马中国的关联公司所下订单和向宝马中国供应的年度总量有关的下列信息：总能耗、二氧化碳排放、总耗水量、加工废水、废物公吨数、挥发性有机物排放。此外，供应商应 BMW China 的要求，根据 Verband der Automobilindustrie（“VDA”）的生命周期评估数据收集格式，提供货物或零部件的生命周期评估数据（包括投入材料方面的数据）。 b) 如果化学物质被进口到相关法律的适用地区，供应商承担《供应商守则》中列明的所有义务及所有相关支出的责任。 此外，一经要求，供应商将毫不迟延地向宝马中国提供有关货物和其中所含物质（即使该等货物已经交付）的任何和所有信息，以及宝马中国要求的声明和确认，以全面、及时地履行其法定的信息义务。 如果货物是化学物质、制剂或材料，供应商应向宝马中国提供该等货物相关的“安全数据表”。
15.3 For BMW China it is of paramount importance that corporate activities take account of the social responsibility to employees and society as a whole. This applies both to BMW China itself and to its suppliers. BMW China and its suppliers acknowledge their compliance with the adopted principles set by applicable international convention and local laws. Among others, the following principles are of particular importance:	15.3 “对员工和社会的责任”是宝马中国公司价值和企业文化中至关重要的内容，对这一内容的考虑和关注贯穿公司活动的始终。上述原则对宝马中国的供应商应同样适用。宝马中国和其供应商确认，其遵守适用的国际公约和本地法律规定的原则。其中，以下原则尤为重要：
(a) Preservation of human rights (b) Elimination of forced, compulsory, and child labor (c) Positive and negative freedom of association	(a) 保障人权 (b) 禁止雇佣童工和强迫劳动

(d) Elimination of discrimination on the basis of gender, origin, religion or belief, membership of a trade union or the like, handicap, age, sexual identity, nationality, marital status, political affiliation, veteran status, or other characteristics protected by local law (e) Compliance with occupational health and safety standards (f) Protection from individual arbitrary personnel measures (g) Maintenance of employability by basic and advanced training (h) Maintenance of adequate social working conditions (i) Provision of conditions that enable employees to enjoy a reasonable standard of living (j) Remuneration, which permits employees to secure their livelihoods including their social and cultural participation (living wage) (k) Implementation of equal opportunities and family-friendly policies (l) The protection of indigenous rights (m) Ban on bribery and blackmail (n) Safeguarding of animal welfare and animal protection, in particular the 3R principle (Replacement, Re-reduction, Refinement) in animal testing (o) Compliance with current laws and regulations. In view thereof, Supplier shall take adequate measures in order to prevent corruption offences within its company.	(c) 积极和消极的结社自由 (d) 不因性别、种族、出身、宗教或信仰、工会或类似组织成员身份、残疾、年龄、性取向、国籍、婚姻状况、政治派别、退伍军人身份或其他受到地方法律保护的征而歧视 (e) 遵守职业健康和安全标准 (f) 保护员工免受专断的人事管理措施 (g) 为员工提供基本的和高级的培训 (h) 维持充足的社会工作条件 (i) 提供必要条件使员工享受合理的生活水平 (j) 使员工获得允许其保证生计（包括社会生活和文化生活）的报酬（最低生活工资） (k) 实现机会均等和家庭友好的政策 (l) 保护原住民权利 (m) 禁止贿赂和勒索 (n) 保障动物福利和保护动物，特别是动物试验中的3R原则（替换、恢复、改进） (o) 遵守现行法律法规 有鉴于此，供应商应采取适当措施避免其公司内部出现贪污腐败。
15.4 The Supplier must comply with all laws, standards, and official regulations applicable to it, in particular antitrust and competition law, anti-corruption and anti-money laundering law, and export control and data protection related law. The Supplier is also obliged to comply with and implement the "Supplier Code of Conduct" valid at the time of conclusion of the contract. The requirements under the "Supplier Code of Conduct" are based on international conventions and applicable laws in concerned markets where the Supplier conducts its business. Unless otherwise provided by the laws of the PRC, in case of any conflict between the laws of the PRC and any other law, regulation or code (including the applicable basis therefor), the laws of the PRC shall prevail.	15.4 供应商必须遵守所有适用于其的法律、标准和官方法规，特别是反垄断和竞争法、反腐败和反洗钱法以及出口管制和数据保护的相关法律。供应商还有义务遵守并执行在本合同签订时有有效的《供应商行为准则》。《供应商行为准则》项下的要求以国际公约和供应商开展业务所在的有关市场的适用法律为依据。除中国法律另有规定外，如果中国法律与其他法律、法规或准则（包括其适用基准）存在任何冲突，应以中国法律为准。
15.5 The Supplier warrants that, within the framework of the contractual relationship, it will only transmit such data to BMW China that it is entitled to transmit.	15.5 供应商保证，在合同关系的框架内，其将仅向宝马中国传送其有权传送的数据。
15.6 In order to implement the obligations referred to in this Clause 10, the Supplier must take appropriate training, information, control and sanction measures in its organization, establish an accountable compliance function and designate it upon request.	15.6 为了履行本第15条中所述的义务，供应商必须在其组织中采取适当的培训、信息、控制和批准措施，并成立一个负责的按要求行事的部门。
15.7 It is the responsibility of the Supplier to ensure that his subcontractors also act in accordance with the provisions set out in this Clause 15.	15.7 供应商有责任确保其分包商亦根据本第15条的规定行事。
15.8 Upon written request, the Supplier shall share information on non-financial performance indicators such as environmental, employee and social concerns, attention to human rights and combating corruption and bribery as well as the underlying strategies and processes according to recognized standards, e.g. in the form of a sustainability report in accordance with	15.8 经书面要求，供应商应根据公认的标准，以可持续发展报告的形式，分享诸如环境、员工和社会问题、对人权的关注以及反腐败和反贿赂等非财务业绩指标的信息，以及潜在的战略和流程，例如，根据全球报告倡议组织

Global Reporting Initiative ("GRI") compliance declaration. If due to statutory requirement the Supplier is obliged to inform on its non-financial performance indicators, then the forwarding of such corresponding report will suffice.	(“GRI”) 合规声明, 以可持续性报告的形式。如果出于法律要求, 供应商有义务告知其非财务业绩指标, 则转发该相应的报告即可。
15.9 The Supplier warrants that the information provided by him with regard to its non-financial performance indicators as per Clause 15.8 is accurate, complete and with regard to any date referred to in the documents or information – current and fairly represents its actual non-financial conditions.	15.9 供应商保证, 其根据第15.8款提供的关于供应商的非财务业绩指标的信息准确、完整, 并且就文件或信息提及的任何日期而言, 是最新的, 且公允地代表了供应商的实际非财务状况。
15.10 BMW China shall be entitled to refuse both to cooperate with the contractual performance and to accept the contractual performance and pay for it if and to the extent that this would breach a relevant legal regulation or as long as a relevant legal regulation is not being complied with.	15.10 如果供应商的行为违反相关法律法规或未遵守相关法律法规的要求, 宝马中国有权拒绝配合履行合同, 且有权拒绝接受供应商履行合同并付款。
16 Force Majeure	16. 不可抗力
16.1 If any Party is prevented from executing this Purchase Contract by force majeure, that Party shall not be held liable for the non-execution of its obligations. The force majeure events shall include but not limited to fire, typhoon, flood, earthquake or other natural disasters, explosion, strike, change of law or policy, embargo or other events beyond any Party's reasonable control or foreseeability.	16.1 如任何一方因受不可抗力影响而无法履行采购合同, 该方对其无法履行义务的行为不承担责任。不可抗力事件包括火灾、台风、洪水、地震或其他自然灾害、爆炸、罢工、法律或政策的改变、禁运或其他超出任何一方合理控制或预见能力范围的事件。
16.2 However, the Party prevented by the force majeure shall advise the other Party of such occurrence by fax within three days of this kind of incident. And the prevented Party shall furnish a certificate issued by the Chamber of Commerce at the locality of occurrence or other appropriate proof of the occurrence of such force majeure event latest within 14 days of this incident to prove that such occurrence really happened, one by fax and one original by registered express mail. Under such circumstances, however, the prevented Party is still under the obligation to take all necessary measures to overcome such incident. In case the accident lasts for more than two months, any Party shall have the right to terminate the Purchase Contract to the effect that the obligations of the Parties not due under the Main Contract need no longer to be further performed.	16.2 然而, 受不可抗力影响的一方应在事件发生的三日内以传真的形式向另一方通知该等事件的发生, 并应在不可抗力事件发生的14日内提供事件发生当地的商会颁发的证明或其它可以证明不可抗力事件发生的适当文件以证明该等事件确实发生, 并将该证明以传真形式并将其原件以挂号快递邮件的形式寄送给另一方。然而在此情况下, 受不可抗力影响的一方依旧有义务采取所有必要措施克服不可抗力事件的影响。如果不可抗力事件持续超过两个月, 任何一方均有权解除主合同, 双方在采购合同项下尚未到履行期的义务无需继续履行。
17 Default Liability and Insurance	17. 违约责任与保险
17.1 Unless otherwise provided in writing by the Parties, in the event of any breach by the Supplier of its representations and warranties, or in the event of failure to perform any duty by the Supplier and/or Supplier Personnel, BMW China shall be entitled to, including, without limitation, the following measures: (a) For any remediable breach by the Supplier, BMW China shall have the right to decide at its own discretion to send to the Supplier a written notice requiring the Supplier to remedy its breach or performance not complying with the Purchase Contract at the Supplier's own cost within a time period prescribed in such written notice. (b) If the Supplier fails to complete the remedy to BMW China's satisfaction at its own cost within the prescribed time period, or BMW China decides not to request the Supplier to remedy	17.1 除非双方另有书面规定, 如供应商违反采购合同中约定的陈述与保证, 或供应商和/或供应商人员未履行其在采购合同中约定的义务, 宝马中国有权采取包括但不限于下列措施: (a) 就可补救的供应商违约, 宝马中国有权自行决定向供应商发出书面通知要求供应商在通知中规定的期限内自付费用补救供应商违反或不符合采购合同约定的履约行为。 (b) 如果供应商未在规定的期限内完成令宝马中国合理满意的自费补救, 或者宝马中国决定不要求供应商补救其违约行为, 宝马中国有权要求供应商继续或暂停货物/服务的交付, 要求暂停或减少付

its breach, BMW China shall have the right to request the Supplier to continue or suspend its delivery of the Goods/Services, request the Supplier to suspend or reduce payment, request the Supplier to refund paid amount (including the corresponding interest), adjust the corresponding scope of Service, seek substitute goods or service by a third party, or take certain measures by its own to minimize the loss. (c) Fully or partially terminate the Main Contract either in whole or in part as well as to claim for liquidated damages equivalent to 30% of the total price under the Main Contract. If such liquidated damages cannot cover all BMW China's loss and expense incurred (e.g. legal fees and lawyer expense), the Supplier shall hold BMW China harmless from and fully indemnified for any outstanding loss of BMW China arising from the aforementioned breach or default. BMW China shall not be liable to compensate the Supplier for BMW China's exercising of aforementioned unilateral rights.	款, 要求供应商退回已付款项 (包括相应利息), 调整相应的服务范围, 寻求第三方替代货物或服务或自行采取措施减少损失。 (c) 全部或部分解除主合同, 并且要求供应商向宝马中国支付相当于违约所涉及的主合同项下价款总金额的30%作为违约金。如该等违约金不足以赔偿宝马中国由此遭受的全部损失及费用 (如诉讼费用和律师费等), 则供应商还应就违约金不能弥补的违约引起的其余损失向宝马中国予以充分赔偿, 以使宝马中国免受任何损害。 宝马中国无需就其单方行使上述权利而对供应商承担赔偿责任。
17.2 With regard to the potential liability for personal injuries and property damages of BMW China, the Supplier and third parties in relation to or as a result of the Supplier's execution of the Purchase Contract, the Supplier must make available sufficient insurance coverage, and for Goods purchase, the minimum insurance coverage is RMB10,000,000 unless otherwise specified in the Main Contract. If requested by BMW China, the Supplier shall purchase insurance policies with the types and premium as required by BMW China. The Supplier must furnish evidence of such insurance coverage upon request by BMW China. The review or any failure to request evidence of the insurance policies by BMW China shall not be regarded as a waiver of any of the duties of the Supplier set out in this Clause 17.2. If it becomes clear that the Services provision will directly entail liability risks in the USA or Canada, which may result in compensation claims there, the minimum insured coverage shall be EUR 10 million.	17.2 就与供应商履行采购合同相关的或由其引起的宝马中国、供应商和第三方的人身伤害和财产损失所导致的潜在责任, 供应商必须购买足够的保险。就货物而言, 保险价值应至少在人民币10,000,000元以上, 主合同中另有约定的除外。如果宝马中国要求, 供应商应当按照要求的种类和保额购买保险。如果宝马中国要求, 供应商必须提供已经购买该等保险的证明。宝马中国审查或未要求提供保险证明并不视为其豁免供应商在本第17.2规定的任何义务。 如果服务的提供可能直接涉及在美国或加拿大的责任风险并在当地导致损害赔偿请求的产生, 则最低保额应为1000万欧元。
17.3 The insurance provided in Clause 17.2 above does not have the effect of limiting the Supplier's liability as provided in the Purchase Contract.	17.3 前述第17.2条中约定的保险并不构成对采购合同规定的供应商责任的限制。
18 Termination 18.1 In the event that any of the following circumstances occur, the Main Contract shall be terminated: (a) The term provided in the Main Contract expires; (b) The accumulated total Price reaches BMW China's target total value as specified in the Main Contract; (c) Other circumstances as set out by laws and regulations. 18.2 BMW China shall be entitled to early terminate the entire Main Contract or parts thereof based on the terms of the Purchase Contract and the relevant provisions of laws.	18. 合同终止与解除 18.1 如出现下列任一情形, 主合同终止: (a) 主合同中约定的合同期限届满; (b) 累计的采购价款已达到主合同中约定总采购价款; (c) 法律法规规定的其它合同终止情形。 18.2 宝马中国有权依据采购合同项下相关条款的约定及相关法律法规的规定全部或部分解除主合同。

18.3 In addition to the provisions as set out in these GTC, BMW China shall have the right to early terminate the Main Contract immediately if any of the following circumstances occurs: (a) The Supplier or a subcontractor directly or indirectly engaged by it fails to comply with or breaches a relevant legal regulation and BMW China can therefore not be reasonably expected to continue with the collaboration taking into account all the circumstances and the interests of both Parties; (b) The Supplier has offered, promised or given benefits to a company representative (in particular a BMW China employee) or an official which could be designed to have an undue influence on this person in relation to the negotiation, decision or execution of the Purchase Contract; (c) The Supplier fails to inform BMW China of the Affiliate Relationship in accordance with Clause 3.15 herein; (d) The Supplier becomes insolvent, ceases to make payments or if a petition is filed for the opening of insolvency proceedings or of court winding-up proceedings over the assets of the Supplier or its sole majority shareholder; (e) Circumstances exist in the Supplier which give rise to the expectation that it will no longer be able to meet its obligations under this contract on a permanent basis; (f) Material deterioration occurs in the economic circumstances of the Supplier, in particular if insolvency or over indebtedness is imminent or the application for commencement of insolvency proceedings has been rejected or the commencement of such proceedings had been refused. For the circumstances provided in item (a) to (c) of this Clause 18.3, BMW China shall have the right to claim default penalties and compensation according to Clause 17.1 hereof.	18.3 除本一般条款其它条款已有约定的情形外，如出现以下任何一种情形，宝马中国有权立即解除主合同： (a) 供应商或其直接或间接委任的分包商未能遵守或者违反了某一法律规定，导致宝马中国在考虑所有情形和双方利益后合理认为无法继续合作； (b) 供应商向某一公司代表（特别是宝马中国雇员）或官员提供、承诺或授予了可能对此人在采购合同的谈判、决策和执行方面产生不正当影响的利益； (c) 供应商未能依据本一般条款第3.15条的约定将相关人员的关联关系通知宝马中国； (d) 供应商无力偿还债务、中止付款、或已经被申请开始针对供应商或其单一股东的资产进行的破产清算程序或法院主持的解散清算程序； (e) 供应商出现将导致其永远无法再履行本合同义务的情况； (f) 供应商的经济状况发生重大恶化，特别是其处于即将破产或负债过多、启动破产程序的申请已被拒绝、或已被拒绝启动此类程序的情况下。 对于本第18.3条（a）项至（c）中约定的情形，宝马中国有权依据本一般条款第17.1条的约定向供应商主张违约金及相关违约赔偿。
18.4 If the Supplier is responsible for the grounds of the termination, BMW China shall only pay for such Goods/Services that have been rendered up until then in accordance with the Purchase Contract and have been evidenced to be complete in themselves, to the extent that BMW China can make use of said Goods/Services. This shall be without prejudice to any claims for penalties or damages by BMW China. BMW China shall not be liable to compensate the Supplier for BMW China's exercising of the termination right.	18.4 如果供应商对合同解除负有责任，则宝马中国仅需对届时已经依据采购合同提供、其自身的完整性已经得到证明并且宝马中国可以使用的货物/服务支付价款。宝马中国主张违约金和损害赔偿的权利不受影响，且宝马中国无需因行使合同解除权利而向供应商承担任何赔偿义务。
18.5 If BMW China is fully responsible for the grounds of the termination, BMW China shall reimburse the expenses proven having been incurred up until termination of the Purchase Contract as a direct result of the Order. The Supplier shall not be entitled to any further claims for performance or damages by virtue of the termination. The intellectual property and/or utility rights to the results of the work completed up to the termination shall be transferred to BMW China in accordance with Clause 12 hereof.	18.5 如果合同解除完全是由于宝马中国造成的，宝马中国应向供应商补偿其截至采购合同被解除时供应商因履行订单而直接产生的且能被证明的费用。供应商不应由于合同解除而进一步提出任何关于履行合同或损害赔偿的主张。直至合同解除时产生的工作成果所附带的知识产权和/或使用权应依据本一般条款第12条的约定转交给宝马中国。
18.6 Unless otherwise agreed and confirmed by BMW China in writing, within the term or within six (6) months after the	18.6 除非宝马中国另行书面同意并确认，在采购合同有效期内以及采购合同终止后

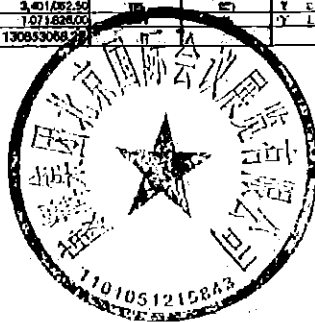
termination of the Purchase Contract, the Supplier shall not render a job offer to any BMW China employee who participated or has participated in the performance of the Purchase Contract, otherwise BMW China shall have the right to request the Supplier to compensate all its losses resulted therefrom.	六（6）个月内，供应商不得向宝马中国参与采购合同履行的前任及现任雇员发出招聘要约，否则宝马中国有权要求供应商赔偿其由此产生的全部损失。
18.7 Clause 8.7, Clause 8.8, Clause 11, Clause 12, Clause 13, Clause 14, Clause 18, Clause 19 and Clause 20 hereof shall continue to be effective after termination of the Main Contract.	18.7 本一般条款第8.7条、第8.8条、第11条、第12条、第13条、第14条、第17条、第18条和第19条于主合同解除或终止后继续有效。
19 Applicable Laws and Dispute Settlement	19. 法律适用与争议解决
19.1 The formation, validity, construction, performance of this Purchase Contract, and settlement of any disputes arising herefrom shall be governed by and construed in accordance with the laws of the PRC.	19.1 采购合同的签署、效力、解释、履行及由此所产生的争议的解决均应适用中华人民共和国法律并依其解释。
19.2 In the event a dispute arises in connection with the interpretation or implementation of this Purchase Contract, the Parties shall attempt in the first instance to resolve such dispute through friendly consultations. If the dispute is not resolved in this manner within 60 days after the commencement of such consultation, either Party may submit the dispute to the China International Economic and Trade Arbitration Commission for arbitration in Beijing pursuant to its Arbitration Rules as then in force.	19.2 由于解释或履行采购合同而产生的或与此有关的争议，双方首先应通过友好协商解决。如果争议在友好协商开始后的60日内无法解决，任何一方均可将该争议提交中国国际经济贸易仲裁委员会由其根据其届时有效的仲裁规则在北京进行最终裁决。
19.3 The arbitration award shall be final and binding on the Parties, and the Parties agree to be bound thereby and to act accordingly.	19.3 仲裁裁决为终局裁决且对双方均具约束力，双方同意受仲裁裁决约束并按仲裁裁决行事。
19.4 The cost of arbitration (including but not limited to the attorney fee) shall be borne as specified by the arbitrators or in the arbitration award.	19.4 仲裁费用（包括但不限于律师费）根据仲裁员的要求或仲裁裁决承担。
19.5 When any dispute occurs and when any dispute is under arbitration, except for the matters under dispute the Parties shall continue to exercise their remaining respective rights, and fulfill their remaining respective obligations under this Purchase Contract.	19.5 在发生争议及争议处于仲裁时，除在争议中的事项外，双方应各自继续行使其在采购合同项下的其他权利，并应各自继续履行在采购合同项下的其他义务。
20 Miscellaneous	20. 其它
20.1 Amendments or supplements of the Purchase Contract and notices of termination must be made in writing. The requirement for written form may only be waived by means of a written agreement.	20.1 对采购合同的补充、修订需经双方签署书面协议后方可生效。书面形式要求仅能通过书面协议放弃。
20.2 The assignment of rights under the contractual relationship by the Supplier shall be subject to the prior written consent of BMW China. Unless otherwise agreed by BMW China in writing, the Supplier is not allowed to delegate its obligations under the Purchase Contract to any third party.	20.2 供应商转让采购合同项下的权利应得到宝马中国的事先书面同意。除非宝马中国另行书面同意，供应商不得将其采购合同项下的义务转让给任何第三方。

20.3 In the event that a provision or part of a provision of these Terms and Conditions or other parts of the Purchase Contract is or becomes invalid or unenforceable, the validity and enforceability of the remainder of the Purchase Contract shall not be affected thereby. The Parties are obliged to, in good faith, replace the invalid or unenforceable provision with a valid, enforceable provision which is reasonable and economical and has an equivalent outcome in terms of the subject matter, provided that the content of the Purchase Contract will not be materially changed thereby.	20.3 如果本一般条款或采购合同的其他组成部分的条款无效, 采购合同其余内容的效力不受影响。合同双方应本着诚信原则, 以合理、经济的方式, 用一个就主题事项能产生同等效果的有效约定取代前述无效约定, 前提是采购合同的内容没有被实质性改变。
20.4 Failure by a Party at any time to enforce any provision of this Purchase Contract or to require performance by the other Party of any of the provisions hereunder shall not be construed as a waiver of any such provision and shall not affect the validity of this Purchase Contract or any part thereof or the right of such Party to enforce any provision in accordance with its terms.	20.4 任何时候一方未能执行采购合同的任何规定, 或未要求另一方履行采购合同的任何规定, 不得被视为对该等规定的放弃或弃权, 并不得影响采购合同或采购合同任何部分的有效性或该方根据条款执行任何规定的权利。
20.5 If there are any discrepancies between the English and the Chinese versions of the Purchase Contract, the English version shall prevail.	20.5 如本一般条款的中英文版本之间存在任何不一致, 应以英文版本为准。

Basic information and cost overview	
Project	DIAN CHI MICE Agency 2024-2025
Company	CAFEPT INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.27
Quotation Version	03
Contact	
Name	LAN
Surname	ZHONG
Position	Account Director
Mobile	13510150630
Fixed line	
Email	zhonglan@ccpt.cn

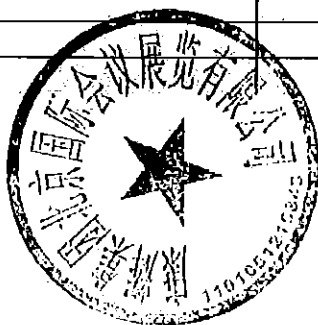
Business Requirements	Total Price incl (11% incl VAT)	BDA share %	MSC share %	BDA share incl	MSC share incl	Total Price gross (11% incl VAT)	BDA share in gross	MSC share in gross
1. 20	30,199,956.00	11%	20%	Y 33,421,150	Y 6,786,400	32007713.36	22725178.49	6982295.874
2. 1. Sales	13,198,375.40	10%	20%	Y 14,518,123	Y 2,903,641	12950277.92	10912416.78	3077851.142
3. Training Acc. Ser. (1.25)	18,958,098.60	10%	0%	Y 20,953,840	Y -	18461384.6	15491384.6	0
4. Marketing	11,169,090.00	10%	0%	Y 12,285,000	Y -	10322000.8	9224578.806	2604823.781
5. 20	18,353,175.60	10%	20%	Y 20,188,492	Y 4,037,612	19454269.56	0	19454269.56
6. Sales	15,981,634.81	10%	20%	Y 1,567,160	Y 1,124,070	16180426.58	9091118.885	7127307.695
7. 10	9,885,799.00	10%	20%	Y 1,210,222	Y 811,482	10478846.94	6173578.613	2305368.327
8. Materials	9,651,002.40	10%	20%	Y 1,065,444	Y 685,181	9382052.480	8443856.195	938205.2439
9. 10-2.75-in	1,057,174.00	60%	20%	Y 381,118	Y 115,773	1120605.504	616333.0273	504272.4769
10. 10-2.75-in	3,401,082.50	10%	20%	Y 3,741,193	Y 748,234	3605126.25	2811698.475	793127.775
11. 10-2.75-in	7,071,628.00	10%	20%	Y 7,778,856	Y 1,557,712	7365193.56	1138124.66	0
Total	130833068.20					138704252.4		

Quoting in T: 24H Size, 100: 50pc, 8: 200pc, 16: 300pc, 1: 500pc, 32: 800pc



Basic information and cost overview	
Project	BMW CN MICE Agency 2024-2029
Company	COMFORT INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.7
Quotation Version	D1
Contact	
Name	LAN
Surname	ZHONG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhonglan@ccl.cn

Each project name	Quoted Price	Quantities for 5 years	Total Price	Number of participants	Clustering in T-shirt Sizes. (XS: 50pax, S: 200pax, M: 300pax, L: 500pax, XL: 800pax)
Sustainability Summit&Corporate	984,745.60	5	9847456.00	2	
K-5 Quality Comm	693,410.00	5	6934100.00	2	
K-5 BMW Joy Pioneer	285,000.00	5	2850000.00	2	
K-5 Dealer Communication	285,000.00	5	1425000.00	2	
Shenyang media club campaign	260,530.00	5	1302650.00	1	
Product Media event/workshop	1,567,350.00	5	7836750.00		
Total Net			¥30,195,956.00		
BBA 71% In net			¥21,439,128.76		
NSC 28% In net			¥8,756,827.24		
VAT (6%) **			¥1,811,767.36		
Gross Total			¥32,007,713.36		
BBA 71% In gross			¥22,726,476.48		
NSC 29% In gross			¥525,409.63		

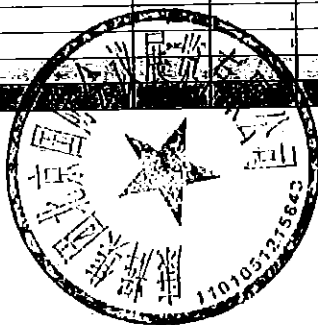


Total						998,745.66	
No.	Item	Unit	Number of item	Quantity/Unit	Unit price	Sum	Detailed description of contents & deliverables
Agency Fees							
Agency Fees (Preparation)							
I A 1	Account Director	per/day	1	4	5 12,477	12,476	
I A 2	Creative Director	per/day	1	4	5 73,500	73,500	
I A	Sub-Total Agency Fees (Preparation)					125,976.00	
Agency Fees (On site)							
I B 1	Account Manager	per/day	1	2	7,000	7,000	会议现场工作人员工作费用
I B 2	Project Manager	per/day	1	3	7,000	7,000	会议现场工作人员工作费用
I B	Sub-Total Agency Fees (On site)					14,000.00	
I	Agency Fees					139,976.00	

On-site Services							998,745.66	
Item	Unit	Number of item	Quantity/Unit	Unit price	Sum	Detailed description of contents & deliverables		
On-site Services								
I 1 A 1	Shuttle bus	unit	1	2 34,000	74,000	From hotel to site, from hotel to site, all related expenses, including 100% for on-site maintenance		
I 1 A 2	Security Staff working on site traffic	unit	1	2 72,400	72,400	Worker's transportation expenses		
I 1 A	Sub-Total On-site Services				146,400.00			
I 1	On-site Services				146,400.00			

Total							998,745.66	
Item	Unit	Number of item	Quantity/Unit	Unit price	Sum	Detailed description of contents & deliverables		
I 1 B 1	Room rental event date(s)	unit	1	735,000	735,000	会议场地费，500平方米		
I 1 B 2	Audio/visual (AV) device	unit	1	15,000	15,000	租赁音响设备		
I 1 B 3	Decorative (table flowers)	unit	1	3,500	3,500	会场布置 舞台花 舞台花 金鱼缸 2条金 每枝2个		
I 1 B 4	Vehicle(s) vehicle plate	unit	1	800	800	200克纸杯(1)塑料		
I 1 B 5	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 6	AI three-sided card (table card)	unit	1	1,000	1,000	200克纸杯(1)塑料 21x29.7cm		
I 1 B 7	AV cover 桌布桌布	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 8	Table card	unit	1	1,000	1,000	200克纸杯(1)塑料 21x29.7cm		
I 1 B 9	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 10	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 11	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 12	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 13	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 14	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1 B 15	Shooting staff \ AI board for shooting	unit	1	1,000	1,000	11张纸杯(1)塑料 60x30cm		
I 1	On-site Services				106,400.00			
I 1	On-site Services				106,400.00			

Total							998,745.66	
Item	Unit	Number of item	Quantity/Unit	Unit price	Sum	Detailed description of contents & deliverables		
I C 1	Eligible personnel	per/day	1	71,200	71,200	会议人数，签到+餐饮。		
I C 2	tea break	per	1	40,000	40,000			
I C 3	Wine and drink	per	1	30,000	30,000			
I C 4	Event dining	per	1	20,000	20,000	西餐10人/桌		
I C 5	Hotel	per/night	1	20,000	20,000	万豪酒店大床房单早		
IT A	Hotel	per/night	1	700,000.00	700,000.00			
Total						998,745.66		



	Total						988,416.00	
Item	Unit	Number of Qty	Quantity/lot	Unit price	Sum	Detailed Work List/Comments /Reference		
Agency Staff Organization								
I A 1	Account Director	per/day	1	3	5	72,500	727,500	
I A 2	Creative Director	per/day	1	3	5	72,500	727,500	
I A	Total Agency Staff Organization						1455,000.00	
Agency Staff On-site								
I B 1	Account Manager	per/day	1	1	2	1600	71,200	会议现场工作人员工作时间
I B 2	Project Manager	per/day	1	3	5	1600	75,400	会议现场工作人员工作时间
I B	Total Agency Staff On-site						146,600.00	
I	Total Agency Staff						1601,600.00	

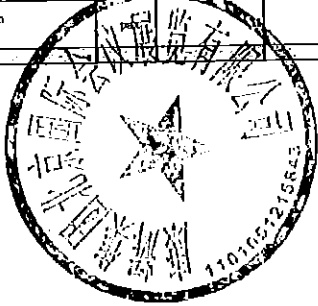
	Total						16,000.00	
Item	Unit	Number of Qty	Quantity/lot	Unit price	Sum	Detailed Work List/Comments /Reference		
Transportation								
II A	Shuttle bus	unit	2	1	2	71,500	14,000	from TC to hotel, from hotel to 14th building location (本项含路桥费)
II B	Agency Staff parking on site traffic	unit	1	2	1	71,000	72,000	工作人员交通费用
II	Total Transportation						146,600.00	

	Total						601,516.00	
Item	Unit	Number of Qty	Quantity/lot	Unit price	Sum	Detailed Work List/Comments /Reference		
Event Details								
III B 1	venue rental event details	unit	1	1	2	720,000	713,000	会议场地费, 600平左右
III B 2	签到装置(Sign-in device)	unit	1	1	1	45,000	45,000	创意签到装置
III B 3	现场桌花(table flowers)	unit	1	1	1	1350	1350	Table flower 签到台及 舞台接待台布置花艺 2场会, 每场2个
III B 4	平安扣\vehicle plate	unit	1	4	1	150	150	200克铜板以空白
III B 5	场间手提牌\KT board for shooting	unit	1	11	1	150	1220	KT板场间指示牌 60*90CM
III B 6	A1三折桌卡(table card)	unit	1	25	1	110	1100	250克铜板纸 210*29.7CM
III B 7	桌卡cover桌卡纸套	unit	1	12	1	150	1600	桌卡cover 桌卡纸套, 附赠桌卡纸套
III B 8	手卡\card	unit	1	100	1	710	71,000	200克铜板纸手卡
III B 9	礼品物(什锦糖果)delivery fee	unit	1	1	1	1100	1100	
III B 10	证书内页	unit	1	55	1	150	72,750	250克铜板纸单面A1 210*29.7CM
III B 11	支持打印support fee	unit	1	1	1	150	150	主理人, 主理人等
III B 12	摄影道具(Camera prop)	unit	1	50	1	1100	75,000	专业摄影道具摄影棚, 以实际发生为准
III B 13	抽奖奖品Lottery	unit	1	50	1	1100	15,000	
III B 14	伴手礼/Souvenir	unit	1	150	1	1100	715,000	
III B 15	颁奖证书及相册(Award certificate and photo frame)	unit	1	50	1	1500	710,000	颁奖证书及相册, 荣誉证书, 本项包含 A1铜板纸证书
III B	Total Event Details						1466,600.00	

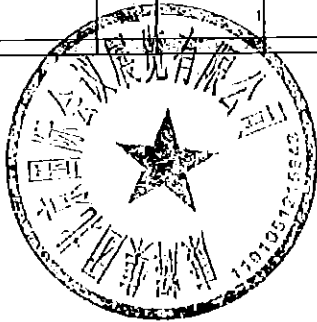
	Total						111,000.00	
Item	Unit	Number of Qty	Quantity/lot	Unit price	Sum	Detailed Work List/Comments /Reference		
Food and Beverage								
IV C 1	Eligible personnel	per/day	1	10	1	11,200	112,000	礼仪人员、签到、颁奖、
IV C 2	tea break	per	1	250	2	40	724,000	
IV C 3	Time and drink	per	1	250	1	30	77,500	
IV C 4	Event dining	per	1	250	1	200	750,000	预计10人/桌
IV C 5	Hotel	per	1	250	2	850	1725,000	会议期间酒店大床房单早
IV A	Total						1974,600.00	
IV	Total Food and Beverage						1974,600.00	



							1285,000.00	
No.	Item	Unit	Number of line	Quantity/Time	Days	Unit price	Sum	Detailed Part: food/ Accommodation/ Display/transport
A Agency Fee								
A1 Agency Fee (Preparation)								
A1	Account Director	per/day	1	2	3	12,500	115,000	
A2	Creative Director	per/day	1	2	3	12,500	115,000	
A	Subtotal						130,000.00	
B Accommodation								
	Item	Unit	Number of line	Quantity/Time	Days	Unit price	Sum	Detailed / Comments
B1	Accommodation (住宿)			100	3	850	1255,000	International 5 star hotel in Munich, king-size room for single use, include breakfast & tax. 国内五星酒店，单人床房，含早餐，含税。
B	Subtotal						1255,000.00	



Total							¥285,000.00	
No.	Item	Unit	Number of line	Quantity/line	Days	Unit price	Sum	Details / Comments / Deliverables
A. Other Fees (Promotional)								
A1	Account Director	day/day	1	2	3	¥12,500	¥15,000	
A2	Creative Director	day/day	1	2	3	¥12,500	¥15,000	
A	Subtotal						¥30,000.00	
B. Accommodation								
B1	Accommodation 住宿		1	100	3	¥255,000	¥255,000	International 5 star hotel in Munich, king-size room for single use, include breakfast & tax. 国际五星酒店，单人床房，含早餐，含税。
B	Subtotal						¥255,000.00	

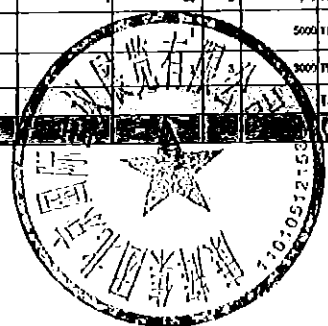


	Total							7260,630.00	
No.	Item	Unit	Number of Item	Quantity/Unit	Unit Price	Sum	Detail of Work Item / Content / Deliverables		
Agency Fees Operational									
I A 1	Account Director	per/day	1	2	32,500	715,000			
I A 2	Creative Director	per/day	1	2	32,500	710,000			
I A	Sub-Total Agency Fees Operational					715,000.00			
Agency Fees On site									
I B 1	Account Manager	per/day	1	1	1600	11,200	会议现场工作人员工作时间		
I B 2	Project Manager	per/day	1	3	1600	35,400	会议现场工作人员工作时间		
I B	Sub-Total Agency Fees On site					46,600.00			
I	Total Agency Fees					1114,000.00			

No.	Item	Unit	Number of Item	Quantity/Unit	Unit Price	Sum	Detail of Work Item / Content / Deliverables		
Site Transportation Expenses									
II A1	Shuttle bus	unit	2	1	11,500	26,000	from TC to hotel, from hotel to team building location (丰田车接送)		
II A2	Agency Staff working on site traffic	unit	3	1	11,000	36,000	工作人员交通费用		
II A	Sub-Total Shuttle Bus					117,000.00			
Transportation Expenses									
II B1	Batch GLD Pick up and drop	unit	8	1	1500	12,000	班车接送费用		
II B2	Coach as shuttle for all day	unit	2	1	11,500	16,000	全天候保姆车		
II B3	Coach Pick up and see off	unit	2	1	11,000	16,000			
II B4	Shuttle bus as shuttle for all day	unit	1	1	12,000	12,000			
II B	Sub-Total Shuttle Bus					56,000.00			
II	Total Transportation Expenses					173,000.00			

Sub-Total Decoration									
Decorations									
III A 1	Table flowers	unit	1	1	1350	1350	table flowers 百合宝号风球(每/台)		
III A 2	Handwritten/Supervise	unit	2	30	19300	39,000	现场工作人员、指导: 300元/人/天		
III A 3	Flower arrangement	unit	1	30	120	3600	个人花篮照片拍摄		
III A	Sub-Total Decorations					43,400.00			
III	Total Decorations					43,400.00			

No.	Item	Unit	Number of Item	Quantity/Unit	Unit Price	Sum	Detail of Work Item / Content / Deliverables		
I B 1	Etiquette personnel	per/day	1	2	4	11,200	礼仪人员		
I B 2	tea break	pax	2	30	1	48,800			
I B 3	line and drink	pax	1	30	1	60			
I B 4	buffer lunch	pax	2	60	1	150			
I B 5	buffer dinner	pax	2	60	1	200			
I B 6	Event dining	pax	2	30	1	200			
I B 7	Hotel	pax	1	60	2	800			
I B 8	Media workshop meeting room	unit				5000			
I B 9	Working room	unit				3000			
I B	Subtotal					1182,900.00			
I	Total					1182,900.00			

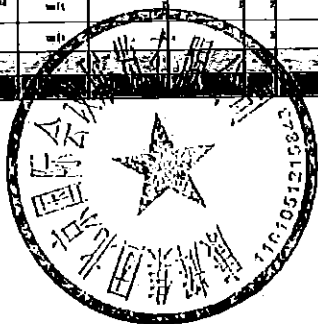


Total							11,547,550.00	
Agency Fees (Proposed)								
1.1.1	Account Director	per/day	1	1	1	17,500	175,000.00	
1.1.2	Creative Director	per/day	1	1	1	12,500	125,000.00	
1.1.3	Agency Fees (Per 1000)						750,000.00	
Agency Fees (Per 1000)								
1.1.1	Account Manager	per/day	1	1	1	5,000	51,000	会议期间工作人员工作费用
1.1.2	Project Manager	per/day	1	1	1	5,000	51,000	会议期间工作人员工作费用
1.1.3	Agency Fees (Per 1000)						750,000.00	
Total							1,000,000.00	

Travel Expenses								
1.1.1	Hotel	per/night	1	1	1	11,500	11,500.00	从K到酒店, 从酒店到会场(往返)
1.1.2	Agency Staff working on site	per/night	1	1	1	11,500	11,500.00	工作人员交通费用
Transportation								
1.1.1	Hotel and site visit	per/night	1	1	1	1,500	15,000	会议期间
1.1.2	Transportation for all day	per/night	1	1	1	371,500	36,000	会议期间
1.1.3	Agency staff and site visit	per/night	1	1	1	415,000	15,000	
1.1.4	Hotel and site visit for all day	per/night	1	1	1	11,000	11,000	
Total							1,000,000.00	

Food and Beverage								
1.1.1	Table flowers	per/night	1	1	1	1,450	12,450	Table flowers
1.1.2	Hand K/S Service	per/night	1	1	1	1,500	110,000	会议期间手托, 300人/天
1.1.3	Food and Beverage	per/night	1	1	1	1,500	111,000	会议期间餐饮
Total							1,000,000.00	

Miscellaneous								
1.1.1	Exquisite personnel	per/day	1	1	1	11,200	11,200.00	会议人员
1.1.2	Tea break	per/day	1	1	1	100	100.00	
1.1.3	Time and drink	per/day	1	1	1	250	250.00	
1.1.4	Water lunch	per/day	1	1	1	150	150.00	
1.1.5	Water dinner	per/day	1	1	1	150	150.00	
1.1.6	Event display	per/day	1	1	1	200	110,000	会议期间/展
1.1.7	Water	per/day	1	1	1	100	100.00	会议期间/展
1.1.8	Water and drink	per/day	1	1	1	500	110,000	
1.1.9	Water and drink	per/day	1	1	1	500	110,000	
1.1.10	Water and drink	per/day	1	1	1	500	110,000	
Total							1,000,000.00	



Basic information and cost overview

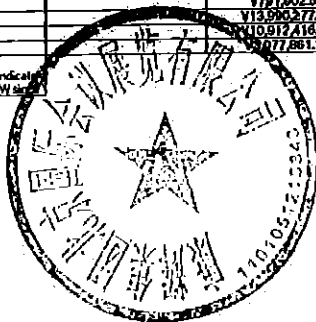
2.14. Sales revenue

Project	ISAN CHN MIKE Agency 2024-2028
Company	CONFIDENTIAL INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.1
Quotation Version	D1
Contract	
Name	IAN
Surname	ZHANG
Position	Account Director
Mobile	13010103650
Faxed line	
Email	zhongzhang@ccsl.cn

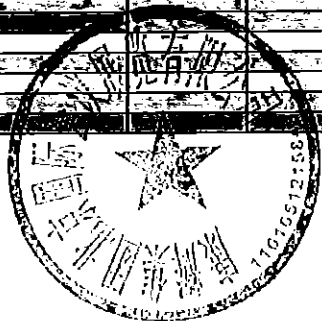
	Email	phonetic@nccr.ch							
Clustering in T-shirt Sizes	Each project name	Quoted Price	Quantities for 5 years	Total Price	Number of participants	Clustering in T-shirt Sizes. (XS 50px, S: 200px, M: 300px at L:	Total Person in 5 years	price per Person in 5 years	
XS1	Project 2 MTR	177,140.00	20	V3,542,800.00	50	XS	100	V3,542.80	
XS2	Project 2 MTR	1,411,600.00	2	V2,823,600.00	50	XS	100	V28,236.00	
M1	Project 1MTR	1,366,395.00	5	V6,831,975.40	400	M	2000	V3,415.97	
	BBA								
	NSC								
	VAT (8%)**			V13,189,375.40					
	Gross Total			V10,294,732.81					
	BBA 78% In net			V2,503,642.59					
	NSC 22% In net								
	VAT (8%)**			V791,602.62					
	Gross Total			V13,596,377.92					
	BBA 78% In net			V10,912,416.78					
	NSC 22% In net			V2,677,861.14					

* Please state surcharges (i.e. Business Tax) clearly and indicate

** Please note that 3rd party invoices are paid net by BANY sim



北上广深, 50人, 高规格小型研讨会, 1天, 白天开会, 晚上宴请。						¥177, 140.00	
No. A	Agency Fees (Préparation)	Unit	Number of time	Quantity /Time	Unit price	Sum	Description
I A 1	Account Director	pax/day	3	1	¥2,000.00	¥6,000.00	
I A 2	Creative Director	pax/day	3	1	¥2,000.00	¥6,000.00	
I A 3	DTP / 2 D / 3 D Designer	pax/day	3	1	¥1,500.00	¥4,500.00	3D
I A 4	DTP / 2 D / 4 D Designer	pax/day	2	1	¥1,500.00	¥3,000.00	设计延展物
I A 5	DTP / 2 D / 5 D Designer	pax/day	2	1	¥2,000.00	¥4,000.00	RSVP版面设计及长图文设计
I A 6	Sub-Total Agency Fees (Préparation)					¥23,500.00	
No. B	Photo & Agency Fees (On site)						
I B 1	Photo crew 云摄影, 含设备	day/person	1	1	¥3,500.00	¥3,500.00	1人, 14小时工作时间
I B 2	摄像 花篮摄影, 含设备	day/person	1	1	¥3,500.00	¥3,500.00	1人, 14小时工作时间
I B 3	演讲嘉宾邀请	day/person	1	1	¥30,000.00	¥30,000.00	代付嘉宾费用(2万), 往返机票, 1晚住宿
I B 4	Sub-Total Photo & Agency Fees (On site)					¥37,000.00	
I A B	Total A+B					¥60,500.00	
No. A	Travel & Accommodation	Unit	Number of time	Quantity /Time	Unit price	Sum	Description
II A 1	Agency Staff working on site traffic	unit	1	1	¥2,000.00	¥2,000.00	
II A 2	Account Director	unit	2	1	¥800.00	¥1,600.00	会务工作人员
II A 3	Account Director	unit	2	1	¥2,000.00	¥4,000.00	往返交通住宿费, 实报实销
II A 4	Account Director	unit	1	1	¥4,000.00	¥4,000.00	住宿+餐费+交通
II A 5	Shuttle bus	unit	1	1	¥2,000.00	¥2,000.00	全员大巴车往返
II A 6	Shuttle bus for pickup	unit	25	2	¥500.00	¥25,000.00	预估价, 别克GL8, 单辆
II A 7	Sub-Total Travel & Accommodation					¥41,600.00	
No. B	Room & Catering						
II B 1	Meeting 会议室	pax	1	1	¥20,000.00	¥20,000.00	100-200平米会议厅
II B 2	Lunch 自助午餐	pax	50	1	¥188.00	¥9,400.00	
II B 3	Tea break 茶歇	pax	30	2	¥68.00	¥4,080.00	
II B 4	Dinner 餐费+酒水	pax	50	1	¥500.00	¥25,000.00	每人500RMB, 含每桌3瓶奔越红酒, 1瓶可乐, 1瓶雪碧, 一瓶橙汁
II B 5	Dinner场地	pax	1	1	¥2,000.00	¥2,000.00	晚宴场地租赁费用
II B 6	Sub-Total Room & Catering					¥60,480.00	
I A B	Total A+B					¥102,280.00	
No.	Setup / Construction	Unit	Number of time	Quantity /Time	Unit price	Sum	Description
III A 1	LED	unit	1	1	¥1,000.00	¥1,000.00	如投影不好, 则使用大电视, 此处
III A 4	桌卡	unit	2	50	¥10.00	¥1,000.00	2500铜版纸
III A 5	指示牌	unit	1	2	¥900.00	¥1,800.00	预估价, 木制指示牌2个
III A 6	胸卡+手环	unit	1	50	¥30.00	¥1,500.00	
III A 7	餐券	unit	1	50	¥5.00	¥250.00	
III A 8	主持人手卡	unit	1	50	¥10.00	¥500.00	预估价, 铜版纸彩色打印
III A 9	讲台贴KT板	unit	1	1	¥50.00	¥50.00	
III A 10	接机牌	unit	1	2	¥80.00	¥160.00	
III A 11	Mic cover	unit	1	4	¥50.00	¥200.00	麦克风衣
III A 12	签到+讲台鲜花	unit	1	2	¥450.00	¥900.00	
III A 13	RSVP	unit	1	1	¥4,000.00	¥4,000.00	
III A 14	Material Transportation	unit	1	1	¥3,000.00	¥3,000.00	预估价, 物流运输
III A 15	Sub-Total Setup / Construction					¥14,360.00	
III	Total					¥14,360.00	
No. C	音响系统					¥0.00	Details / Comments
IV B	Subtotal A+B					¥0.00	
IV A B	Total A+B					¥0.00	



美国, 9月, 住满7天, 4天美国生日行程, 详见sheet 6, 共24名经销商, 17名BMW中国员工/管理层, 9名美国当地同事, 美国部分个人承担, agency需要全程协助安排, 机票预定, 以及除机票之外的其他部分。

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments / Deliverables
I. Agency Fees (Preparation)								
I A 1	Account Director	per/day	1	1	7	15,000.00	135,000	前期方案准备及沟通
I A 2	Creative Director	per/day	1	1	7	15,000.00	135,000	前期执行规划及沟通准备
I A 3	DT / 2 D / 3 D Designer	per/day	1	1	1	18,000.00	18,000	
I A	Sub-Total Agency Fees (Preparation)						278,000.00	
II. Agency Fees (On site)								
I B 1	Account Manager	per/day	1	2	5	11,800	118,000.00	
I B 2	Project Manager	per/day	1	2	5	11,800	118,000.00	
I B	Sub-Total Agency Fees (On site)						236,000.00	
III. Transportation & Accommodation								

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
III. Transportation & Accommodation								Transportation, hotel and air ticket, all related expenses, provide list of participants
II A1	Crew flights for event (Economy class)	Round trip	1	1	1	112,000	112,000.00	美国往返机票
II A2	Crew flights for event (Economy class)	Round trip	1	1	1	112,000	112,000.00	美国往返机票
II A3	Agency Staff Accommodation I	Per/Night	1	6	1	11,000	11,000.00	活动期间 6日住宿
II A4	Agency Staff Accommodation II	Per/Night	1	8	1	11,000	11,000.00	活动期间 8日住宿
II A5	Agency Staff working on site traffic	unit	1	1	1	1100	1100.00	
II A	Sub-Total Transportation						236,000.00	
III. Transportation & Accommodation								

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
III. Transportation & Accommodation								
III A 1	Visa handling fee	person	1	24	1	12,000.00	288,000.00	包含每人签证费、阿拉伯发生的签证费、签证加急费
III A 2	Translator	Person	4	2	1	118,000.00	472,000.00	中英阿语, 需要阿语翻译+45家媒体记者以及3名汽车的阿拉伯语专业翻译人员
III A 3	Tour guide	person	4	2	1	13,000.00	112,000.00	美国当地导游
III A 4	Shuttle	unit	45	1	1	1800.00	81,000.00	每天往返机场商务小车
III A 5	Shuttle bus 50 seats in US	unit	4	1	1	118,000	472,000.00	4天大巴车
III A	Sub-Total Logistics						1,945,000.00	
III. Transportation & Accommodation								
III B 1	嘉宾伴手礼等物料包	package	1	40	1	1150	46,000.00	贺卡+护照, agenda打印, 其他打印材料
III B 2	Material Transportation	unit	1	1	1	15,000	15,000.00	物料运输, 以实际产生为准
III B 3	西餐摆台椅	unit	1	1	1	11,500	11,500.00	
III B 4	现场翻译+现场摄影摄像	unit	1	1	1	18,000	18,000.00	中文现场翻译+摄影
III B 5	RSP	Person	1	1	1	18,000	18,000.00	非常重要, 需要协调所有内外客户办理签证, 机票, 酒店。
III B	Sub-Total Material						1,028,500.00	
III. Transportation & Accommodation								

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV. Workshop								
IV A 1	Workshop Venue rental	per	1	1	1	130,000	130,000.00	50人会议室租赁, 1天
IV A 2	Workshop Venue rental	per	1	1	1	120,000	120,000.00	高尔汽车时或场地租赁, 40人高尔汽车时, 1天
IV A 3	Tea Break US	per	4	50	1	1150	460,000.00	
IV A 4	Lunch in US	per	6	50	1	1900	1140,000.00	
IV A 5	Dinner in US	per	5	50	1	11,000	550,000.00	50人正式晚餐, 正式晚餐, 餐厅1000元以上, 含酒水
IV A 6	正式晚餐, 餐厅内简单设置	per	2	1	1	18,000	18,000.00	咖啡, 甜点, 鲜花, 同事/设备租赁/材料
IV A 7	Dinner venue	per	5	1	1	14,000	70,000.00	晚餐场地租赁
IV A 8	Dinner 小费	per	5	50	1	1150	575,000.00	小费
IV A	Subtotal						2,668,000.00	
IV. Workshop								

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
V. Photo & Video								
VI 1	随身VIP, 充电宝租赁	unit	1	40	1	1000	40,000.00	
VI A	Subtotal AT						40,000.00	
V. Photo & Video								

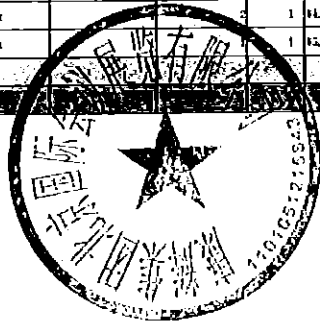
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VII. Photo & Video								
VII 1	Photo crew and Video crew	day/person	2	1	1	118,000	236,000.00	摄影+摄像, 含设备, 4天全场全程跟拍
VII 2	摄影摄像	unit	1	1	1	112,000	112,000.00	每个活动嘉宾发布全程跟拍时间, 中文字幕翻译/阿拉伯人员/男男
VII 3	总结视频	unit	1	1	1	19,000	19,000.00	总结视频1分钟总结视频剪辑
VII A	Subtotal Photo & Video crew						467,000.00	
VII	Total Photo & Video						1,185,000.00	

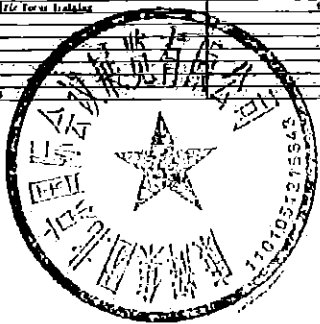
Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Tenue rental event date(s)	pax	1	1	450,000	450,000.00	主会场 200人
IV A 2	Tenue rental event date(s)	pax	1	1	420,000	420,000.00	分会场 100人
IV A 3	Tenue rental event date(s)	pax	1	1	45,000	45,000.00	小会议室20人
IV A 5	Tea Break	pax	2	250	238	476,000.00	1天会议2场, 4次茶歇, 15日上午茶歇90, 11日下午20, 14日上午茶歇60
IV A 6	Lunch	pax	1	460	1925	875,000.00	
IV A 7	Lunch	pax	1	35	195	6,825.00	17日西式商务午餐会餐
IV A 8	Dinner场地租赁	pax	2	1	39	78.00	
IV A 9	Dinner	pax	1	400	13400	5360,000.00	400人中餐, 晚餐晚餐以自助餐形式, 所需材料红酒, 45桌, 所需红酒红酒, 1瓶列那, 1瓶黑啤, 1瓶果汁, 500000/人上座标准
Subtotal						1664,000.00	

Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	背景板	unit	1	1	115,000	115,000.00	ATF 4m*12m shall be visible in HD and 3D
IV A 2	Direction Board指示牌	unit	1	2	1200	2,400.00	4m*2m, 本场的指引, 符合宝马标准, 大家15日签到, 17日签到
IV A 3	合影箱子	unit	1	2	33,600	67,200.00	200人合影
IV A 4	摄影指示牌	unit	1	15	1150	17,250.00	两页: 1) 100-200m, 会议: 自助服务/设置, 第一页箱子摆放使用, 第二页出行, 实际使用数量9-15个
IV A 5	接待人员运输及人工(司机、指示牌、合影箱、网络设备等)进场/离场	unit	1	2	42,500	85,000.00	工人10-15人
IV A	Subtotal Signage Construction					279,850.00	

Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VI 1	LED	unit	1	1	415,000	415,000.00	16m*5m LED P3, 内容网络控制人员, 设备以各日, 按照标准, 无端测试或故障/退货, 15日-17日共4天, 实际10天, 15日增主屏, 两页照片或网络控制设备
VI 2	网络设备	unit	1	1	110,000	110,000.00	网络网 (1.6m x 1.6m x 1.6m) 主屏一套 (含1000H中央控制屏+DSC无线射主屏+DSC无线射主屏+DSC无线射主屏+DSC无线射主屏) +DSC无线射主屏170个+技术人员1人, 15, 16日两天, 15-17日5日
VI 3	网络屏	unit	1	2	4600	9,200.00	60寸电视, 网络屏+金(线屏), 共4天
VI 4	电脑机	unit	1	1	415,000	415,000.00	两页主屏的电脑机
VI 5	音响	unit	1	1	415,000	415,000.00	两页主屏的音响1个(含音响1个), 6个麦克风, 1个1个网络及电脑设备, 1个网络及电脑设备, 1个网络及电脑设备, 1个网络及电脑设备, 15日-17日共4天
VI 6	灯光	unit	1	1	415,000	415,000.00	两页主屏的灯光, 60个电视灯, 50个射灯, 2个1000H, 1个控制台及人员, 17天共16天+6天, 7天在标准+会议结束, 15日-17日共3天(标准+会议结束+会议结束)
VI A	Subtotal AV					1,769,200.00	

Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VII 1	Photo crew	day/person	1	1	12,800	12,800.00	7 photo, based on standard requirements, including equipment
VII 2	video	day/person	1	1	13,200	13,200.00	两页2个网络机, 2个网络机, 15日-17日共3天, 15日-17日共3天, 15日-17日共3天, 15日-17日共3天
VII 4	会议全程摄影及后期剪辑	unit	1	1	11,000	11,000.00	两页2个网络机, 2个网络机, 15日-17日共3天, 15日-17日共3天, 15日-17日共3天, 15日-17日共3天
VII 5	会议全程摄影及后期剪辑	unit	1	1	12,800	12,800.00	两页2个网络机, 2个网络机, 15日-17日共3天, 15日-17日共3天, 15日-17日共3天, 15日-17日共3天
VII A	Subtotal Photo & Video crew					50,800.00	



[illegible]

Project Name / City / Number of participants; Expert Committee meeting/Kunming as example (20 participants)

Project 1 Small

No.	Item	Unit	Number of Item	Quantity/line	Days	Unit Price	Sum	Details / Comments
	Total Bid Price						¥146,000.00	
	Agency Fee (Organization)							
IA 1	Account Director	per/day	1	1	1	¥2,000.00	¥2,000.00	前期沟通
IA 2	Creative Director	per/day	1	2	1	¥2,000.00	¥4,000.00	前期沟通
IA 3	DTP / 2D / 3D Designer	per/day	1	2	1	¥2,000.00	¥4,000.00	
IA	Sub-Total Agency Fee (Organization)						¥10,000.00	
	Agency Fee (on site)							
IB 1	Account Manager	per/day	1	1	1	¥600.00	¥600.00	
IB 2	Project Manager	per/day	1	2	1	¥600.00	¥1,200.00	
IB	Sub-Total Agency Fee (on site)						¥1,800.00	
	Transportation							

Project 1 Small

No.	Item	Unit	Number of Item	Quantity/line	Days	Unit Price	Sum	Details / Comments
	Site Transportation							
II A1	Dealer Crew flight (for event Economy class) I	Road trip	1	18	2	¥1,000.00	¥36,000.00	参加团会的经销商
II A2	Crew flight (for event Economy class) II	Road trip	1	2	1	¥2,000.00	¥4,000.00	
II A3	Dealer Accommodation I	Rm Night	1	15	2	¥100.00	¥3,000.00	参加团会的经销商
II A4	Agency Staff Accommodation II	Rm Night	1	2	1	¥600.00	¥1,200.00	
II A5	Agency Staff working on site traffic	unit	1	1	1	¥300.00	¥300.00	
II A	Sub-Total Site Transportation						¥44,500.00	

Project 1 Small

No.	Item	Unit	Number of Item	Quantity/line	Days	Unit Price	Sum	Details / Comments
	Event Materials							
III A 1	Shuttle bus for dealer arrival and leave	unit	1	12	2	¥1,500.00	¥37,600.00	经销商的巴士
III A	Sub-Total Event Materials						¥37,600.00	
	Event Services							
III B 1	Flower	unit	1	1	1	¥450	¥450.00	table flower 桌花装饰一套, 符合会场标准
III B 2	Mic cover	unit	1	1	1	¥50	¥50.00	Mic cover 麦克风套
III B 3	Office supply	package	1	1	1	¥150	¥150.00	桌垫/桌布
III B 4	Material Transportation	unit	1	1	1	¥2,000	¥2,000.00	物料运输, 以实际产生为准
III B 5	RSVP	Person	1	1	1	¥1,000	¥1,000.00	会前信息收集、统计确认、邀请函及信息确认
III B	Sub-Total Event Services						¥3,650.00	

Project 1 Small

No.	Item	Unit	Number of Item	Quantity/line	Days	Unit Price	Sum	Details / Comments
	Event Food & Beverage							
IV A 2	Tea Break	per	2	20	1	¥38.00	¥76.00	
IV A 3	Lunch	per	1	20	1	¥188.00	¥3,760.00	Buffet lunch
IV A 4	Dinner	per	1	20	1	¥250.00	¥5,000.00	Round Table Dinner 10人/桌, 含酒水, 桌布及餐椅红布
IV A	Sub-Total Event Food & Beverage						¥9,536.00	

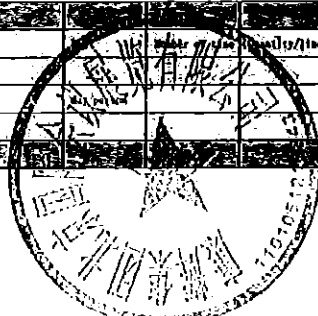
Project 1 Small

No.	Item	Unit	Number of Item	Quantity/line	Days	Unit Price	Sum	Details / Comments
	Event Photo & Video							
	Sub-Total AT						¥0.00	

Project 1 Small

No.	Item	Unit	Number of Item	Quantity/line	Days	Unit Price	Sum	Details / Comments
	Event Photo & Video							
VI 1	Photo Video crew							
VI 1	Photo crew		1	1	1	¥3,500.00	¥3,500.00	1 photo, based on standard requirements, including equipment
VI A	Sub-Total Photo Video crew						¥3,500.00	

Project 1 Small

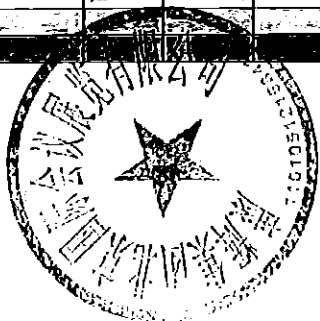


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Project 1 Medium									
Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium	Project 1 Medium
11 A1	Over flights for event (economy class)	Food trip	1	1	12,000	12,000.00			Project 1 Medium
11 A2	Agency Staff Accommodation 1	In Night	1	1	1000	11,800.00			Project 1 Medium
11 A5	Agency Staff working on site traffic	unit	1	1	1300	9900.00			Project 1 Medium
11 A6	The Inter-city traffic	unit	1	50	147,200	160,000.00			Project 1 Medium
11 A7	The traffic in the city	unit	1	50	1300	130,000.00			Project 1 Medium
11 A8	The traffic in the city	unit	1	50	1300	130,000.00			Project 1 Medium
11 A9	The traffic in the city	unit	1	50	1300	130,000.00			Project 1 Medium

Project 1 Medium								Project 1 Medium	
Item	Description	Unit	Quantity	Price	Amount	Remarks	Project 1 Medium		
III A 1	Shuttle bus for arrival and leave	unit	1	2	11,600	99,000.00	Shuttle bus service, 80 seats 包机上下飞机包机服务	Project 1 Medium	
III A 2	Express delivery	unit	1	25	150	31,250.00	快递	Project 1 Medium	
III B	Material transportation	unit	1	1	1	11,600	11,600.00	Project 1 Medium	
III B 1	Flower	unit	1	1	1150	1150.00	table flower 餐桌摆花一份, 附金发马标准	Project 1 Medium	
III B 2	Wic cover	unit	1	5	150	750.00	Wic cover 桌布四套	Project 1 Medium	
III B 3	Office supply	package	1	2	1150	2300.00	耗材/Append	Project 1 Medium	
III B 4	Material transportation	unit	1	1	1	12,000	12,000.00	材料运输, 以实际产生为准	Project 1 Medium
III B 5	SSVP	Person	1	80	1	80	80.00	食堂信息数据, 数据机构确认, 酒店入住信息确认	Project 1 Medium
IV	Material transportation	unit	1	1	1	11,600	11,600.00	Project 1 Medium	

Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
IV A 1	Yume rental event details	day	1	130,000	130,000.00	会议1天全天使用，租赁300平
IV A 3	Yume rental 120平	day	1	116,000	116,000.00	
IV A 2	Yume rental 100平	day	1	117,000	117,000.00	
IV A 3	Yume rental 80平	day	1	115,000	115,000.00	
IV A 4	tea break	day	2	114	228.00	
IV A 5	Lunch	day	3	1180	354,000.00	
IV A 6	Dinner	day	3	1750	525,000.00	10人/桌，含酒水，需参考附件B1B2。
IV A 7	Subtotal				1,137,000.00	
IV A 8	Grand Total				1,137,000.00	



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Project Name / City / Number of participants: Advisory Board Workshop and Co-creation and Sharing Seminar (25 participants)

								¥172,800.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Details / Comments /
	Agency Fees (Preparation)								
I A 1	Account Director	pax/day	1	1	4	¥2,000.00	¥8,000		
I A 2	Creative Director	pax/day	1	1	4	¥2,000.00	¥8,000		
I A 3	DTP / 2 D / 3 D Designer	pax/day	1	1	4	¥2,000.00	¥8,000		
I A	Sub-Total Agency Fees (Preparation)						¥24,000.00		
	Agency Fees (On site)								
I B 1	Project Manager	pax/day	1	1	2	¥600.00	¥1,200		
I B 2	Account Manager	pax/day	1	1	2	¥600.00	¥1,200		
I B 3	Project Manager	pax/day	1	1	2	¥600.00	¥1,200		
I B	Sub-Total Agency Fees (On site)						¥3,600.00		
	Agency Fees (Total)						¥27,600.00		

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Details / Comments /
	Agency Fees (On site)								
II A 1	Agency Staff Site-check	pax/day	1	26		¥2,000.00	¥50,000		
II A 2	Agency Staff Site-check	pax/day	1	26	2	¥400.00	¥20,000		
II A 3	Agency Staff Site-check	unit	1		2	¥1,500.00	¥16,000		
II A 4	Agency Staff working on site room	unit	1		2	¥400.00	¥1,000		
II A 5	Agency Staff working on site traffic within the city	unit	1		2	¥200.00	¥300		
II A	Sub-Total Agency Fees (On site)						¥77,300.00		
	Agency Fees (Total)						¥104,900.00		

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Details / Comments /
	Agency Fees (On site)								
III A 1	Shuttle bus for dealer	unit	1	2	2	¥1,500.00	¥6,000		60座大巴, 8小时用车
III A 2	case car	unit	1	1	1	¥1,200.00	¥1,200		3.8座全包车, 10小时内
III A	Sub-Total Agency Fees (On site)						¥7,200.00		
	Agency Fees (Total)						¥112,100.00		
	Agency Fees (Total)						¥112,100.00		

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Details / Comments /
	Agency Fees (On site)								
IV A 1	Agency Staff Site-check	pax	1	26	2	¥60.00	¥3,000		
IV A 2	Etiquette personnel	pax	1	2	2	¥1,200.00	¥4,800		
IV A 3	Wine and drink	unit	1		2	¥300.00	¥1,600		
IV A 4	Event dining	pax	1	26	2	¥180.00	¥9,000		
	Photo Booth	unit	1	1		¥300.00	¥300		
IV A	Sub-Total						¥18,700.00		
	Agency Fees (Total)						¥130,800.00		

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Details / Comments /
	Agency Fees (On site)								
VI 1	Stage	unit	1	1	2	¥500.00	¥1,000		
VI 2	Visual construction	unit	1	1		¥8,000.00	¥8,000		
VI 3	Transportation	unit	1	2		¥800.00	¥1,600		
VI A	Subtotal Setup / Construction						¥11,200.00		
	Total Setup / Construction						¥11,200.00		



VI									Project 4
	Item	Unit	Number of line	Quantity/line	Days	Unit price	Sum		Project 4
VI A 1		unit	1	1	1	¥8,000.00	¥8,000		Project 4
VI A 2	Video & Audio system	unit	1	1	1	¥0.00	¥0		Project 4
VI A 4	Audio Player	unit	1	1	1	¥0.00	¥0		Project 4
VI A 6	Optical Fiber System	unit	1	1	1	¥0.00	¥0		Project 4
VI A 6	Lightning	unit	1	1	1	¥0.00	¥0		Project 4
VI A 7	Sound	unit	1	1	1	¥0.00	¥0		Project 4
VI A 8	Technical workers	unit	1		1	¥0.00	¥0		Project 4
VI A 9	Equipments transportation	unit	1	1	1	¥0.00	¥0		Project 4
VI A 10	Laptop	unit	1	1	1	¥500.00	¥500		Project 4
VI A	Subtotal						¥8,000.00		Project 4
VI	Total A						¥8,000		Project 4
									Project 4
									Project 4
									Project 4
VII A1	Photo crew	day/person	1		2	¥3,500.00	¥7,000.00	摄影师包含云摄影, 8小时拍摄	Project 4
VII A2	Video Shooting crew	day/person	1		2	¥3,500.00	¥7,000.00	摄像师, 8小时拍摄, 不包含视频剪辑	Project 4
VII A	Subtotal Photo & Video crew						¥14,000.00		Project 4
VII	Total B (Photo & Video)						¥14,000.00		Project 4
									Project 4

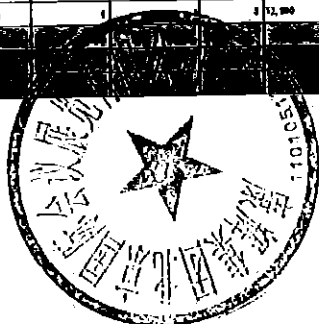


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Description of goods		Unit	Quantity	Unit price	Total value	Remarks
100	100					
100	100					
	Shuttle bus for dealer service and Sanyo	pc	1	31,500	315,000	75% 分期付款，每日上供单可押款。因未运抵。
100	100					
100	100					
100	100					
100	100					
100	100					

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序号	名称	单位	数量	单价	金额	备注
V11 A 1	Photo card	张	5	22,000	110,000.00	云图卡, 含运费, 8小时工费材料
V11 A 2	Video card	张	5	22,000	110,000.00	含8小时工费, 运费材料, 运费保险费税金, 不含运费材料



Project Name / City / Number of participants: Annual Trainees and coach Meeting_Shanghai as sample/(100 participants)

	Item	Unit	Number of Item	Quantity/Unit	Days	Unit price	Sum	Details/Remarks
	Agency Fee Preparation							
I A 1	Account Director	per/day	1	1	5	11,500.00	17,500	
I A 2	Creative Director	per/day	1	1	5	11,500.00	17,500	
I A 3	BIP / 1 D / 3 D Designer	per/day	1	1	5	11,500.00	17,500	
I A	Sub-Total Agency Fee Preparation						725,000.00	
	Agency Fee on site							
I B 1	Account Manager	per/day	1	1	3	1000.00	11,800.00	
I B 2	Project Manager	per/day	1	1	3	1000.00	11,800.00	
I B	Sub-Total Agency Fee on site						23,600.00	
I	Agency Fee						748,600.00	

	Item	Unit	Number of Item	Quantity/Unit	Days	Unit price	Sum	Details/Remarks
	Travel Arrangement							
II A 1	Over flights for event (Economy class)	Round trip	1			72,000	72,000.00	
II A 3	Agency Staff accommodation 1	Per night	1			1500	74,000.00	
II A 5	Agency Staff working on site traffic	unit	1			1200	13,200.00	
II	Travel Arrangement						159,200.00	

	Item	Unit	Number of Item	Quantity/Unit	Days	Unit price	Sum	Details/Remarks
	Event Production							
III A 1	Shuttle bus for dealer arrival and leave	unit	2	2	1	11,000	22,000.00	Shuttle Bus service, 40+ seats 4000元以上大巴接送往返各酒店
III A 2	Shuttle bus for dealer arrival and leave	unit	2	2	1	11,000	22,000.00	Shuttle Bus service, 40+ seats 4000元以上大巴接送往返各酒店
III B 1	Flower	unit	1	1	1	1150	1150.00	Table flower
III B 2		unit	1	1	1	1100	1100.00	Table flower
III B 3	giftwrap	package	1	100	1	1100	110,000.00	Gift wrap
III B 4	Material transportation	unit	1	1	1	11,000	11,000.00	Material transportation
III B 5	BNP	Person	1	1	1	11,000	11,000.00	BNP
III B 6	AV design	Person	1	1	1	11,000	11,000.00	AV design
III B 7	Gift	Person	1	20	1	1100	22,000.00	Gift
III	Event Production						220,000.00	

	Item	Unit	Number of Item	Quantity/Unit	Days	Unit price	Sum	Details/Remarks
	Event Venue							
IV A 1	Tenue rental event date(s)	per	1	1		72,000	72,000.00	4星级酒店宴会厅, 1000/1200座位, 可容纳1000人同时就餐
IV A 2	Ice Break	per	1	100	1	140	14,000.00	
IV A 3	Lunch	per	1	100	2	1180	23,600.00	
IV A 4	Dinner	per	1	100	1	1200	12,000.00	
IV A 5	Welcome Dinner	per	1	1	1	1200	12,000.00	
IV	Event Venue						133,600.00	

	Item	Unit	Number of Item	Quantity/Unit	Days	Unit price	Sum	Details/Remarks
	Event Material							
V A 1	Direction Board指示牌	unit	1	1	1	1900.00	1900.00	
V A 2	Direction card指示牌架	unit	1	1	1	1150.00	1150.00	
V A 3	Backboard指示牌架	unit	1	1	1	75,000.00	75,000.00	
V A	Subtotal Setup/Construction						78,050.00	
V	Event Material						78,050.00	

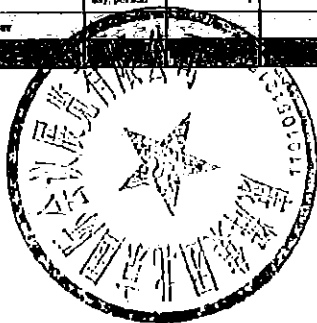
	Item	Unit	Number of Item	Quantity/Unit	Days	Unit price	Sum	Details/Remarks
	Event Equipment							
VI 1	AV	unit	1	1	1	110,000	110,000.00	
VI A	Subtotal AV						110,000.00	
VI	Event Equipment						110,000.00	



	Item	Unit	Number of item	Quantity/Item	Days	Rate	
	Photo AVideo crew						
VII 1	Photo crew	day/person	1		2	14,500	17,000.00
VII A	Subtotal Photo AVideo crew						17,000.00

1 photo, based on standard requirements, including equipment

云摄影、含设备、6400万像素相机



Project Name / City / Number of participants: Annual Training and Coach Meeting, Beijing/Changsha as example (100 participants)

Item	Unit	Days	Number of Item	Quantity/Time	Days	Sum	Details / Comments
Agency Fees (Organizational)							
1.A.1 Account Director	per/day		1	2	8	12,164.17	721,642
1.A.2 Creative Director	per/day		1	1	5	72,000.00	410,400
1.A.3 Agency Staff Organizational							
1.A.3.1 Agency Staff On site							
1.B.1 Account Manager	per/day		1	1	2	1400	11,200 会议期间工作人员工作时间
1.B.2 Project Manager	per/day		1	2	3	1400	15,400 会议期间工作人员工作时间
1.B.3 Organizational Support Fees On site							
1.B.3.1 Organizational Support							

Item	Unit	Days	Number of Item	Quantity/Time	Days	Sum	Details / Comments
11.A.3 Shuttle bus	unit		2	8	2	11,100	908,000.00 从N到酒店, 从酒店到会场
11.B.3.1 Agency Staff working on site traffic	unit		1	6	2	1200	72,000.00 工作人员(交通)21-23号
11.B.3.2 Organizational Support							

Item	Unit	Days	Number of Item	Quantity/Time	Days	Sum	Details / Comments
111.B.1 Venue rental area Date(s)	unit		1	1	1	72,000.00	72,000.00 场地租赁费
111.B.2 LED screen	unit		1	72	1	1300.00	93,600.00 LED屏幕, 18*6m
111.B.3 LED screen - stage base	unit		1	180	1	7100.00	1,278,000.00 LED屏幕-舞台底座
111.B.4 LED screen (additional display)	unit		1	1	1	11,000.00	11,000.00 LED屏幕(附加显示屏)
111.B.5 Signage device	unit		1	1	1	71,000.00	71,000.00 签到装置
111.B.6 Safety prevention materials	unit		1	1	1	7200.00	7200.00 安全防护材料
111.B.7 Table flower	unit		1	1	1	7500.00	7500.00 桌花
111.B.21 Vehicle plate	unit		1	4	1	7300.00	29,200.00 200支鲜花(3支/1)
111.B.22 Handheld sign for shooting	unit		1	11	1	600.00	6600.00 手持牌(11个)
111.B.23 All-in-one card	unit		1	16	1	710.00	11,360.00 200支鲜花(21支/1)
111.B.24 Site cover and netting	unit		1	12	1	7350.00	88,200.00 现场覆盖网
111.B.25 Photo card	unit		1	100	1	710.00	71,000.00 200支鲜花(4支/1)
111.B.26 Photo card delivery fee	unit		1	1	1	7200.00	7200.00 照片交付费
111.B.27 Photo card delivery fee	unit		1	1	1	7400.00	7400.00 照片交付费
111.B.28 Photo card	unit		1	55	1	7500.00	412,500.00 200支鲜花(55支/1)
111.B.29 Photo card	unit		1	1	1	7500.00	7500.00 照片交付费
111.B.30 Photo card	unit		1	50	1	7300.00	365,000.00 200支鲜花(50支/1)
111.B.31 Photo card	unit		1	150	1	7100.00	1,065,000.00 200支鲜花(150支/1)
111.B.32 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.33 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.34 Photo card	unit		1	50	1	7150.00	357,500.00 200支鲜花(50支/1)
111.B.35 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.36 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.37 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.38 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.39 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.40 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.41 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.42 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.43 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.44 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.45 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.46 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.47 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.48 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.49 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.50 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.51 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.52 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.53 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.54 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.55 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.56 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.57 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.58 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.59 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.60 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.61 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.62 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.63 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.64 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.65 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.66 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.67 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.68 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.69 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.70 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.71 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.72 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.73 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.74 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.75 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.76 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.77 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.78 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.79 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.80 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.81 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.82 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.83 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.84 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.85 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.86 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.87 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.88 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.89 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.90 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.91 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.92 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.93 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.94 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.95 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.96 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.97 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.98 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.99 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费
111.B.100 Photo card	unit		1	1	1	75,000.00	75,000.00 照片交付费

Item	Unit	Days	Number of Item	Quantity/Time	Days	Sum	Details / Comments
1.C.1 Elite personnel	per/day		1	10	1	71,000	710,000.00 工作人员, 福利, 培训
1.C.2 Tea break	per		1	100	2	710	710,000.00
1.C.3 Wine and drink	per		1	100	1	710	710,000.00
1.C.4 Dinner	per		1	10	1	72,000	720,000.00
1.C.5 Subtotal							710,000.00

	Item	Unit	Number of Item	Quantity/Time	Days	Sum	Details / Comments
A 1	知照基本攝影組寫真/shooting team	unit	1	25	1	720211,000.00	知照基本攝影組寫真/shooting team
A 2	知照攝影台/shooting platform	unit	1	1	1	12,00012,000.00	知照攝影台/shooting platform
A 3	知照攝影台攝影師/our attcher	unit	1	1	1	72007200.00	知照攝影台攝影師/our attcher
A 4	知照攝影氣球攝影/balloon	unit	1	1	1	72007200.00	知照攝影氣球攝影/balloon
A 5	知照攝影架三立/三立字架/three-dimensional character	unit	1	1	1	12,00012,000.00	知照攝影架三立/三立字架/three-dimensional character
A 7	舞台攝影/Warpet	unit	1	1	1	120012,000.00	舞台攝影/Warpet
A 8	舞台彩色地毯/Color Carpet	unit	1	1	1	12,00012,000.00	舞台彩色地毯/Color Carpet
A 9	知照攝影架三立/三立字架/three-dimensional character	unit	1	2	1	12,00012,000.00	知照攝影架三立/三立字架/three-dimensional character
A	知照攝影架三立/三立字架/three-dimensional character	unit	1	1	1	720,000.00	知照攝影架三立/三立字架/three-dimensional character

Project Name / City / Number of participants: Annual Technical Trainers Meeting/ Guangzhou as example/ (10 participants)

	Type	Unit	Number of item	Quantity/Time	Days	Unit Price	Sum	Details / Comments
	Agency Fees (Preparation fee)						9237,900.00	
I A 1	Account Director	person/day	1	4	5	72,000	720,000	工作人员工作时间对应工作量，包含45P
I A	Sub-Total Agency Fees (Preparation fee)						720,000.00	
	Agency Fees (On site)							
I A 1	Account Director	person/day	1	4	3	1600	17,200	现场工作人员，约4天，驻场2天
I A 2	Guide	person/day	1	3	1	1600	11,600	
I A	Sub-Total Agency Fees (On site)						28,800.00	
I	Agency Fees						748,800.00	

	Type	Unit	Number of item	Quantity/Time	Days	Unit Price	Sum	Details / Comments
II A1	Crew flights for event (Economy class)	Round trip	1	1	1	72,500	72,500.00	北京-广州往返机票，按实际站数。
II A2	Crew flights for event (Economy class)	Round trip	1	1	1	72,500	72,500.00	
II A3	Agency Staff Accommodation I	Room/Night	1	1	2	7600	15,200.00	
II A4	Agency Staff Accommodation II	Room/Night	1	1	2	7600	15,200.00	
II A5	Agency Staff working on site traffic	mile	1	2	2	7500	3000.00	
II A	Sub-Total Agency Fees						158,400.00	
II	Agency Fees						158,400.00	

	Type	Unit	Number of item	Quantity/Time	Days	Unit Price	Sum	Details / Comments
III A 1	shuttle bus	Person	1	3	1	72,000	72,000.00	广州培训中心-广州某五星级酒店，50座大巴
III A 2	shuttle bus	Person	1	3	1	72,000	72,000.00	高规格车
III A	Sub-Total Transportation						144,000.00	
III B 1	Gifts	person	1	30	1	7200	21,600.00	抽奖奖品
III B 2	Gifts	person	1	180	1	7100	12,780.00	年会伴手礼不超过100
III B 3	Team building	person	1	180	1	7200	12,960.00	团建包含门票
III B 4	RSVP	person	1	180	1	750	13,500.00	前期报名收集、整理、现场、发送通知短信、现场签到等。
III B 5	Electronic check-in software	person	1	1	1	75,000	75,000.00	电子签到软件，包含45天培训、行程通知、云签到等内容。
III B 6	Insurance	person	1	180	1	720	12,960.00	意外险100万，医疗2万。
III B 7	Individual Income tax	person	1	180	1	1100	19,800.00	代扣个人所得税
III B 8	Band	person	1	4	1	72,000	28,800.00	组宣乐队
III A	Sub-Total Event						171,300.00	
III	Event						171,300.00	

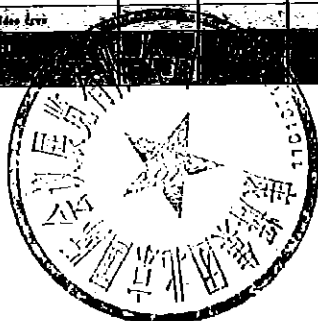
	Type	Unit	Number of item	Quantity/Time	Days	Unit Price	Sum	Details / Comments
IV A 1	Dinner	person	1	180	1	7250	13,050.00	广州某五星级酒店，含酒水，13座每席1桌
IV A 2	Cake	person	1	1	1	71,000	71,000.00	22寸
IV A 3	Lunch	person	1	180	1	7188	12,936.00	
IV A 4	Water	person	3	180	1	72	3816.00	550ml农夫山泉
IV A 5	Afternoon tea	person	1	180	1	128	23,040.00	下午茶
IV A	Sub-Total Catering						171,792.00	
IV	Catering						171,792.00	

	Type	Unit	Number of item	Quantity/Time	Days	Unit Price	Sum	Details / Comments
V A1	Background wall for lobby photography	person	1	1	1	15,000	15,000.00	背景墙长5m，包含3m立杆字
V A2	Cinema Bands Police Code 防暴队手牌	person	1	30	1	720	21,600.00	圆珠数字
V A	Sub-Total Signage/Construction						36,600.00	
V	Signage/Construction						36,600.00	

	Type	Unit	Number of item	Quantity/Time	Days	Unit Price	Sum	Details / Comments
VI A	Subtotal AV							
VI	AV							



	Item	Unit	Model or size	Quantity/size	Days	Unit price	Sum	
	Photo 35mm size							
	Photo	pcs	1	1	2	11,500	11,000.00	摄影器材云初等, 8寸打拍器
VII A	Subtotal Photo & Video Equip.						11,000.00	
III	Subtotal of all items						11,000.00	



TOTAL							
	Total						8807,920.00
PERSONNEL							
Account Title Preparation							
1 A 1	Account Director	per/day	1	5	2	72,000	720,000
1 A 2	Creative Director	per/day	1	5	2	72,000	720,000
1 A 3	2 D Designer	per/day	1	5	2	72,000	720,000
1 A	Sub-Total Agency Staff Preparation						2,160,000.00
Agency Fees (in %)							
1 B 1	Account Director	per/day	1	1		6000	73,600.00
1 B 2	Account Manager	per/day	1	1		6000	73,600.00
1 B 3	Project Manager	per/day	1	2		9500	17,200.00
1 B	Sub-Total Agency Fees (in %)						174,400.00
TOTAL PERSONNEL							

TOTAL							
	Total						8807,920.00
PERSONNEL							
Site Preparation							
11 A 1	Agency Staff Site check	in Night	1	4	1	11,500	73,000.00
11 A 2	Agency On-site	mult	1	4	4	6000	73,600.00
11 A	Sub-Total Site Preparation						146,600.00
TOTAL PERSONNEL							

TOTAL							
	Total						8807,920.00
PERSONNEL							
Materials							
111 A 1	Shuttle bus	mult	1	20	1	11,500	724,000.00
111 A	Sub-Total Shuttle bus						724,000.00
111 B 1	Site cover	mult	1	10	1	150.00	1500.00
111 B 2	CDP	Person	1	1	1	14,000.00	14,000.00
111 B 3	Shuttle board 桌布	mult	1	80	1	130.00	10400.00
111 B 4	Electroak Speaker & Microphone/音响设备	mult	1	1	1	611,000.00	611,000.00
111 B 5	矿泉水及毛巾/Mineral water for participants	mult	1	600	1	1750.00	730,000.00
111 B 7	宣传册/宣传册/Message tag	mult	1	600	1	110.00	66,000.00
111 B 8	宣传册/宣传册/Printing materials	purchase	1			7300.00	7300.00
111 B 1	音响租用/Event date(s)	mult	1	1		130,000.00	130,000.00
111 B 2	LED屏幕 \ LED screen	mult	1	72	1	1,800.00	130,000.00
111 B 3	LED屏幕 \ LED screen	mult	1	100	1	1100.00	110,000.00
111 B 4	签到装置/Sign-in device	mult	1	1		10,000.00	10,000.00
111 B 5	宣传册/宣传册/promotional materials	mult	1	1	1	1500.00	1500.00
111 B 7	签到装置/Sign-in device	mult	1			1300.00	1300.00
111 B 21	车头牌/vehicle plate	mult	1	1		150.00	150.00
111 B 22	签到牌/Sign-in board for shooting	mult	1	80	1	760.00	73,000.00
111 B 23	签到牌/Sign-in card	mult	1	18	1	815.00	1500.00
111 B 25	签到牌/Sign-in card	mult	1	50	1	110.00	1500.00
111 B 27	车头牌/vehicle plate	mult	1	1	1	1150.00	1150.00
111 B 31	签到牌/Sign-in card	mult	1	50	1	1750.00	118,000.00
111 B 32	签到牌/Sign-in card	mult	1	600	1	150.00	730,000.00
111 B 33	签到牌/Sign-in card	mult	1	600	1	150.00	730,000.00
111 B 34	签到牌/Sign-in card	mult	1	100	1	1130.00	712,000.00
111 B	Sub-Total Materials						4,130,000.00

TOTAL							
	Total						8807,920.00
PERSONNEL							
Materials							
1 A 1	Account Director	per/day	1	5	2	72,000	720,000
1 A 2	Creative Director	per/day	1	5	2	72,000	720,000
1 A 3	2 D Designer	per/day	1	5	2	72,000	720,000
1 A	Sub-Total Agency Staff Preparation						2,160,000.00
Agency Fees (in %)							
1 B 1	Account Director	per/day	1	1		6000	73,600.00
1 B 2	Account Manager	per/day	1	1		6000	73,600.00
1 B 3	Project Manager	per/day	1	2		9500	17,200.00
1 B	Sub-Total Agency Fees (in %)						174,400.00
TOTAL PERSONNEL							
Materials							
111 A 1	Shuttle bus	mult	1	20	1	11,500	724,000.00
111 A	Sub-Total Shuttle bus						724,000.00
111 B 1	Site cover	mult	1	10	1	150.00	1500.00
111 B 2	CDP	Person	1	1	1	14,000.00	14,000.00
111 B 3	Shuttle board 桌布	mult	1	80	1	130.00	10400.00
111 B 4	Electroak Speaker & Microphone/音响设备	mult	1	1	1	611,000.00	611,000.00
111 B 5	矿泉水及毛巾/Mineral water for participants	mult	1	600	1	1750.00	730,000.00
111 B 7	宣传册/宣传册/Message tag	mult	1	600	1	110.00	66,000.00
111 B 8	宣传册/宣传册/Printing materials	purchase	1			7300.00	7300.00
111 B 1	音响租用/Event date(s)	mult	1	1		130,000.00	130,000.00
111 B 2	LED屏幕 \ LED screen	mult	1	72	1	1,800.00	130,000.00
111 B 3	LED屏幕 \ LED screen	mult	1	100	1	1100.00	110,000.00
111 B 4	签到装置/Sign-in device	mult	1	1		10,000.00	10,000.00
111 B 5	宣传册/宣传册/promotional materials	mult	1	1	1	1500.00	1500.00
111 B 7	签到装置/Sign-in device	mult	1			1300.00	1300.00
111 B 21	车头牌/vehicle plate	mult	1	1		150.00	150.00
111 B 22	签到牌/Sign-in board for shooting	mult	1	80	1	760.00	73,000.00
111 B 23	签到牌/Sign-in card	mult	1	18	1	815.00	1500.00
111 B 25	签到牌/Sign-in card	mult	1	50	1	110.00	1500.00
111 B 27	车头牌/vehicle plate	mult	1	1	1	1150.00	1150.00
111 B 31	签到牌/Sign-in card	mult	1	50	1	1750.00	118,000.00
111 B 32	签到牌/Sign-in card	mult	1	600	1	150.00	730,000.00
111 B 33	签到牌/Sign-in card	mult	1	600	1	150.00	730,000.00
111 B 34	签到牌/Sign-in card	mult	1	100	1	1130.00	712,000.00
111 B	Sub-Total Materials						4,130,000.00

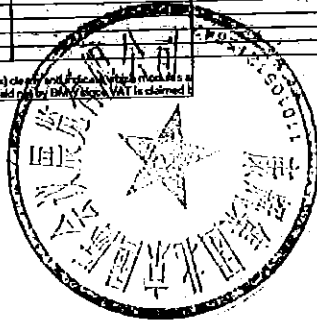


Basic information and cost overview	
Project	BAYON MICE Agency 2024-2029
Company	COMEST INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.1.22
Quotation Version	01
Contact	
Name	LIN
Surname	ZHANG
Position	Account Director
Mobile	13918193620
Fixed line	
Email	zhanglin@est.cn

Clustering in T-shirt Size: (XS: 50px, S: 200px, M: 300px, L: 500px, XL: 800px)	Each project name	Quoted Price	Quantities for 5 years	Total Price	Number of participants	Clustering in T-shirt Size: (XS: 50px, S: 200px, M: 300px, L: 500px, XL: 800px)	Total Person in 5 years	price per Person in 5 years
S1	Project 1: Golf Cup China Final-domestic	170,800.00	5	Y854,000.00	110	S	550	\$1,652.73
XS1	Project 2: Golf Cup World Final	598,512.00	5	Y2,992,560.00	12	XS	60	\$150,876.00
XS2	Project 3: Oversea Golf Experience	1,454,500.00	5	Y7,272,500.00	24	XS	120	\$61,100.00
	Total Net			11,169,060.00				
	BBA 78% in net			8,711,066.788				
	HSO 22% in net			2,457,993.212				
	VAT (6%)**			670,143.699				
	Gross Total			11,839,203.60				
	BBA 78% in gross			9,234,978.608				
	HSO 22% in gross			2,604,224.991				

* Please state surcharges (i.e. Business Tax) clearly and indicate which modules it

** Please note that 3rd party invoices are paid by BAYON MICE, VAT is claimed.



BNF Co. Ltd. China Final-domestic (120 pas)

No.	Item	Unit	Number of line	Quantity/line	Days	Unit price	Sum	Remarks
1	Site Check/Quota/Bruff							Site Check/Quota/Bruff
1	Domestic Air tickets Round trip 国内往返机票(含税) 1500km-2000km	Round trip	1	10	1	¥2,000	¥20,000.00	Domestic flight for round trip, economic class. 国内往返机票, 经济舱(含税) 1500km-2000km, 不可退票, 按实际发生结算。
2	Domestic Air tickets Round trip 国内往返机票(含税) 1500km-2000km	Round trip	1	20	1	¥1,000	¥20,000.00	Domestic flight for round trip, economic class. 国内往返机票, 经济舱(含税) 1500km-2000km, 不可退票, 按实际发生结算。
3	Domestic Air tickets Round trip 国内往返机票(含税) 1500km-2000km	Round trip	1	30	1	¥1,000	¥30,000.00	Domestic flight for round trip, economic class. 国内往返机票, 经济舱(含税) 1500km-2000km, 不可退票, 按实际发生结算。
4	Domestic Air tickets Round trip 国内往返机票(含税) 1500km-2000km	Round trip	1	20	1	¥1,000	¥20,000.00	Domestic flight for round trip, economic class. 国内往返机票, 经济舱(含税) 1500km-2000km, 不可退票, 按实际发生结算。
5	Domestic Train tickets Round trip 国内往返火车票一等座	Round trip	1	20	1	¥1,000	¥20,000.00	Domestic train tickets for round trip, first class, within 1000km. 国内往返火车票, 一等座(含税) 20人/年, 1000km以内, 按实际发生结算。
6	Air ticket change and cancel fee 机票变更及退票费	unit	1	1	1	¥10,000	¥10,000.00	Air ticket change and cancel fee. 机票变更及退票费, 按实际发生结算。
7	Train ticket change and cancel fee 火车票变更及退票费	unit	1	1	1	¥100	¥100.00	Train ticket change and cancel fee. 火车票变更及退票费, 按实际发生结算。
Sub-total							¥116,000.00	
8	Air tickets payable change Domestic 国内机票变更退票费		1	100	1	¥100	¥10,000.00	国内机票变更退票费, 按实际发生结算。
9	Train tickets payable change Domestic 国内火车票变更退票费		1	20	1	¥500	¥10,000.00	国内火车票变更退票费, 按实际发生结算。
Sub-total							¥20,000.00	
Total							¥136,000.00	



B&W Golf Cup World Final (12 pax)							
No.	Item	Unit	Number of item	Quantity/Time	Days	Unit price/Day	Detailed Book head/Comments/Details/Remarks
1	Account Fees (Preparation)	pax/day	1	1	15	¥3,014	Project overall management and communication, program plans.
	Sub-Total: Account Fees (Preparation)					¥3,014.00	
Travel Expenses							
No.	Item	Unit	Number of item	Quantity/Time	Days	Unit price/Day	Detailed Book head/Comments/Details/Remarks
1	International Air tickets Round trip Business Class	Round trip	1	8	1	¥37,500	Around-trip price (Business Class) 国际往返商务舱机票, 限价为最高价格, 不可高于报价, 以实际发生为准。
2	International Air tickets Round trip Economic Class	Round trip	1	2	1	¥11,000	Around-trip price (Economic Class) 国际往返经济舱机票, 限价为最高价格, 不可高于报价, 以实际发生为准。
3	Domestic Air tickets Round trip	Round trip	1	8	1	¥2,500	Around-trip price 国内往返经济舱机票, 限价为最高价格, 不可高于报价, 以实际发生为准。
4	Air ticket charges and cancel fee	Round trip	1	1	1	¥34,200	10% rate for change or refund, based on actual situation.
	Sub-Total					¥85,200.00	
Travel Expenses							
No.	Item	Unit	Number of item	Quantity/Time	Days	Unit price/Day	Detailed Book head/Comments/Details/Remarks
1	Air tickets service charge	Round trip	1	18		¥50	订票费, 按照国际规定标准计算。
	Sub-Total					¥900.00	
Local Expenses							
No.	Item	Unit	Number of item	Quantity/Time	Days	Unit price/Day	Detailed Book head/Comments/Details/Remarks
1	International local tour guide	Day	1	1	6	¥3,800	The experienced international tour guide with driver skill (Bilingual). Package price incl. travel, transportation, accommodation, meal, overtime fee and all related cost (6 days & nights itinerary). Provide photo and video service scope. 当地中文导游全程陪同, 工作时间10小时 11人包, 包车小费, 领队, 住宿导游费
2	Tour leader	Day	1	1	6	¥2,600	The experienced international tour leader (Bilingual). Package price incl. (travel, transportation, accommodation, meal, 6 days & nights itinerary). Communication with local agency and coordination with team China. 10小时工作, 包含领队, 人工, 领队以及住宿导游费
3	International accommodation	Room	1	6	1	¥1,000	International 5 stars hotel. Refers to: Hyatt Place and etc.
4	Accommodation (Domestic hotel)	Room	1	6	1	¥700	1 night for over night transportation
5	Domestic transportation/line	Unit	1	8	1	¥500	Pick up and drop off transportation in domestic, 24Hr 7er 国内接送/用车, 7天或8天
6	International transportation	Bus	1	2	1	¥4,000	Europe, Business Van with 7 or 9 seats, daily working time at least 10 hours. 欧洲, 商务车, 工作时间10小时, 包含司机费用
7	Insurance	pax	1	10	1	¥100	Insurance amount to 200%, including emergency rescue and overseas driving accident insurance. 全球旅行险, 最高保额200万, 含紧急救援及海外自驾车意外险
8	Visa application fee	pax	1	12	1	¥1,800	Visa application fee 签证申请费用
9	Visa application	pax	1	8	1	¥2,000	Urgent visa application 签证加急费用, 加急费用及受理
10	Driver License Translation	sec	1	12	1	¥1,000	Driver License translation and certification 驾照公证及翻译, 使馆认证
11	Side program 1	pax	1	12	1	¥2,000	Package price, incl. the tickets, tour guide, tea break & all related cost, 24 pax, e.g. local night club
12	Side program 2	pax	1	12	1	¥1,000	Package price, incl. the tickets, tour guide, tea break & all related cost, 24 pax, e.g. local culture experience
13	Side program 3	pax	1	12	1	¥500	Package price, incl. the tickets, tour guide, tea break & all related cost, 24 pax, e.g. local sightseeing program
14	Dinner	pax	1	12	1	¥200	Chinese Meal or Western Light Meal including 1 soft drink
15	Lunch	pax	1	12	6	¥300	Western Style with 4 course Menu including 1 soft drink or 1 wine
16	Dinner	pax	1	12	6	¥500	Michelin Starred Restaurant or Similar, Western Style including 1 soft drink or 1 wine
	Sub-Total: Local Expenses					¥18,100.00	

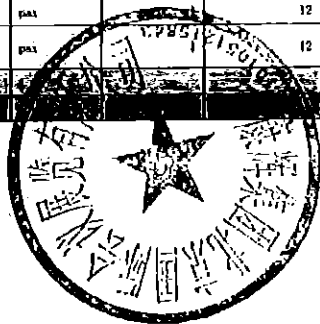


Table 1: Bidding List

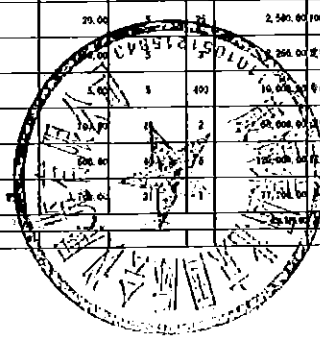
Project Name: 2023 Bilibili Bilibili Training Organization Project Start: 2024-01-01 Quotation Date: 2024-01-01 Agency Name: CHINA INTERNATIONAL TRADE Fairs CO., LTD. Agency Address: 1510, 12th Floor, No. 13 South Changyang Road, Dongcheng District, Beijing Contact Info: 13910102620					
Item		Unit		Amount (RMB)	
Item		Unit		Amount (RMB)	
A		Total Package		3,242,500.00	
B		Indoor 2nd Floor		140,000.00	
C		Training Facility Transportation		145,000.00	
D		One Transportation and Rental		150,000.00	
E		Set Up		176,500.00	
F		Registration		465,912.50	
G		Travel		9,116,100.00	
H		Printing		123,375.00	
I		Personnel		1,745,000.00	
J		Agency Fees		873,960.00	
K		Taxes		16,332,136.00	
L		Business Tax		1,004,150.72	
M		Total (Total Package + Taxes)		3,242,500.00	

Details					
Item		Unit		Amount (RMB)	
Item		Unit		Amount (RMB)	
1	Shanghai 上海 System 1 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 2 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 3 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 4 (Training Strategy)	20	10	15	215,000.00
2	Beijing 北京 System 1 (Training Strategy)	20	10	15	215,000.00
	Beijing 北京 System 2 (Training Strategy)	20	10	15	215,000.00
	Beijing 北京 System 3 (Training Strategy)	20	10	15	215,000.00
	Beijing 北京 System 4 (Training Strategy)	20	10	15	215,000.00
3	Shanghai 上海 System 1 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 2 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 3 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 4 (Training Strategy)	20	10	15	215,000.00
4	Shanghai 上海 System 1 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 2 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 3 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 4 (Training Strategy)	20	10	15	215,000.00
5	Shanghai 上海 System 1 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 2 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 3 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 4 (Training Strategy)	20	10	15	215,000.00
6	Shanghai 上海 System 1 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 2 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 3 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 4 (Training Strategy)	20	10	15	215,000.00
7	Shanghai 上海 System 1 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 2 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 3 (Training Strategy)	20	10	15	215,000.00
	Shanghai 上海 System 4 (Training Strategy)	20	10	15	215,000.00

[illegible]

Item 品名	Unit 单位	Unit Price (RMB) 单价 (元)	Qty 数量	Total Price (RMB) 总价 (元)	Description 描述
1. 机票 (国内)	张	2,300.00	25	57,500.00	机票 (国内)
2. 酒店 (国内)	间/夜	2,500.00	25	62,500.00	酒店 (国内)
3. 机票 (国际)	张	1,500.00	25	37,500.00	机票 (国际)
4. 酒店 (国际)	间/夜	2,500.00	60	62,500.00	酒店 (国际)
5. 机票 (国内)	张	9,500.00	15	142,500.00	机票 (国内)
6. 酒店 (国内)	间/夜	15,000.00	25	375,000.00	酒店 (国内)
7. 机票 (国际)	张	200.00	25	5,000.00	机票 (国际)
8. 酒店 (国际)	间/夜	1,000.00	60	60,000.00	酒店 (国际)
9. 机票 (国内)	张	200.00	25	5,000.00	机票 (国内)
10. 酒店 (国内)	间/夜	800.00	50	64,000.00	酒店 (国内)
11. 工作人员差旅 - 国内	人/天	300.00	10	3,000.00	工作人员差旅 - 国内
12. 工作人员差旅 - 国际	人/天	100.00	10	1,000.00	工作人员差旅 - 国际

Item 品名	Unit 单位	Unit Price (RMB) 单价 (元)	Qty 数量	Total Price (RMB) 总价 (元)	Description 描述
1. 培训材料印刷	份	20.00	50	1,000.00	培训材料印刷
2. 电子表格设计	份	100.00	100	10,000.00	电子表格设计
3. 人名录卡	张	5.00	100	500.00	人名录卡
4. 宣传海报	张	5.00	10	50.00	宣传海报
5. 签到表	份	20.00	5	100.00	签到表
6. 手册印刷	份	25.00	5	125.00	手册印刷
7. 卡片	张	10.00	100	1,000.00	卡片
8. 信封	个	5.00	100	500.00	信封
9. 无线对讲机	台	10.00	100	1,000.00	无线对讲机
10. 黑色中拉笔	支	2.00	100	200.00	黑色中拉笔
11. 马克笔	支	2.00	100	200.00	马克笔
12. 墨盒	个	1.00	100	100.00	墨盒
13. 打印机	台	10.00	55	550.00	打印机
14. 台式电脑	台	80.00	75	6,000.00	台式电脑
15. PB 板	块	10.00	50	500.00	PB 板
16. 培训材料	份	500.00	5	2,500.00	培训材料
17. 分屏仪	台	300.00	5	1,500.00	分屏仪
18. 试用试用设备	套	30.00	15	450.00	试用试用设备
19. 试用试用材料	份	5.00	15	75.00	试用试用材料
20. 试用试用材料	份	10.00	100	1,000.00	试用试用材料
21. 试用试用材料	份	10.00	55	550.00	试用试用材料
22. 试用试用材料	份	30.00	5	150.00	试用试用材料
23. 试用试用材料	份	20.00	5	100.00	试用试用材料
24. 试用试用材料	份	20.00	5	100.00	试用试用材料
25. 试用试用材料	份	20.00	5	100.00	试用试用材料
26. 试用试用材料	份	20.00	5	100.00	试用试用材料
27. Shuttle 材料	份	10.00	5	50.00	Shuttle 材料
28. Shuttle 材料	份	10.00	5	50.00	Shuttle 材料
29. Shuttle 材料	份	10.00	5	50.00	Shuttle 材料

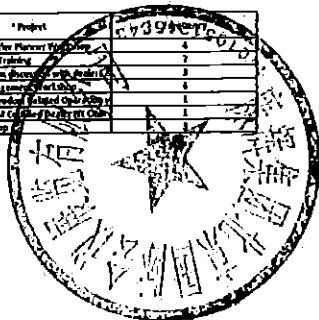


Basic Information and cost overview	
Project	BMW CHINA Agency 2024-2029
Company	CONFORT INTERNATIONAL M.T.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.7
Quotation Version	02
Contact	
Phone	135
Surround	78340
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhaoxia@ccf.com

Charging in Yearly Sales	Each project items	Quoted Price	Quantity for 5 years	Total Price	Number of participants	Cost per person	Charging in Yearly Sales (US \$000,000)	Total Person in 5 years	price per Person in 5
CS1	Project 1: Dealer training	86,770.00	20	1,735,400.00	40	2,216.25	285	800	22.1625
CS2	Project 1: Dealer PMS Academy	226,977.50	15	3,404,662.50	30	7,351.92	25	1,200	73.5192
CS3	Project 1: Dealer management	273,240.00	20	5,464,800.00	40	7,458.00	25	1,200	74.58
CS4	Project 1: CRM platform	27,300.00	15	409,500.00	30	1,131.25	25	1,200	11.3125
CS5	Project 1: New product	107,800.00	10	1,078,000.00	100	1,078.00	5	1,000	10.78
CS6	Project 1: Local PMS	197,304.40	5	986,522.00	240	830.44	16	1,200	83.044
CS7	Project 1: E-commerce platform	53,855.00	5	269,275.00	240	224.81	5	1,200	22.481
	Total Price			15,881,564.50					
	BBA 50% in net			7,940,782.25					
	HSC 40% in net			6,350,006.25					
	VAT (6%)			951,776.00					
	Gross Total			15,881,564.50					
	BBA 50% in gross			7,940,782.25					
	HSC 40% in gross			6,350,006.25					

* Please state surcharges (i.e. Business Tax) clearly and indicate v
 ** Please note that 3rd party invoices are paid net by BMW since

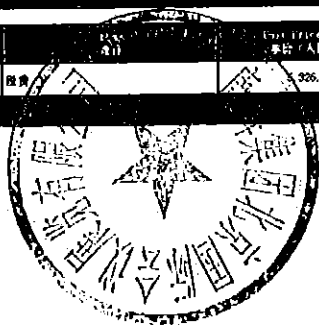
Department	* Project
CS-CH V/MS-V	Regional Dealer Training
	New Dealer Training
	Sales Program Development
	Dealer Management System
	Local B2B Platform Related Operation
CS-CH 9	BMW M GT Club/Driving Club



人数: 经销商40人, 会议组织者10人
场地要求: 需站50人的酒店会议场地, 符合宝马标准
餐饮要求: 包含上下午两次茶歇+一顿午餐 / 天
住宿要求: 无住宿要求
交通要求: 无交通要求

Item 项目		Budget 预算		Remarks 备注		
A	Transportation 交通	3,000.00				
B	Accommodation 住宿	0.00				
C	Food & Beverage 餐饮	18,500.00				
D	Meeting 会议	45,000.00				
E	Others 其他	14,200.00				
F	Service Charge 服务费	8,070.00				
Total Bidding (Business Tax incl.) 投标总计(含营业税)		98,770.00				
MSC (22%) 会议费		19,659.40				
MBA (70%) 会议费		69,240.60				
G	Tax 税费	5,328.00				
QMSD - Total Bidding (Business Tax Incl.) 投标总计(含营业税)		94,000.00				
Part A: Transportation (交通)						
Item 项目	Unit 单位	Unit Price (CNY) 单价(人民币)	Qty 数量	Unit 单位	Total Price (CNY) 总价(人民币)	Remarks 备注
1	国内各地交通				0.00	预估费用: 交通方式根据客户所在地及航班/高铁等交通方式, 以实际结算为准
2	本地接送机				0.00	预估费用: 19座商务车, 酒店-机场接送, 2辆2座, 以实际结算为准
3	本地交通	1,500.00	2	1	3,000.00	预估费用(参考交通): 参展工厂及VOC附近租车, 以实际结算为准
Part B: Accommodation (住宿)						
Item 项目	Unit 单位	Unit Price (CNY) 单价(人民币)	Qty 数量	Unit 单位	Total Price (CNY) 总价(人民币)	Remarks 备注
1	大床房-上海	900.00	40	0	0.00	单人单间, 以宝马在当地协议酒店为准和参考
Part C: Food & Beverage (餐饮)						
Item 项目	Unit 单位	Unit Price (CNY) 单价(人民币)	Qty 数量	Unit 单位	Total Price (CNY) 总价(人民币)	Remarks 备注
1	午餐	198.00	50	0	0.00	
2	晚餐-抵达后晚餐	150.00	50	1	7,500.00	预估费用, 以实际结算为准
3	晚餐-workshop当日晚餐	220.00	50	1	11,000.00	预估费用, 以实际结算为准
4	茶歇	88.00	50	0	0.00	
Part D: Service Charge (服务费)						
Item 项目	Unit 单位	Unit Price (CNY) 单价(人民币)	Qty 数量	Unit 单位	Total Price (CNY) 总价(人民币)	Remarks 备注
1	会议包场	900.00	50	1	45,000.00	预估50间酒店包场, 含场地费, 设备租用费用, 50人内两次午餐, 三次茶歇
Part E: Others (其他)						
Item 项目	Unit 单位	Unit Price (CNY) 单价(人民币)	Qty 数量	Unit 单位	Total Price (CNY) 总价(人民币)	Remarks 备注
1	签到背景板	5,000.00	1	1	5,000.00	大小和材质按需求实际情况, 符合宝马标准
2	指示牌	400.00	3	1	1,200.00	大小和材质按需求实际情况, 符合宝马标准
3	桌椅	10	50	1	500.00	A4三折桌卡, 250克铜版纸 21*29.7CM
4	签到花	450	1	1	450.00	签到花, 符合宝马标准
5	会议日程	10	5	1	50.00	A4彩色单面打印
6	卡纸	10	5	1	50.00	培训用彩色卡纸
7	喷胶	30	5	1	150.00	培训用3M喷胶
8	马克笔/圆珠笔等	10.00			0.00	如有
9	外置音响	3,000.00			0.00	如有
10	晚宴用酒水	2,000.00		1	2,000.00	
11	搭建运输/人工	1,500.00		1	1,500.00	预估费用: 现场搭建2次 4人工 现场搭建2次
12	工作人员交通/住宿	1,500.00		1	1,500.00	预估费用: 工作人员机票+住宿 差旅杂费
13	餐费支持	1,800.00		3	1,800.00	预估费用, 以实际结算为准
Total 总计		14,200.00				

F. Service Charge 服务收费	Item 项目	Unit Price (USD) 单价 (人民币)	Qty 数量	Unit 次数	Total Price (USD) 总价 (人民币)	Description 描述
1	服务费	8,070.00	1	1	8,070.00	
F. Service Charge 服务费						8,070.00
G. VAT 税	Item 项目	Unit Price (USD) 单价 (人民币)	Qty 数量	Unit 次数	Total Price (USD) 总价 (人民币)	Description 描述
1	税	326.20	1	1	326.20	
G. VAT 税						326.20



附件1：费用预算表

人数：经销商30人，会议服务人员20人
 场地要求：容纳50人的酒店会议场地，会议场地与住宿地点保持一致，符合宝马标准
 餐饮要求：包含2次正餐，1次午餐和1次晚餐
 住宿要求：宝马标准住宿
 交通要求：往返酒店市内交通费

序号	项目	单位	数量	单价	总价	备注
A	Transportation 交通				72,000.00	
B	Accommodation 住宿				61,000.00	
C	Food & Beverage 餐饮				18,600.00	
D	Meeting 会议				45,000.00	
E	Others 其他				13,900.00	
F	Service Charge 服务费				20,340.00	
	HSC (72%)				4922.80	
	HSA (78%)				17451.20	
G	TAT 税费				13424.40	
BOM (BOM) (BOM)						
1	W/L各地交通		1,104.00	30	2	56,100.00 预估费用： 交通方式根据客户所在地选择飞机、高铁等交通方式(往返)，以实际结算为准
2	本地接送机		1,000.00	1	2	4,000.00 预估费用： 19座商务车：酒店-机场往返接送，2辆2辆，以实际结算为准
3	本地交通		2,000.00	1	1	2,000.00 预估费用： 当地参会客户出租车等费用，以实际结算为准
1	大球房-上海		900.00	30	2	64,000.00 单人单房，以宝马在当地协议酒店为标准参考
1	午餐		198.00	50	0	0.00
2	晚餐-星级酒店		150.00	60	1	7,500.00 预估费用，以实际结算为准 (KOL人数30+当地服务人员20)
3	晚餐-workshop当地晚餐		220.00	50	1	11,000.00 预估费用，以实际结算为准 (KOL人数30+当地服务人员20)
4	茶歇		88.00	50	0	0.00
1	会议包价		900.00	50	1	45,000.00 预估五星级酒店包价，含50人房一次午餐，两次茶歇，以及场地费用，现场布置/投影等
1	签到背景板		5,000.00	1	1	5,000.00 4m*3m，木结构喷绘，符合宝马标准
2	指示牌		300.00	3	1	900.00 0.8m*2m，木结构喷绘，符合宝马标准
3	桌牌		10	50	1	500.00 A4三折桌卡，250克铜版纸 21*29.7CM
4	签到花		300	1	1	300.00 Table flower 签到花，符合宝马标准
5	会议日程		10	5	1	50.00 A4彩色单面打印
6	卡纸		10	5	1	50.00 400克彩色卡纸
7	喷胶		30	5	1	150.00 快干型344喷胶
8	马克笔+翻页笔等		10.00		1	50.00 标准
9	外租桌椅					0.00 如有
10	晚宴用酒水					0.00 如有
11	搭建运输+人工		2,500.00		1	2,500.00 预估费用： 进场搭建2次 4人工 撤场2次
12	工作人员交通+住宿		2,000.00		1	2,000.00 预估费用： 工作人员机票+住宿 按照实际
13	会务支持		400.00		3	2,400.00 预估费用，以实际结算为准
1	服务费		20,340.00	1	1	20,340.00
Service Charge						20,340.00

Line 項目	Item 品名	Unit Price 単価 (円)	Qty 数量	Total Price 総額 (円)	Description 品名
1	投資		1	13,424.40	
				13,424.40	



人数 经销商30人, 会议组织者20人

场地要求 约50人的酒店会议场地, 会议场地与住宿地点保持一致, 符合宝马标准

餐饮要求 包含2次正餐, 1次午餐和1次晚餐

住宿要求 宝马标准住宿

交通要求 提供机场及市内交通费用, 可能存在往返会议场地和其他场地的接送需求

特别说明 邀约对象为经销商负责人/总经理/销售经理, 接待标准参照BMW品牌的例证, 场地选择不限于传统的五星级酒店, 会议也可能与后院的试驾车试驾等相结合

Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
A	Transportation					
B	Accommodation					
C	Food & Beverage					
D	Meeting					
E	Others					
F	Service Charge					
G	Tax					

Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
1	BMW各地交通		1,100.00	20	66,000.00	预估费用: 交通方式根据客户所在地及会议地点, 高铁等交通方式(往返), 以实际结算为准
2	本地接送机		2,000.00	2	4,000.00	预估费用: 1辆商务车: 别克-凯越/比亚迪, 2辆2座, 针对晚到的客户也需安排司机接送, 以实际结算为准
3	本地交通		2,000.00	1	2,000.00	预估费用: 当地参会客户出租车等费用, 以实际结算为准

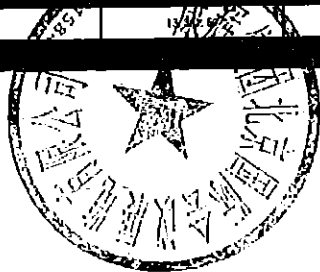
Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
1	大床房-上海		300.00	30	9,000.00	单人单房, 以宝马在当地协议酒店为标准和参考

Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
1	午餐		198.00	50	9,900.00	
2	晚餐-某酒店晚餐		150.00	50	7,500.00	预估费用, 以实际结算为准 (KOL人数30+经销商人数20)
3	晚餐-workshop当日晚餐		220.00	50	11,000.00	预估费用, 以实际结算为准 (KOL人数30+经销商人数20)
4	茶歇		88.00	50	4,400.00	

Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
1	会议包席		900.00	50	45,000.00	预估五星酒店包席, 含50人约一次午餐, 两次晚餐, 以及场地使用, 现场布置/投影等

Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
1	签到背景板		5,000.00	1	5,000.00	4m*3m, 木结构喷绘, 符合宝马标准
2	指示牌		300.00	3	900.00	0.8m*2m, 木结构喷绘, 符合宝马标准
3	桌牌		10	50.00	500.00	A4三折桌卡, 250克铜版纸 21*29.7CM
4	签到花		300	1	300.00	签到花, 符合宝马标准
5	会议日程		10	50.00	500.00	A4彩色单面/双面打印, 会议手册
6	卡纸		10	5.00	50.00	请柬彩色卡纸
7	喷胶				150.00	请柬3M喷胶
8	马克笔/翻页笔等		10.00	5	50.00	标准
9	外部电话		3,000.00		0.00	如有
10	洗手间用水		4,000.00		0.00	如有
11	搭建场地+人工		2,000.00	1	2,000.00	预估费用: 搭建场地2次 4人工 搭建场2次
12	工作人员交通+住宿		2,000.00	1	2,000.00	预估费用: 工作人员机票+住宿 或租车等
13	会务支持		1,850.00	3	1,850.00	预估费用, 以实际结算为准

Item	Qty	Unit Price	Total Price	Unit	Total Price	Unit Price
品名	数量	单价	总价	单位	总价	单价
1 服务费	1	20,275.00	20,275.00	1	20,275.00	
Total Price: 20,275.00						
2 电费	1	13,081.50	13,081.50	1	13,081.50	
Total Price: 13,081.50						



人数	经销商100人，会议组织者20人
场地要求	预订120人的酒店会议场地，符合三星标准
餐饮要求	包含上下午两次茶歇+一顿午餐 / 天
住宿要求	无住宿要求
交通要求	无交通要求

Table 1: Transportation and Accommodation						
Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
A	Transportation		3,000.00			
B	Accommodation		0.00			
C	Food & Beverage		0.00			
D	Meeting		78,600.00			
E	Others		12,600.00			
F	Service Charge		9,350.00			
G	NSC (2%)		22627.00			
	BBA (7%)		80223.00			
	VAT		6171.00			

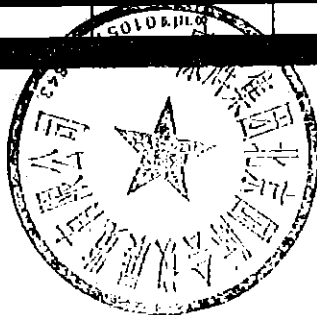
Table 2: Transportation and Accommodation						
Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
1	以包价					
2	以实际发生为准					
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Table 3: Transportation and Accommodation						
Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
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Table 4: Transportation and Accommodation						
Item	Description	Unit	Quantity	Unit Price	Total Price	Remarks
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94	以					

Service Charge 服务费	Fee 费用	Unit Price 单位价格	Quantity 数量	Page 页数	Total Price 总价	Description 说明
1	服务费	9,350.00	1	1	9,350.00	
Subtotal 合计					9,350.00	

Item 项目	Unit Price 单位价格	Quantity 数量	Page 页数	Total Price 总价	Description 说明	
1	运费	8,171.00	1	1	8,171.00	
Subtotal 合计					8,171.00	



人数 按照40人会议标准共40人

场地要求 容纳40人的酒店会议场地，会议场地与住宿地点保持一致，符合宝马标准

餐饮要求 包含2次正餐、1次午餐和1次晚餐

住宿要求 无住宿要求

交通要求 从酒店到指定场地（加工厂）的交通，

特别说明 2021年的地点为沈阳，因此会议和住宿地点为沈阳的五星级酒店，参观的地点为铁西工厂，需要考虑到工厂与酒店的距离和交通安排

序号	项目	单位	数量	单价	金额	备注
A	Transportation				6,000.00	
B	Accommodation				0.00	
C	Food & Beverage				0.00	
D	Meeting				156,000.00	
E	Others				19,185.82	
F	Service Charge				18,118.58	
G	Tax				11958.26	

序号	项目	单位	数量	单价	金额	备注
1	从各城市交通		2	0.00		预估费用：交通方式根据客户所有在地段选择飞机、高铁等交通方式，以实际结算为准
2	本地接送机		2	0.00		预估费用：50位客人接送，酒店-机场接送，3辆2辆，以实际结算为准
3	本地交通		1	6,000.00		预估费用：往返沈阳机场的shuttle bus，以实际结算为准

序号	项目	单位	数量	单价	金额	备注
1	大床房-上海		2	0.00		单人单房，以宝马在当地酒店标准为标准和参考

序号	项目	单位	数量	单价	金额	备注
1	午餐				0.00	
2	晚餐-抵达日晚餐		150.00	240	0.00	预估费用，以实际结算为准
3	晚餐-workshop当日晚餐		220.00	240	0.00	预估费用，以实际结算为准
4	茶歇				0.00	

序号	项目	单位	数量	单价	金额	备注
1	会议包价		850.00	240	156,000.00	预估五星级酒店房价，会议晚餐、晚餐和用晚餐，240人的1次午餐，2次晚餐

序号	项目	单位	数量	单价	金额	备注
1	签到背景板		5,000.00	1	5,000.00	4m*3m，木质喷绘，符合宝马标准
2	指示牌		300.00	3	900.00	0.8m*2m，木质喷绘，符合宝马标准
3	桌椅		6	240	5,160.00	A4三折桌，250克铜板纸 21*29.7CM
4	签到花		300	1	300.00	签到花，符合宝马标准
5	会议日程		10	210	2,100.00	A4彩色单面打印
6	卡纸		10	5	50.00	签到背景板卡纸
7	喷绘		30	5	150.00	签到背景板
8	马克笔4支装每盒		10.00	1	0.00	签到
9	外置桌椅		3,000.00		0.00	签到
10	晚宴用酒水		4,000.00		0.00	签到
11	搭建运输+人工		825.82	1	825.82	预估费用：搭建搭建2次+人工搭建搭建2次
12	工作人员交通+住宿		2,000.00	1	2,000.00	预估费用：工作人员机票+住宿 差旅费用
13	会务支持		1,800.00	3	1,800.00	预估费用，以实际结算为准

Item Description	Unit Quantity	Unit Price (RMB)	Quantity	Unit Price (RMB)	Total Price (RMB)	Remarks
1 服务费		18,118.58	1	1	18,118.58	
Total Price						18,118.58
Item Description	Unit Quantity	Unit Price (RMB)	Quantity	Unit Price (RMB)	Total Price (RMB)	Remarks
1 运费		11,859.26	1	1	11,859.26	
Total Price						11,859.26



2023年10月23日

人数

场地要求

餐饮要求

住宿要求

交通要求

特别说明 online线上会议形式

ID		USD		USD	
A	Transportation 交通		0.00		
B	Accommodation 住宿		0.00		
C	Food & Beverage 餐饮		0.00		
D	Meeting 会议		40,000.00		
E	Others 其他		5,060.00		
F	Service Charge 服务费		4,505.00		
Total (A-F) = 49,565.00					
G		USD		USD	
NSC (22%)		11870.10			
SBA (7%)		4204.99			
VAT		3237.70			
Total (G) = 19312.79					
Grand Total = 68877.79					
GRAND TOTAL					
ID	Description	Unit	Quantity	Unit Price	Total
1	N/A 各地交通			0.00	预估费用: 交通方式根据客户所在地及酒店飞机、高铁等交 方式, 以实际结算为准
2	本地接送机			0.00	预估费用: 50座商务车: 酒店-机场接送, 2辆2辆, 以实际结算为准
3	本地交通			0.00	预估费用: 当地自驾客户出租车等费用, 以实际结算为准
Total = 0.00					
ID	Description	Unit	Quantity	Unit Price	Total
1	大床房-上海			0.00	单人标准, 以当地协议酒店为标准 and 参考
Total = 0.00					
ID	Description	Unit	Quantity	Unit Price	Total
1	午餐			0.00	
2	晚餐-酒店自助餐			0.00	预估费用, 以实际结算为准
2	晚餐-workshop当日晚餐			0.00	预估费用, 以实际结算为准
3	茶歇			0.00	
Total = 0.00					
ID	Description	Unit	Quantity	Unit Price	Total
1	会议包价		40,000.00	1	40,000.00
包含线上会议的媒体费用					
Total = 40,000.00					
ID	Description	Unit	Quantity	Unit Price	Total
1	背景板		5,000.00	1	5,000.00
2	指示牌		300.00		0.00
3	桌牌		10		0.00
4	签到表		450	1	450.00
5	会议日程		10		0.00
6	卡纸		10		0.00
7	海报		30		0.00
8	马克笔&翻页笔等				0.00
9	外租桌椅		3,000.00		0.00
10	晚宴用酒水		1,000.00		0.00
11	搭建运输+人工		2,500.00	1	1,500.00
12	工作人员交通+住宿		1,500.00	1	1,500.00
13	会务支持		600.00	1	600.00
Total = 2,400.00					2,400.00

F. Section Category	Item 品名	Unit Price (USD) 单价 (人民币)	Qty 数量	Time 次数	Total Price (USD) 总价 (人民币)	Description 描述
1	服务费	4,905.00	1	1	4,905.00	
Subtotal						4,905.00
G. Services charges						
1	运费		1	1	3,217.00	
Subtotal						3,217.00



Basic Information and cost overview	
Project	BMW CHINA Agency 2024-2029
Company	CONFORT INTERNATIONAL V.I.C.E. SERVICE
Quotation Date	2024.2.7
Quotation Version	01
Contact	
Name	LAY
Surname	ZHANG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhongshan@com.com

7.10 Summary

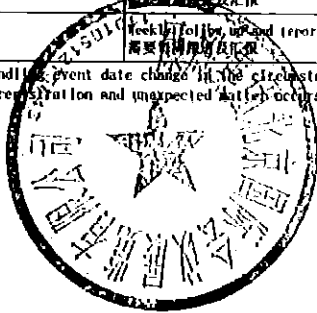
	Each project name	Quoted Price	Quantities for 5 years	Total Price	Number of participants	Clustering in T-shirt Sizes. (XS: 50pax, S: 200pax, M: 300pax, L: 500pax, XL: 800pax)
XS1	06 Project 01: Retail Standard Project ID and Auditor Training (V.I.C.E. name)		5	745,000.00	25	XS
S1	06 Project 02: End - Dealer Group (V.I.C.E. name)	190,720.00	5	953,600.00	60	S
S2	06 Project 03: National Dealer Training (V.I.C.E. name)		5	3,022,200.00	150	S
XL1	06 Project 04: National Finance Manager Conference & End - Dealer Group (V.I.C.E. name)	1,032,999.80	5	5,164,999.00	700	XL
	Total Net			¥8,885,789.00		
	BBA 78% in total			¥7,710,923.22		
	NSC 22% in total			¥2,174,878.78		
	VAT (6%)**			¥533,147.94		
	Gross Total			¥10,478,946.94		
	BBA 78% in gross			¥8,173,678.61		
	NSC 22% in gross			¥2,305,268.33		



DETAILS 服务范围 (Included in meeting package unit price 所有服务报价包括服务费都在会议打包价内)			Meeting 1	Meeting 2
A. On site 现场服务				
	Service Item 服务项目	Description 描述		
1	On Site Coordinator 现场协调人员	Onsite coordination & control & support. Transportation, accommodation and meals are included. 工作人员需项目负责人到场活动支持, 提供签到台注册和签到单保管, 入场人员控制, 发放胸卡材料礼品餐券, 翻译, 视频音频投影技术支持, 以及其它现场支持. 包含人员交通 (含城际交通及当地交通费用), 住宿, 餐补.	1 person	2 persons
2	Manpower for setup/breaking staff 场地搭建人员	Set up before the event (not needed during event) 负责事前搭建 (当天不用在场)	Y	Y
B. F&B 餐饮				
	Service Item 服务项目	Description 描述		
1	Tea Break 茶歇	Area outside of the meeting room 咖啡, 红茶从早8:30开始全天供应; 点心4-5种, 时令水果; 需要宝马元素布置; 茶歇摆放在会场外部	2 times	2 times
2	Lunch Buffet 自助午餐	In one restaurant of the meeting hotel 酒店内自助餐, 餐厅用餐;	1 time	1 time
C. Meeting Room 会场				
	Service Item 服务项目	Description 描述		
1	Hotel Ballroom 酒店会议室	Capital city, International 5 Star Hotel 省会城市或直辖市国际五星级酒店	200m ² meeting room 200m ² 会议室	700 m ² ball room 700m ² 宴会厅
			Opening time within 8 years 开业时间在8年内 Conrad, Westin, Kempinski, JW Marriott, Hyatt, Mandarin Oriental, Shangri-La 康莱德, 威斯汀, 凯宾斯基, 万豪, 君悦, 文华东方, 香格里拉	
2	Proposed Event Date 会议日期		Jan-Dec	
3	Duration (days) 会议时长		2days / group	1day / group
4	Pax 会议参考人数 (仅作参考, 以实际人数为准)		refer to quotation template 参考报价模板	
5	Venue Rental 会场租赁	Meeting room layout should get pre-confirmation 会议室格局需要事先获得宝马确认, 布置需符合宝马CI	Y	Y
6	Projector 投影设备	Meeting 2 need 1 large High solution P3 LED screen (backboard size). Meeting 1 can use normal projectors 会议2 需要和背板同尺寸的, P3 高解LED大屏投影设备, 会议1 可以用普通投影设备。	Y	N
7	Background sized LED screen & multi screens set up 背板尺寸的高解LED屏幕和多屏显示搭建	Meeting 2 need 1 large High solution P3 LED screen (backboard size). Meeting 1 can use normal projectors 会议2 需要和背板同尺寸的, P3 高解LED大屏投影设备, 会议1 可以用普通投影设备。	N	Y
8	Stage set up 舞台搭建	BW CI, 9m*3.6m 需符合宝马CI, 9*3.6米, 高度0.4米, 灰色丝绒地毯, 木质包边, 含踏步板3个;	N	Y
9	Laptop 笔记本电脑	Laptop for presentation 笔记本电脑用于投影演示	1	1
10	演讲桌	BW CI 需符合宝马CI	Y	Y
11	Laser pen 激光笔	Please purchase 2 laser pens, and deliver to meeting venues in advance. 请购买两只激光笔, 并提前放到开会会场	Y	Y
12	Mic preparation 麦克风准备	At least one wifi mic 至少一个无线麦克风	2	2
13	Audio setting for short video playing & background music playing 现场音频支持, 播放短视频和背景音乐	High quality audio power amplification equipment 需要高音质外放设备。	N	Y
14	Guiding Board 指引牌	BW CI, 0.8m*2m 需符合宝马CI, 木质结构, 0.8*2米;	Y	Y
15	Registration Background 签到板	BW CI, 3m*1m 需符合宝马CI, 木质结构, 3米*1米	N	Y
16	Registration desk/ list 签到桌和签到单	BW CI, 0.6m*3m 需符合宝马CI, 烤漆异形, 0.6*3米	Y	Y
17	Badge 参会人员胸卡	BW CI 需符合宝马CI; 打印名字、经销商名称; 胸牌胶印(Logo)	N	Y
18	Registration Flowers 签到台和演讲台美化	BW CI 需符合宝马CI	Y	Y
19	Paper, pen, water, agenda, training material display 纸, 笔, 水, 日程表, 培训材料摆放	BW CI 需符合宝马CI	Y	Y
20	Onsite Wifi & power supply 现场wifi和插座电源提供	Onsite Wifi & power supply单独搭建无线网络, 独享专网, 上下带宽保证300兆以上速度	Y	Y

21	Vedio & photo 摄影摄像	All time onsite support, provide edited ppt document later 现场支持, 之后提供编辑好的PPT文件	N	Y
D. Miscellaneous 其他				
	Service Title 服务标题	Description 描述		
1	Gift 礼品	Provide a list of commercial gift, e.g. u disk, charger, earphone, driving license bag etc., which fit with BMW/MINI style. 提供推荐清单, 如符合宝马/MINI风格的U盘, 充电宝, 耳机, 皮夹等. * Around RMB 150 for each. 大概每个150人民币左右.	N	Y
2	Gift Delivery 礼品运输	* Directly deliver to training site at least one day in advance and ship redundant gifts back to BMW Beijing office after all trainings completed. 至少提前一天运输到培训地点, 并将每场培训剩余的礼品寄回宝马北京办公室.	N	Y
E. Registration Service 注册和预定服务				
	Service Title 服务标题	Description 描述		
1	Information Collection & feedback 会议报名信息收集整理及反馈	Weekly follow up and report 需要每周跟进及汇报	N	Y
2	Call center for MSVP Information & push registration 电话呼叫中心解答经销商参会问题及报名通知	Weekly follow up and report 需要每周跟进及汇报	N	Y
3	Inform message 会议邀请短信通知	Weekly follow up and report 需要每周跟进及汇报	N	Y
4	Hotel Room Booking 酒店房间预定	Weekly follow up and report 需要每周跟进及汇报	N	Y

*Vendor should have capabilities of handling event date change in the circumstances of unexpected matter occurs. For 2024-2028, dates not fixed yet.
 *Attendees number is depend on actual registration and unexpected matter occurs.



Both in EN & CN

Project Name: BMW&MINI Retail Standards 2024-2028 Training Event Bidding /宝马&MINI零售标准2024-2028培训投标

Project Date: 2024-2029

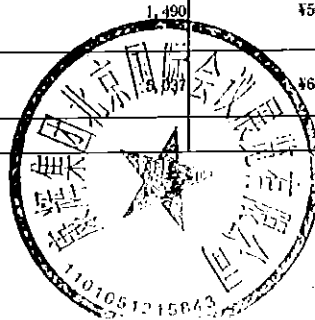
Quotation Date: 2024.2.7

Agency Name: COMFORT INTERNATIONAL M.I.C.E. SERVICE CO., LTD.

Agency Address: 1510, 12th Floor, No.13 Nongzhangguan South Road, Nongchaoyang District, Beijing

Contact Info.: 13910193620

Meeting Code 会议编号	Meeting (Detailed service scope please refer the description in next page) 会议 (具体服务内容请参见下一页描述)	2024 Meeting Package Unit Price VAT excl. (RMB) 2024 会议打包净价(元)	2024 Meeting Package Unit Price VAT Incl. (RMB) 2024 会议打包价含税价(元)	2024 Approx. Attendees Number 2024 会议人数	2024 Subtotal Amount VAT excl. 2024 小计净价金额(元)
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥500.00	¥530.00	200	¥100,000.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥600.00	¥636.00	0	¥0.00
		2025 Meeting Package Unit Price VAT excl. (RMB) 2025 会议打包净价(元)	2025 Meeting Package Unit Price VAT Incl. (RMB) 2025 会议打包价含税价(元)	2025 Approx. Attendees Number 2025 会议人数	2025 Subtotal Amount VAT excl. 2025 小计净价金额(元)
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥500.00	¥530.00	300	¥150,000.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥600.00	¥636.00	957	¥574,200.00
		2026 Meeting Package Unit Price VAT excl. (RMB) 2026 会议打包净价(元)	2026 Meeting Package Unit Price VAT Incl. (RMB) 2026 会议打包价含税价(元)	2026 Approx. Attendees Number 2026 会议人数	2026 Subtotal Amount VAT excl. 2026 小计净价金额(元)
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥500.00	¥530.00	300	¥150,000.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥600.00	¥636.00	985	¥591,000.00
		2027 Meeting Package Unit Price VAT excl. (RMB) 2027 会议打包净价(元)	2027 Meeting Package Unit Price VAT Incl. (RMB) 2027 会议打包价含税价(元)	2027 Approx. Attendees Number 2027 会议人数	2027 Subtotal Amount VAT excl. 2027 小计净价金额(元)
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥500.00	¥530.00	300	¥150,000.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥600.00	¥636.00	1,013	¥607,800.00
		2028 Meeting Package Unit Price VAT excl. (RMB) 2028 会议打包净价(元)	2028 Meeting Package Unit Price VAT Incl. (RMB) 2028 会议打包价含税价(元)	2028 Approx. Attendees Number 2028 会议人数	2028 Subtotal Amount VAT excl. 2028 小计净价金额(元)
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥500.00	¥530.00	300	¥150,000.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥600.00	¥636.00	1,041	¥624,600.00
		2029 Meeting Package Unit Price VAT excl. (RMB) 2029 会议打包净价(元) 如包价形式,	2029 Meeting Package Unit Price VAT Incl. (RMB) 2029 会议打包价含税价(元)	2029 Approx. Attendees Number 2029 会议人数	2029 Subtotal Amount VAT excl. 2029 小计净价金额(元)
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥500.00	¥530.00	90	¥45,000.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥600.00	¥636.00	1,041	¥624,600.00
		2024-2029 Grand Total VAT excl. 2024-2029 年总金额 净价(元)	Total Person in 5 years	price per Person in 5 years	
Meeting 1	Retail Standards Project KO and Auditor Training MICE agency 零售标准项目启动会和审核员培训 (每年6次*2天培训时间*25人每天)	¥745,000.00		1,490	¥500.00
Meeting 2	National Dealer Training MICE agency 全国经销商培训 (每场培训时间为1天, 每场上限150人, 根据每年实际人数计算场次)	¥3,022,200.00		3,041	¥600.00
总计:		¥3,767,200.00			



XS1 DO Project 3
Retail Standards Project EO and Auditor Training WICE agency
零售标准项目启动会和审核员培训

							\$436,800.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees (Preparation)							
IA 1	Account Director	per/day	5	1	2	¥2,000.00	¥20,000	根据需求填写
IA 2	Creative Director	per/day	5	1	2	¥2,000.00	¥20,000	根据需求填写
IA	Sub-Total Agency Fees (Preparation)						¥40,000.00	
	Agency Fees (On-site)							
IB 1	Account Manager	per/day	6	1	1	¥1000	¥1,600.00	根据需求填写
IB 2	Project Manager	per/day	6	1	2	¥1000	¥7,200.00	Onsite coordination & control & support. Transportation, accommodation and meals are included. 工作人员1人：需项目负责人到现场活动支持，提供签到台注册和签到单管理，入场人员控制，发放胸卡/礼品/礼品券，展位，视听音频摄影技术支持，以及其他现场支持，包含人员交通（含城际交通及当地交通费用），住宿，餐补。
IB	Sub-Total Agency Fees (On-site)						¥8,800.00	

	TRAVEL AND ACCOMMODATION							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliberables
	Crew flights for event (Economy class)	Round trip	6	1	1	\$1,500.00	\$9,000.00	根据需求填写
II A2	Agency Staff Accommodation 1	unit	6	1	2	\$500.00	\$6,000.00	根据需求填写
II A3	Agency Staff working on site traffic	unit	6	1	2	\$100.00	\$1,200.00	
II A	Sub-Total On-site Fees						\$16,200.00	

	ON-SITE EQUIPMENT							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliberables
III B 1	Flower	unit	6	2	1	\$450.00	\$5,400.00	Registrolable Flowers 签到台装饰鲜花
III B 2	Mic cover	unit	6	2	1	\$50.00	\$600.00	Mic cover 麦克风套
III B 3	Material	unit	6	1	2	\$50.00	\$600.00	Paper, pen, water, agenda, training material display 纸，笔，水，日程表，培训材料展示
III B 3	Material Transportation	unit	6	1	1	\$300.00	\$3,000.00	每场物料运输运费，以实际产生为准
III B 4	激光笔	unit	6	2	1	\$50	\$600.00	Please purchase 2 laser pens, and deliver to meeting venues in advance. 请购买两只激光笔，并提前送到开会场所。
III B 4	Onsite WiFi & power supply 现场WiFi和插座电源提供	unit	6	1	1	\$200	\$1,200.00	Onsite WiFi & power supply单独搭建无线网络，独享专网，上下带宽保证300兆以上速率
III B	Sub-Total On-site Fees						\$11,400.00	

	VENUE							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliberables
IV A 1	Venue会场	Unit	6	1	2	\$18,000	\$180,000.00	Capital city International 5 Star Hotel 首合城市或首合市国际五星酒店 Opening time within 8 years 开业时间在8年内 Conrad, Westin, Kempinski, JW Marriott, Hyatt, Mandarin Oriental, Shangri-La 康莱德, 威斯汀, 凯悦, 万豪, 君悦, 文华东方, 香格里拉 200㎡ meeting room 200㎡会议室 Meeting room layout should get pre-confirmation 会议室布局需要提前获得会议确认，布置需符合会议CI 会议时间：全年不定期召开，全年6次会议，每次为期2天，人数：参与人数约100人，以实际人数为准 IV A 2 Tea Break 茶歇 per 12 25 2 \$10 \$10,000.00 全天上午和下午各一次，全年6次会议，点心4-5种，时令水果，需要金马元茶市：茶歇摆放在会场外 IV A 3 Lunch 午餐 unit 6 25 2 \$198 \$59,400.00 In one restaurant of the meeting hotel 酒店内自助餐，餐厅用餐 IV A Subtotal \$280,200.00

Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
Y A 1	Guiding Board 指引牌	unit	6	2	1	¥300	¥10,800.00 BX# CI, 0.8*2m 需符合宝马CI, 木质结构, 0.8*2米;
Y A 2	Registration desk/ list 签到桌和签到单		6	1	1	¥6,000	¥36,000.00 BX# CI, 0.8*3m 需符合宝马CI, 封挂异形, 0.8*3米
Y A 3	演讲桌		6	1	1	¥2,000	¥12,000.00 BX# CI 需符合宝马CI
Y A 4	运输		6	1	2	¥1,000	¥12,000.00
Y A 5	Manpower for setup working staff 场地搭建人员		6			¥300	¥0.00 根据需求填写 Set up before the event (not needed during event) 负责事前搭建 (当天不需在场)
Y A	Subtotal Setup/ Construction						¥70,800.00

Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
YI 1	投影设备	unit	6	1	2	¥0	¥0.00
YI 2	音响麦克	unit	6	1	2	¥0	¥0.00 At least 2 wifi mic 至少2个无线麦克风
YI 3	笔记本电脑		6	1	2	¥600	¥7,200.00 Laptop for presentation 笔记本电脑用于投影演示 每台一台
YI A	Subtotal AV						¥7,200.00

*Vendor should have capabilities of handling event date change in the circumstances of unexpected matter occurs. For 2024-2029, dates not yet.
*Attendees number is depend on registration and unexpected matter occurs.



Project Name / City / Number of participants: 2nd Dealer Group CFO Workshop Lijiang/Shenyang 60 cabs

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments / Deliverables
Agency Fees (Preparation)								
I A 1	Account Director	per/day	1	2	4	¥1,000.00	¥5,000.00	前期活动需求安排
I A 2	Creative Director	per/day	1	2	5	¥1,000.00	¥10,000.00	前期活动需求安排
I A	Sub-Total Agency Fees (Preparation)						¥15,000.00	
Agency Fees (On site)								
I B 1	Account Manager	per/day	1	2	3	¥3,000.00	¥3,600.00	前期活动需求安排
I B 2	Project Manager	per/day	1	2	3	¥3,000.00	¥3,600.00	前期活动需求安排
I B 3	Pick up staff	per/day	1	1	1	¥200.00	¥200.00	前期活动需求安排
I B	Sub-Total Agency Fees (On site)						¥7,400.00	

9.4%

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
Site Operation Costs								
II A 1	Travel flights for event (Economy class)	Round trip	1	1	2	¥1,000.00	¥2,000.00	前期活动需求安排
II A 2	Agency Staff Accommodation II	per/night	1	2	3	¥500.00	¥1,500.00	当地住宿
II A 3	Agency Staff working on site traffic	unit	1	1	2	¥500.00	¥500.00	支持人员交通
II A	Sub-Total Onsite Costs						¥4,000.00	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
Onsite / Production Costs								
III A 1	Registration	unit	2	3	1	¥150	¥300.00	VIP接送服务 柏乐特线制站机站单站
III A 2	Staff local car usage	unit	2	10	1	¥150	¥300.00	当地会务用车 柏乐特线制站机站单站
III A	Sub-Total Onsite Costs						¥600.00	
Materials								
III B 1	Flower	unit	1	2		¥500.00	¥500.00	Table flower 签到台花 舞台及吧台金宝贝标准
III B 2	Mic cover	unit	1	4		¥50.00	¥200.00	Mic cover 麦克风套
III B 3	ESY	unit	1	1		¥4,000.00	¥4,000.00	桌布/桌布信息收集, 现场确认, 酒店入住信息确认, 二审同至, 是晚照片云
III B 4	Meal coupon 餐券	unit	1	60		¥5.00	¥300.00	Lunch coupon午餐餐券
III B 5	Meeting agenda 会议议程	unit	1	0		¥15.00	¥0.00	digital print, 220g special paper 费用1100, 220g特快纸
III B 6	Table card	unit	1	0		¥15.00	¥0.00	200g Coated paper, 200g铜版纸
III B 7	badge 胸牌	unit	1	60		¥40.00	¥2,400.00	badge 胸卡 柏乐特线制站机站单站
III B 8	Image	unit	1	0		¥300.00	¥0.00	柏乐特线制站机站单站
III B 9	XV design	unit	1	0		¥3,000.00	¥0.00	现场设计会议主题设计背景图
III B	Sub-Total Materials						¥27,800.00	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Tent rental event date(s)	per	1	1	1	¥5,000.00	¥5,000.00	第一天路总多排费预估
IV A 2	Tent rental event date(s)	per	1	1	1	¥15,000.00	¥15,000.00	CFO Meeting 60x60 柏乐特线制站机站单站 00人总共有 200个 全天使用 预估费用, 以实际结算
IV A 3	Tent rental event date(s)	per	1	1	1	¥5,000.00	¥5,000.00	第二天路总多排费预估, 以实际结算
IV A 4	Tea Break	per	2	60	2	¥18.00	¥11,520.00	茶歇费用, 预估费用, 以实际结算
IV A 5	Lunch	per	3	60	1	¥128.00	¥384,000.00	DAY1 午餐, DAY2午餐预估
IV A 6	Dinner	per	1	60	1	¥250.00	¥15,000.00	晚餐预估
IV A 7	Dinner wine	per		6	1	¥750.00	¥4,500.00	晚餐2瓶红酒预估每瓶350元/预估
IV A	Subtotal						¥778,160.00	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
Setup / Construction								
V A 1	Direction Board指示牌	unit	1	1		¥500.00	¥1,000.00	3.8x1.2m, 木结构喷绘, 符合宝马标准
V A 2	Backboard背景板	unit	1	1		¥250.00	¥250.00	3.8x1.2m, 木结构喷绘, 符合宝马标准
V A 3	Main stage舞台	unit	1	1		¥500.00	¥500.00	舞台
V A 4	The carpet地毯	unit	1	1		¥11,780.00	¥11,780.00	新灰色地毯地毯+边线
V A 5	桌椅及搭建	unit	1	1		¥12,000.00	¥12,000.00	包含桌椅, 椅垫的运输
V A 6	舞台搭建人工	unit	1	1		¥4,000.00	¥4,000.00	前期需求安排物料搭建人工
V A	Subtotal Setup/ Construction						¥18,180.00	

¥18,180.00

A	AV	Unit	Number of line	Quantity/Time	Days	Unit price	Sum	Details / Comments	
VI A1	LED	unit				1,500.00	114,000.00	P2 LED 预计是 4m高*7m长, 16:9 TFT 及视频播放	
VI A2	Video console V3 视频控制台	unit				11,000.00	12,000.00		
VI A3	电视摄像机	unit				1,000.00	12,400.00		
VI A4	NAPOCO pro 苹果笔记本电脑					1,000.00	12,400.00		
VI A5	LED 运输及搭建	unit				12,000.00	14,000.00	包含组架, 拆卸的运输	
VI A6	LED 搭建人工	unit				1,000.00	11,000.00	包含组架, 拆卸的运输, 含本项运输人工	
VI A	Subtotal						129,800.00		
B	音响								
	Wireless headset mic 无线手持麦	unit				1,500.00	11,200.00		
	Full frequency line array speaker 全频线阵列音箱	unit				1,300.00	12,400.00		
	Low frequency linear array speaker 低频线阵列音箱	unit				1,300.00	12,400.00		
	Back to listen speaker 返听音箱	unit				1,300.00	11,200.00		
	Sound console 音响控制台	unit				11,500.00	13,000.00		
	The power amplifier 功放	unit				1,700.00	11,200.00		
	SM58 CAS10E 话筒	unit				1,500.00	1,600.00		
VI A	Subtotal						118,000.00		
C	灯光								
	LED PAR LED Party	unit	0	0	0	10.00	10	2 号普通灯光	
	Lighting console 灯光控制台	unit	0	0	0	10.00	10		
	TRUSS 桁架	unit	0	0	0	10.00	10		
VI C	Subtotal						30.00		

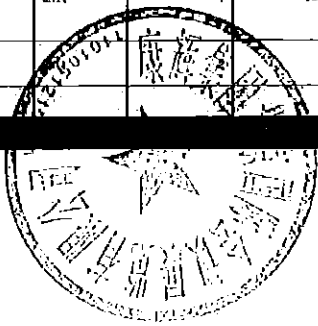
		Unit	Number of line	Quantity/Time	Days	Unit price	Sum		
VII 1	Photo crew	half day				13,500.00	13,500.00	if photo based on standard requirements, including equipment 照相机, 录像设备	
VII 2	Video cut/design	hour				19,000.00	19,000.00	视频剪辑视频设计, 视频剪辑 10 分钟内 10W C18 风格	
VII A	Subtotal VIDEO crew						112,500.00		



No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees (Preparation)							
I A 1	Account Director	per/day	1	5	1	¥1,600.00	¥30,000	根据需求填写
I A 2	Creative Director	per/day	1	5	1	¥1,600.00	¥30,000	根据需求填写
I A	Sub-Total Agency Fees (Preparation)						¥60,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	per/day	6	1	1	¥600	¥3,600.00	根据需求填写
I B 2	Project Manager	per/day	6	2	2	¥600	¥7,200.00	Onsite coordination & control & support. Transportation, accommodation and meals are included. 工作人员2人。 需项目负责人员到现场活动支持, 提供控制台注册和签到单保管, 入场人员控制, 发放胸卡(含礼品袋), 提供摄影技术支持, 以及其它现场支持, 包含人员交通(含城郊交通及当地交通费), 住宿, 餐饮。
I B	Sub-Total Agency Fees (On site)						¥10,800.00	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Site Check/Onsite Event							
II A1	Crew (flights for event (Economy class))	Round trip	6	1	1	¥2,000.00	¥12,000.00	根据需求填写
II A2	Agency Staff Accommodation 1	Rm/Night	6	1	2	¥500.00	¥3,000.00	根据需求填写
II A3	Agency Staff working on site traffic	unit	6	1	2	¥100.00	¥1,200.00	根据需求填写
II A	Sub-Total Onsite Event						¥16,200.00	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Logistics & Support							
III A 1	Information Collection & feedback 会议报名及收集反馈及跟进	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 每周跟进跟进及汇报
III A 2	Call center for RSVP information & push registration 电话呼叫中心跟进报名信息及跟进及跟进	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 每周跟进跟进及汇报
III A 3	Inform service 会议跟进跟进/电话跟进	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 每周跟进跟进及汇报
III A 4	Hotel Room Booking 酒店房间预定	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 每周跟进跟进及汇报
III A	Sub-Total Logistics						¥8,000.00	
	Materials	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	
III B 1	Flower	unit	2	2	1	¥150.00	¥300.00	Decorative flowers 签到台和签到台桌花
III B 2	Wic cover	unit	2	2	1	¥100.00	¥200.00	Wic cover 签到台套2个
III B 3	Material	unit	2	1	1	¥50.00	¥100.00	Paper, pen, water, agenda, training material display 纸, 笔, 水, 日程表, 培训材料摆放
III B 4	Material Transportation	unit	2	1	1	¥1,000.00	¥2,000.00	
III B 5	Badge 参会人员的胸卡	unit	1	965	1	¥40.00	¥39,000.00	SWT CI 需符合宝马CI, 打印名字, 经销商名称, 胸牌软印(100) 如能预达人数未提供, 以预计人数为准
III B 6	Onsite Wifi & power supply 现场wifi和插座电源提供	unit	2	1	1	¥200	¥400.00	Onsite Wifi & power supply单独搭建无线网络, 独享专用, 上下带宽保证300兆以上速度
III B 7	Laser pen 激光笔	unit	2	2	1	¥350	¥700.00	2 laser pens, and deliver to meeting venues in advance. 两只激光笔, 并提前送到开会场所。
III B 8	souvenir纪念品	unit	1	965	1	¥160	¥154,400.00	Provide a list of commercial souvenirs, e.g. a disk, charger, exspresso, driving license bag etc., which fit with BMW/MINI style. 提供符合宝马/MINI风格。 Around RMB 150 for each. 大概每个150人民币左右。 需提前达人数未提供, 以预计人数为准
III B 9	souvenir运输		1	1	1	¥12,000.00	¥12,000.00	至少提前一天运输到培训地点, 并将每场培训剩余的礼品寄回宝马北京办公室。
	Sub-Total Materials						¥193,850.00	



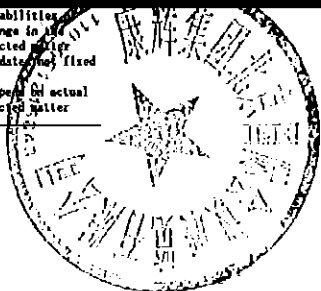
Part A (10%)								Details / Comments
Item	Unit	Number of line	Quantity/Time	Days	Unit price	Sum		
IV A 1	Venue 会场	套	1	1	2	¥30,000	¥30,000.00	Capital city International 5 Star Hotel 省会城市或直辖市五星级酒店 Opening time within 8 years 开业时间在8年内 400 sq ballroom 600㎡宴会厅 Meeting room layout should get pre-confirmation 会议室现场布置方案须经甲方确认, 布置需符合甲方CI 会议时间: 全年预计2次会议: 第一次: Q1 (可根据主人在春节后1-2月), 每场会议时间为1天, 每场上座150人, 按签到与签到人数计算场次 (可提前5天预估, 以实际人数为准), 平时, 场次4天, 则连续召开4天会议。 第二次: 6/7月, 按1场预估, 以实际人数为准
IV A 2	Tea Break	套	2	565	1	¥11,850.00	¥11,850.00	全天上下午两次茶歇: 咖啡、红茶从早8:30开始全天候供应; 点心4-5种, 时令水果; 需按甲方要求布置; 茶歇摆放在会场外部 每年预估人数参考报价标准, 最终以实际人数为准
IV A 3	Lunch	套	1	565	1	¥126,000.00	¥126,000.00	In one restaurant of the meeting hotel 酒店内自助餐, 餐厅布置; 每座200-250元, 含酒水饮料, 11:30-14:30, 18:00-21:00
IV A	Subtotal						¥167,850.00	

Part B (10%)							Details / Comments	
	Item	Unit	Number of line	Quantity/Time	Days	Unit price	Sum	All descriptions shall be written in EN and CH
VA 1	Guiding Board 指引牌	unit	2	2	1	¥3,000	¥3,000.00	指引牌 CI, 0.8m*2m 需符合甲方CI, 木质结构, 0.8*2米;
VA 2	Backboard签到背板	平米	2	1	1	¥5,000	¥10,000.00	指引牌 CI, 3m*4m 需符合甲方CI, 木质结构, 3米*4米
VA 3	Registration desk/ list 签到桌和签到单	unit	2	1	1	¥6,000	¥12,000.00	指引牌 CI, 0.8m*2m 需符合甲方CI, 木质结构, 0.8*2米
VA 4	演讲桌		2	1	1	¥3,000	¥6,000.00	指引牌 CI 需符合甲方CI
VA 5	Stage set up 舞台搭建	unit	2	1	1	¥3,000	¥6,000.00	指引牌 CI, 0.8*2m 需符合甲方CI, 0.8*2米, 高度0.4米, 灰色丝绒地毯, 木质结构, 含舞台灯3个;
VA 6	Manager for setup working staff 场地搭建人员		2			¥0.00	¥0.00	根据需求填写 Set up before the event (not needed during event) 负责事前搭建 (当天不用在场)
VA 7	往返运输	unit	2	2	1	¥200	¥400.00	
VA	Subtotal						¥28,400.00	

Part C (10%)								Details / Comments
Item	Unit	Number of line	Quantity/Time	Days	Unit price	Sum		
VI 1	LED	unit	2	1	1	¥10,000.00	¥20,000.00	need 1 large High resolution P3 LED screen (backboard size) 需要和升旗同尺寸的, P3 高清LED大屏幕投影; 需有技术人员到现场支持
VI 2	Manager for setup working staff 场地搭建人员		2	1	1	¥1,000.00	¥1,000.00	根据需求填写
VI 3	笔记本电脑		2	1	1	¥1,200.00	¥1,200.00	Laptop for presentation 笔记本电脑用于投影展示 每场一台
VI 4	Audio setting for short video playing & background music playing 现场音频支持, 播放短视频和背景音乐		2	1	1	¥0.00	¥0.00	High quality audio power amplifier equipment 需要高质量功放设备
VI 5	麦克风	unit	2	2	1	¥1,200.00	¥1,200.00	At least 2 wifi mic 至少2个无线麦克风
VI A	Subtotal						¥22,400.00	

Part D (10%)								Details / Comments
Item	Unit	Number of line	Quantity/Time	Days	Unit price	Sum		
VII 1	Photo & video crew 摄影摄像	day/person	2	1	1	3,500.00	¥7,000.00	All time onsite support, provide edited ppt document later 现场支持, 之后提供编辑好的PPT文件
VII A	Subtotal Photo & video crew						¥7,000.00	

*Vendor should have capabilities handling event date change in all circumstances of unexpected matter occurs. For 2024-2025, date is fixed yet.
*Attendee number is depend on actual registration and unexpected matter occurs



Project Name / City / Number of participants: National Finance Manager Conference & 1st Dealer Group CFO Workshop Nanjing 700 in nzs

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Total Net Price						¥1,032,992.00	
	Agency Fees (Preparation)							
1 A 1	Account Director	per/day	1	2	21	¥1,050.00	¥2,100.00	前期活动需求支持
1 A 2	Creative Director	per/day	1	2	21	¥1,050.00	¥2,100.00	前期活动需求支持
1 A 3	BIP / 2 D / 3 D Designer	per/day	1	1	1	¥2,339.80	¥2,339.80	前期活动需求支持
1 A	Sub-Total Agency Fees (Preparation)						¥6,539.80	
	Agency Fees (On site)							
1 B 1	Account Director	per/day	1	1	5	¥600.00	¥3,000.00	现场活动需求支持
1 B 2	Account Manager	per/day	2	1	5	¥600.00	¥6,000.00	现场活动需求支持
1 B 3	Project Manager	per/day	4	1	5	¥600.00	¥12,000.00	现场活动需求支持
1 B 4	reception girls	per/day	8	1	1	¥1,200.00	¥9,600.00	签到台及晚宴礼仪 BIP/2D/3D
1 B	Sub-Total Agency Fees (On site)						¥30,600.00	
	Transportation						¥11,152.20	

9.55%

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Site (On-site) Details							
11 A1	Over flights for event (Economy class)	Round trip	3	1	1	¥1,500.00	¥4,500.00	前期活动需求支持
11 A2	Agency Staff Accommodation 1	Bed/Night	2	1	1	¥1,200.00	¥2,400.00	前期活动需求支持
11 A3	Agency Staff working on site traffic	unit	3	1	1	¥300.00	¥900.00	前期活动需求支持
11	Sub-Total Site						¥7,800.00	
	Transportation						¥11,152.20	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Materials / Materials							
111 A 1	Reception for VIP	unit	2	3	1	¥150.00	¥300.00	VIP接待服务 帕萨特级别司机接送
111 A 2	Staff local car usage	unit	2	10	1	¥150.00	¥300.00	当地会务用车 帕萨特级别司机接送
	Materials / Materials							
111 B 1	Flower	unit	1	4	1	¥250.00	¥1,000.00	Table flower 签到台花 舞台后区会堂背景 2面会 每场2个
111 B 2	Mic cover	unit	1	6	1	¥30.00	¥300.00	Mic cover 麦克风套
111 B 3	Office supply	unit	1	760	1	¥15.00	¥11,400.00	Waterlala 会议议程册制作 帕萨特 2004 帕萨特级司机接送
111 B 4	Badge	unit	1	700	1	¥30.00	¥21,000.00	胸卡 帕萨特 2004 帕萨特级司机接送
111 B 5	Table card	unit	1	60	1	¥15.00	¥900.00	Table card 会议议程册制作 帕萨特 2004 帕萨特级司机接送
111 B 6	PR Certification	unit	1	200	1	¥15.00	¥3,000.00	PR Certification 帕萨特 2004 帕萨特级司机接送
111 B 7	PR award	unit	1	100	1	¥20.00	¥2,000.00	PR award 帕萨特 2004 帕萨特级司机接送
111 B 8	Material Transportation	unit	1	1	1	¥2,000.00	¥2,000.00	材料运输 帕萨特 2004 帕萨特级司机接送
111 B 9	MSD	package	1	1	1	¥4,000.00	¥4,000.00	摄影/摄像/后期制作 帕萨特 2004 帕萨特级司机接送
111 B 10	Games	package	1	1	1	¥5,000.00	¥5,000.00	晚宴游戏小程序和道具提供及现场使用
111 B 11	Programs	package	1	1	1	¥5,000.00	¥5,000.00	晚宴舞台表演节目 3个, 1-4人节目
111 B 12	AV design	unit	1	1	1	¥3,000.00	¥3,000.00	大会主AV图设计
111 B 13	3D design	unit	1	1	1	¥5,000.00	¥5,000.00	活动场地3D图设计和确认
111 B 14	Single design	unit	1	1	1	¥5,000.00	¥5,000.00	背景板/签到板制作和现场制作
111 B	Sub-Total Materials						¥118,900.00	
	Transportation						¥11,152.20	

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
IV A 1	Venue rental event date(s)	per	1	1	1	¥10,000.00	¥10,000.00	DAY1 CFO Meeting 60人 帕萨特 2004 帕萨特级司机接送
IV A 2	Tea Break	per	2	60	1	¥50.00	¥3,000.00	会议茶歇以二线城市标准, 帕萨特 2004 帕萨特级司机接送
IV A 3	Lunch	per	1	60	1	¥150.00	¥9,000.00	DAY1 CFO Meeting Tea Break 帕萨特 2004 帕萨特级司机接送
IV A 4	Venue rental event date(s)	per	1	1	2	¥10,000.00	¥20,000.00	DAY1 CFO Meeting 60人 帕萨特 2004 帕萨特级司机接送
IV A 5	Tea Break	per	1	700	1	¥50.00	¥35,000.00	会议茶歇以二线城市标准, 帕萨特 2004 帕萨特级司机接送
IV A 6	Lunch	per	1	700	1	¥120.00	¥84,000.00	DAY1 CFO Meeting Buffet lunch 帕萨特 2004 帕萨特级司机接送
IV A 7	Dinner	per	1	700	1	¥120.00	¥84,000.00	DAY1 Conference Buffet Dinner 帕萨特 2004 帕萨特级司机接送
IV A 8	Beverage	per	1	700	1	¥30.00	¥21,000.00	Beverage for dinner 帕萨特 2004 帕萨特级司机接送
IV A 9	Venue rental event date(s)	per	1	1	1	¥3,000.00	¥3,000.00	DAY2 Internal Meeting Room 帕萨特 2004 帕萨特级司机接送
IV A 10	Tea Break	per	1	20	1	¥50.00	¥1,000.00	DAY2 Internal Meeting Tea Break 帕萨特 2004 帕萨特级司机接送
IV A 11	Lunch	per	1	20	1	¥150.00	¥3,000.00	DAY2 Internal Meeting Buffet lunch 帕萨特 2004 帕萨特级司机接送
IV A	Subtotal						¥318,900.00	
IV	Total Hospitality						¥318,900.00	

No.	Item	Unit	Number of line	Quantity/Time	Days	Estimated Work load/ Comments / Deliverables
Y A 1	Reception backdrop in hotel lobby 酒店大堂接待台的背景板	unit	1	12	1	¥300 ¥6,000.00 6m*3m, 未结构喷绘, 符合宝马标准
Y A 2	Reception backdrop outside conference ballroom 会议室外接待台背景板	unit	1	12	2	¥250 ¥1,800.00 6m*3m, 未结构喷绘, 符合宝马标准
Y A 3	Reception counter outside conference ballroom 会议室外接待台	unit	1	1	1	¥18,000 ¥18,000.00 木质烤漆定制前台
Y A 4	Direction board 指示牌	unit	1	8	1	¥190 ¥17,200.00 A 8x24m, 未结构喷绘, 符合宝马标准
Y A 5	Main stage stairs 主舞台台阶	unit	1	1	1	¥3,000 ¥3,000.00
Y A 6	舞台LED封板	unit	1	1	1	¥2,000 ¥2,000.00
Y A 7	Main stage 舞台	unit	1	50	1	¥180 ¥18,000.00 18m*5m 木质舞台
Y A 8	the carpet 地毯	unit	1	90	1	¥20 ¥1,800.00 18m*5m 深灰色化纤地毯
Y A 9	LED platform (LED 主舞台)	unit	1	1	1	¥4,000 ¥4,000.00
Y A 10	Ground maintenance 地面保护	unit	1	1	1	¥2,000 ¥2,000.00
Y A 11	Front office building 接待厅背景墙	unit	1	1	1	¥8,000 ¥8,000.00 组合屏风隔断和会议目的地的特色
Y A 12	Manpower fee of construction set up 搭建工人费用	unit	1	15	1	¥300 ¥1,500.00 根据需求安排工作人员
Y A 13	Transportation of set up material 运输材料	unit	1	2	1	¥2,000 ¥2,000.00 根据材料运输, 根据目的地距离而定
Y A	Subtotal Setup/ Construction					¥62,800.00
Y A	Subtotal (Y A 1-Y A 13)					

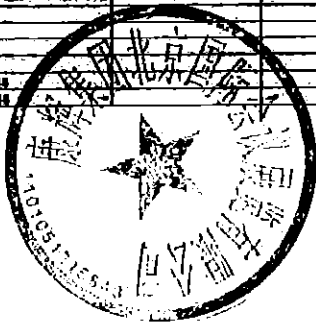
No.	Item	Unit	Number of line	Quantity/Time	Days	Estimated Work load/ Comments / Deliverables
	Video Equipment & Related (音视频设备)					
	LED	unit	1	81	2	¥350 ¥28,350.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	LED	unit	1	15	1	¥150 ¥1,500.00 LED screen for (P3) P3 LED 6m*3m LED会议
	LED	unit	2	15	2	¥350 ¥2,100.00 P3 LED, 不少于5m*3m, 左右各1面, One day for rehearsal and one day for meeting-一天彩排一天会议
	Laser pointer and page turner LED激光笔和翻页器	unit	1	1	3	¥150 ¥150.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	LED the processor LED处理器	unit	1	1	2	¥900 ¥1,800.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Video console V3 视频控制台	unit	1	1	2	¥190 ¥1,900.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	PHILIPS ADS1601 Inactive 17寸液晶监视器同屏器	unit	1	1	2	¥150 ¥1,500.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	MACBOOK pro苹果笔记本电脑	unit	1	2	2	¥150 ¥300.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Power Distributor 配电柜	unit	1	1	2	¥500 ¥1,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	All Necessary Patching Cable & Power Distributor所有信号线及电源	unit	1	1	2	¥500 ¥1,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Lighting Equipment & Related (音视频设备)					
	Follow spot 追光灯	unit	1	2	2	¥180 ¥360.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	moving light 电脑灯 (150CM)	unit	1	23	2	¥180 ¥4,140.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Beam 200 PAR Beam灯	unit	1	16	2	¥180 ¥2,880.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	ELC PAR其他Par灯	unit	1	18	2	¥180 ¥3,240.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	LED PAR LED Par灯	unit	1	12	2	¥180 ¥2,160.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Lighting console 灯光控制台	unit	1	1	2	¥300 ¥600.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	LRSS 散架	unit	1	100	2	¥20 ¥2,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	All Necessary Patching Cable & Power Distributor所有信号线及电源	unit	1	1	2	¥100 ¥200.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Audio Equipment & Related (音视频设备)					
	Wireless head set mic无线耳麦	unit	1	4	2	¥250 ¥1,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Full frequency line array speaker 线阵列全频音箱	unit	1	6	2	¥250 ¥1,500.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Low frequency linear array speaker 线阵列低频音箱	unit	1	4	2	¥250 ¥1,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Back to listen speaker 返听音箱	unit	1	2	2	¥280 ¥560.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Sound console 音响控制台	unit	1	1	2	¥1,000 ¥2,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	The power amplifier 功放	unit	1	2	2	¥300 ¥600.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Wireless head mic 无线头戴麦	unit	1	2	2	¥200 ¥400.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	SUMITE LA4156 DFP 12段无线数字传输系统	unit	1	1	2	¥250 ¥500.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Macbook 笔记本电脑	unit	1	3	2	¥1,500 ¥3,000.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	线材线材	unit	1	10	2	¥200 ¥400.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Wire rod & Silicon box 电源线杆, 电源, 硅盒	unit	1	1	2	¥100 ¥200.00 One day for rehearsal and one day for meeting-一天彩排一天会议
	Manpower fee for AV 工人费用	unit	1	15	2	¥200 ¥6,000.00 根据需求安排AV搭建人工
	Transportation for AV 设备运输	unit	1	1	2	¥1,200 ¥2,400.00 AV设备运输
Y A	Subtotal (Y A 1-Y A 13)					

No.	Item	Unit	Number of line	Quantity/Time	Days	Estimated Work load/ Comments / Deliverables
	Photo & Video crew					
VII 1	Photo crew	day/person	1	2	12,000	¥3,000.00 1 photo, based on standard requirements, including equipment 正摄影, 含设备
VII 2	Video crew	day/person	1	2	¥3,500	¥7,000.00 Video shoot会议录像
VII 3	Video cut/design	unit	1	5	¥4,000	¥40,000.00 Video cut剪辑视频制作1个, 晚宴现场视频制作1个
VII 4	Video Editing	unit	1	1	¥5,000	¥5,000.00 大会视频剪辑剪辑剪辑 10分钟 4K 1440P
VII 4	Subtotal Photo & Video crew					¥57,000.00
VII	Subtotal (V A 1-V A 13)					

Basic information and cost overview	
Project	BMW CH MICE Agency 2024-2025
Company	COMFORT INTERNATIONAL W.L.C. SERVICE
Quotation Date	2024.2.22
Quotation Version	3rd
Contact	
Name	LAN
Surname	ZHENG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhonglan@cti.cn

6. After-sales summary

Clustering in T-shirt Sizes. (XS: 50px, S: 200px, M: 300px, L: 400px, XL: 500px)	Each project name	Quoted Price	Quantity for 5 years	Total Price	Number of participants	Clustering in T-shirt Sizes. (XS: 50px, S: 200px, M: 300px, L: 400px, XL: 500px)	Total Person in 5 years	price per Person in 5 years
XS1	Regional Workshop	201,840.73	10	2018407.301	50	XS	500	¥4,036.81
XS2	Low Barrier APP Manager Training	95,711.00	10	957110	30	XS	300	¥3,190.37
XS3	Master Group Meeting	169,499.00	15	2542485	30	XS	450	¥5,649.97
XS4	Experiences Related Embroidery Forum	222,200.00	15	3333000	60	XS	1200	¥2,777.50
Total Net				¥8,851,002.80				
BBA 60% in net				¥7,080,802.07				
NSC 10% in net				¥885,100.28				
VAT (6%) **				¥531,060.14				
Gross Total				¥8,362,062.44				
BBA 60% in gross				¥6,443,666.19				
NSC 10% in gross				¥836,206.24				



A	Transportation	交通	5,400.00			
B	Accommodation	住宿	25,000.00			
C	Food & Beverage	餐饮	12,000.00			
D	Meeting	会议	81,000.00			
E	Others	其他	60,091.57			
F	Service Charge	服务费	18,248.18			
G	Tax	税金	12,110.41			

Itemized Bill

1	主会场租赁	1,200.00	2	2	6,000.00	大巴
2	主会场交通	300.00	2	1	600.00	

1	双床房	800.00	20	1	11,000.00	双人标准房1一间，以当地酒店的价格为参考
2	大床房	800.00	19	1	8,000.00	单人标准房1一间，以当地酒店的价格为参考

1	午餐 - 两天	100.00	50	0	0.00	会议期间，两次午餐
2	晚餐 - 一天	2,000.00	5	1	12,000.00	酒店标准晚餐，一次晚餐，6座
3	早餐	80.00	50	0	0.00	会议期间，两天早餐，一天两次

1	会议包房	750.00	50	0	75,000.00	会场下榻酒店包房
2	TIP 费	3,000.00	1	0	6,000.00	VIP休息室 + 大厨房

1	AV设计	3,000.00	0	1	0.00	
2	接待台	0.00	1	1	0.00	
3	签到背景板	5,000.00	1	1	5,000.00	5m*3m木质桁架结构，符合宝马标准
4	会议背景板	5,000.00	1	1	10,000.00	5m*3m木质桁架结构，符合宝马标准
5	指示牌	800.00	2	1	1,800.00	0.8m*2m，木质桁架结构，符合宝马标准
6	AV	2,000.00	1	1	2,000.00	现场租用LED屏幕12m*5m显示屏+音响+基础灯光
7	舞台	2,000.00	1	1	2,000.00	现场租用LED屏幕12m*5m显示屏+音响+基础灯光
8	WINGLE 区域装饰	2,000.00	1	1	2,000.00	现场租用LED屏幕12m*5m显示屏+音响+基础灯光
9	舞台	0.00	1	1	0.00	
10	签到花	500	1	1	500.00	Table Flower
11	会议日程	10	50	1	500.00	A4彩色单面打印
12	胸卡	50	50	1	2,500.00	胸卡及印刷logo胸卡
13	桌卡	10	50	1	500.00	席位卡
14	请柬打印	10	50	1	500.00	席位卡
15	地毯	4000	50	1	200,000.00	花型地毯铺设会场
16	摄影/摄像/直播	3000	10	2	7,000.00	会议直播、摄影、摄像
17	餐椅/桌布/证书	2000	10	1	9,000.00	会议桌椅、桌布、证书
18	搭建人工	2000	10	1	2,000.00	搭建桌椅、桌布、证书
19	搭建材料	2000	10	2	4,000.00	搭建桌椅、桌布、证书
20	工作人员交通/住宿	2000	10	2	2,000.00	搭建桌椅、桌布、证书
21	现场管理	2000	10	2	2,000.00	搭建桌椅、桌布、证书
22						

Service Charge	服务费	18,248.18	1	18,248.18	
Tax	税金	12,110.41	1	12,110.41	
Total	总计	121,110.41	1	121,110.41	

2023年10月10日

A		交通	0.00
B		住宿	12,750.00
C		餐饮	3,000.00
D		会议	33,000.00
E		其他	38,200.00
F		服务费用	8,701.00
G		总计	87,421.00

1		本地电话	1,000.00	0.00
2		长途电话	200.00	0.00

1		住宿费	650.00	0.00	每人每天住宿费，以当地标准为准
2		交通费	200.00	0.00	每人每天交通费，以当地标准为准

1		午餐 - 两天	100.00	30	0.00	会议期间，两天午餐
2		晚餐 - 一天	100.00	30	1	3,000.00
3		早餐 -	70.00	30	0	0.00

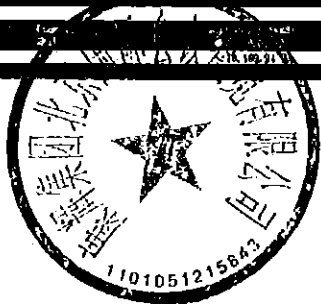
1		会议费	650.00	30	2	33,000.00
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1		设计费	3,000.00	0	1	0.00
2		材料费	0.00	1	1	0.00
3		印刷费	5,000.00	1	1	5,000.00
4		会议费	5,000.00	1	1	5,000.00
5		照相机	900.00	2	1	1,800.00
6		IT	5,000.00	0	1	0.00
7		舞台	2,000.00	0	1	0.00
8		音响设备	3,000.00	1	1	3,000.00
9		讲台	0.00	1	1	0.00
10		签到表	500	1	1	500.00
11		文具、材料	150	3	2	900.00
12		会议日程	10	30	1	300.00
13		证书	50	30	1	1,500.00
14		证书	10	4	1	40.00
15		证书	10	30	1	300.00
16		证书	4000	1	1	4,000.00
17		证书	3500	1	2	7,000.00
18		证书	300	3	1	900.00
19		证书	300.00	5	4	1,200.00
20		证书	1,000.00	7	2	1,400.00
21		证书	1,000.00	1	5	5,000.00

1		证书	8,701.00	1	1	8,701.00
2		证书	4,000.00	1	1	4,000.00
3		证书	4,000.00	1	1	4,000.00

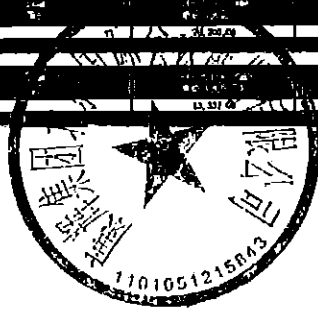


序号	名称	单位	数量	单价	合价	备注
A	Transportation 交通				20,000.00	
B	Accommodation 住宿				19,600.00	
C	Food & Beverage 餐饮				13,000.00	
D	Meeting 会议				45,000.00	
E	Others 其他				61,690.00	
F	Service Charge 服务费				15,400.00	
G	TOTAL 合计				101,690.00	
B. Other Services (Other Services)						
1	场地租赁费	元	10	12,000.00	120,000.00	租赁车, G18租用
2	场地交通	元	10	8,000.00	80,000.00	
					0.00	
C. Other Services (Other Services)						
1	现场费	元	0	0.00	0.00	按人取费, 一, 以宝马在当地的取费为标准和参考
2	大车费	元	30	19,500.00	585,000.00	按人取费, 一, 以宝马在当地的取费为标准和参考, 自取费标准
D. Other Services (Other Services)						
1	午餐 - 两天	元	30	0.00	0.00	会议包价, 两次午餐
2	晚餐 - 一天	元	6	13,000.00	78,000.00	晚餐, 中餐
3	茶歇 -	元	30	0.00	0.00	会议包价, 两天茶歇, 一天两次
E. Other Services (Other Services)						
1	会议包价	元	30	36,000.00	1,080,000.00	
2	VIP 费	元	3	5,000.00	15,000.00	VIP 休息室 + 大厨房
F. Other Services (Other Services)						
1	灯光设计	元	0	0.00	0.00	
2	摄影	元	1	0.00	0.00	
3	签到背景板	元	1	1,000.00	1,000.00	5m*3m 木质结构, 符合金马标准
4	会议背景	元	1	4,000.00	4,000.00	5m*3m 木质结构, 符合金马标准
5	指示牌	元	3	2,700.00	8,100.00	0.8m*2m, 木质结构, 符合金马标准
6	AT	元	0	0.00	0.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
7	舞台	元	0	0.00	0.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
8	LED 显示屏 (区域秩序)	元	1	3,000.00	3,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
9	舞台	元	1	900.00	900.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
10	装饰花	元	1	500.00	500.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
11	文具+纸杯	元	5	1,500.00	7,500.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
12	会议日程	元	20	300.00	6,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
13	茶水	元	20	1,500.00	30,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
14	茶水	元	20	300.00	6,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
15	签到打印	元	20	300.00	6,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
16	ATP	元	20	4,000.00	80,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
17	摄影以及后期	元	1	7,000.00	7,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
18	摄影制作	元	1	6,000.00	6,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
19	摄影/摄影/摄影	元	30	6,000.00	180,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
20	伴手礼	元	30	2,000.00	60,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
21	摄影/摄影	元	19	2,000.00	38,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
22	摄影/摄影	元	5	4,000.00	20,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
23	摄影/摄影	元	1	2,000.00	2,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
24	工作人员交通/食宿	元	1	4,000.00	4,000.00	按使用 LED 屏幕 12m*5m 显示屏 + 音响 + 基础灯光
G. Other Services (Other Services)						
1	服务费	元	1	15,400.00	15,400.00	
H. Other Services (Other Services)						
1	服务费	元	1	10,169.00	10,169.00	
I. Other Services (Other Services)						
1	服务费	元	1	10,169.00	10,169.00	



Page 1 of 1

B. Other Direct Costs					
A	Transportation	20,000.00			
B	Accommodation	80,000.00			
C	Food & Beverage	20,000.00			
D	Meeting	40,000.00			
E	Others	70,000.00			
F	Service Charge	20,000.00			
G	Tax	13,332.00			
C. Indirect Costs					
1	本地管理费	800.00			10,000.00 人员
2	本地交通	800.00			2,000.00
D. Other Indirect Costs					
1	管理费	700.00			10,000.00 每人每天 1 元，以 20 天为限，超过 20 天按 50% 计算
2	交通费	600.00			12,000.00 每人每天 1 元，以 20 天为限，超过 20 天按 50% 计算
E. Other Indirect Costs					
1	午餐	100.00	80	0	8,000.00 会议期间，1 次午餐
2	晚餐	2,000.00	30	1	20,000.00 晚餐
3	其他	70.00	80	0	6,400.00 会议期间，1 天其他，一天两次
F. Other Indirect Costs					
1	会议费	500.00	80	1	4,000.00
2	TIP 费	2,000.00	2	1	4,000.00
G. Other Indirect Costs					
1	住宿费	3,000.00	1	1	3,000.00
2	住宿费	0.00	1	1	0.00
3	住宿费	5,000.00	1	1	5,000.00
4	会议费	6,000.00	1	1	6,000.00
5	住宿费	500.00	3	1	1,500.00
6	IT	2,000.00	0	1	0.00
7	舞台	2,000.00	1	1	2,000.00
8	MIDDLE 区域费	2,000.00	1	1	2,000.00
9	舞台	0.00	1	1	0.00
10	福利费	500	1	1	500.00
11	文具/材料费	150	30	1	1,500.00
12	会议日程	50	80	1	800.00
13	网卡	50	80	1	8,000.00
14	网卡	50	0	3	0.00
15	会议日程	50	80	1	800.00
16	会议日程	4000	1	1	4,000.00
17	会议日程/会议日程	3500	1	1	3,500.00
18	会议日程	5000	1	1	5,000.00
19	会议日程/会议日程	500.00	30	1	5,000.00
20	会议日程	100.00	80	1	8,000.00
21	会议日程	200.00	3	1	1,000.00
22	会议日程	200.00	30	2	4,000.00
23	会议日程	1,000.00	2	2	4,000.00
24	工作人员交通/住宿	1,200.00	3	2	7,200.00
H. Other Indirect Costs					
1	住宿费	20,000.00	1	1	20,000.00
I. Other Indirect Costs					
1	住宿费	13,332.00	1	1	13,332.00

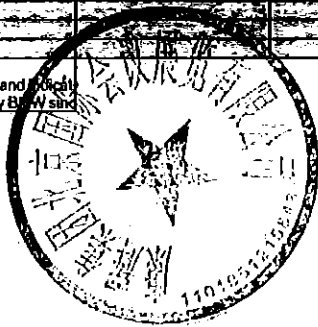


Basic information and cost overview	
Project	BIAN ON MICE Agency 2024-2029
Company	COMFORT INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.1
Quotation Version	D1
Contact	
Name	LAN
Surname	ZHONG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhonglan@ccct.cn

10_BIS-9 summary

Each project name	Quoted Price	Quantity for 5 years	Total Price	Number of participants	Quantity in T-shirt Size (XS: 500, S: 200, M: 300, L: 300, XL: 300, XXL: 300)	Total Person in 5 years	price per Person in 5 years
Project 1 XXX	70,478.33	5	352391.668	25	XS	125	¥2,819.13
XXX							
Total Net			¥352391.67	1087178.004	1087178	0.004	
BBA 6.0% in net			¥183816.92				
NBC 4.0% in net			¥188876.28				
VAT (6%)**			¥24149.40				
Gross Total			¥766637.27				
BBA 6.0% in Gross			¥46000.24				
NBC 4.0% in Gross			¥48665.49				

* Please state surcharges (i.e. Business Tax) clearly and correctly.
 ** Please note that 3rd party invoices are paid net by BIAN.



No.	Item	Unit	Number of Unit	Quantity Unit	Unit Price	Sum	Quality Standard
I. Project Preparation							
IA 1	Account Director	pax/day	1	1	¥2,148	¥2,148	
IA 2	Creative Director	pax/day	1	1	¥2,180	¥2,180	
IA	Project Preparation						
IB	Account Manager						
IB 1	Account Manager	pax/day	1	1	¥800	¥800.00	
IB 2	Project Manager	pax/day	1	1	¥800	¥800.00	
IB	Project Preparation						
I	Project Preparation						

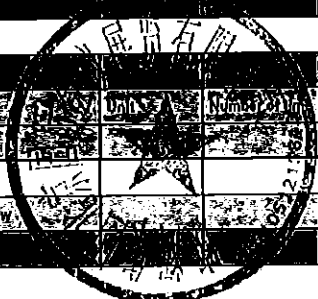
No.	Item	Unit	Number of Unit	Quantity Unit	Unit Price	Sum	Quality Standard
II. Project Execution							
IIA	Project Execution						
II	Project Execution						

No.	Item	Unit	Number of Unit	Quantity Unit	Unit Price	Sum	Quality Standard
III. Project Execution							
IIIA 1	Shuttle bus for dealer arrival and leave	unit	2	1	¥800	¥1,600.00	商务轿车 小车交通
IIIA	Shuttle bus for dealer arrival and leave						
IIIB 1	Flower	unit	1	1	¥450	¥450.00	Table flower 每场签到礼一份, 符合宝马标准
IIIB 2	Material Transportation	unit	1	1	¥500	¥500.00	物料运输, 以实际产生为准
IIIB 3	External Speaker	Person	1	1	¥39,500	¥39,500.00	外部讲师平均费用
IIIB	External Speaker						
III	Project Execution						

No.	Item	Unit	Number of Unit	Quantity Unit	Unit Price	Sum	Quality Standard
IV. Project Execution							
IVA 1	Venue rental event date(s)	pax	1	1	¥5,000	¥5,000.00	会议场地
IVA 2	Tea Break	pax	2	25	¥68	¥3,400.00	下午茶两次新款
IVA 3	Lunch	pax	1	25	¥158	¥3,950.00	自助午餐
IVA 4	Dinner	pax	1	25	¥258	¥6,450.00	晚餐
IVA 5	Wine	pax	1	25	¥150	¥3,750.00	10瓶红酒费用
IVA	Project Execution						
IV	Project Execution						

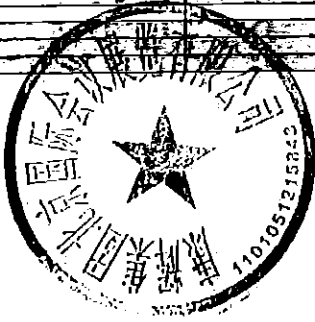
No.	Item	Unit	Number of Unit	Quantity Unit	Unit Price	Sum	Quality Standard
V. Project Execution							
VA 1	Direction Board指示牌	unit	1	1	¥350	¥350.00	0.8*2m, 木结构喷绘, 符合宝马标准
VA	Direction Board指示牌						
V	Project Execution						

No.	Item	Unit	Number of Unit	Quantity Unit	Unit Price	Sum	Quality Standard
VI. Project Execution							
VI A	Subtotal VI A						
VI	Project Execution						
VII. Project Execution							
VII A	Subtotal VII A						
VII	Project Execution						



Basic information and cost overview	
Project	BMV CH MICE Agency 2024-2029
Company	COMFORT INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.1
Quotation Version	D1
Contact	
Name	LAN
Surname	ZHONG
Position	Account Director
Mobile	13910183620
Fixed line	
Email	zhonglan@cdi.cn

Each project name	Quoted Price	Quantities for 5 years	Total Price	Number of participants	Clustering in T-shirt Steps: 000-500pcs, B: 200pcs, Mc 500pcs, L: 800pcs, XL: 600pcs	Total Person in 5 years	Price per Person in 5
Project 1 CIVIC Workshop	62,600.00	5	313000	30	X5	150	\$2,086.67
Project 2 Auto Show Workshop	151,765.20	5	758826	40	X5	200	\$5,794.13
XXX							
XXX							
XXX							
XXX							
Total Net			1,071,826.00				
BBA 100% in net			1,071,826.00				
VAT (6%) **			64,309.56				
Gross Total			1,136,135.56				
BBA 100% in gross			1,136,135.56				



Total Net Price								
No.	Item	Unit	Number of Units	Quantity/Time	Days	Unit Price	Sum	Details/Comments
Part B: Vendors (Preparation)								
IA 1	Account Director	per/day	1	1	3	¥1,308.40	¥3,925	
IA 2	Creative Director	per/day	1	2	3	¥1,400.00	¥8,400	
IA 3	DTP/2D/3D Designer	per/day	1	2	1	¥1,200.00	¥2,400	
Subtotal (Preparation)								
							¥17,725	
Part C: Vendors (On-site)								
IB 1	Account Manager	per/day	1	2	3	¥600.00	¥3,600.00	
Subtotal (On-site)								
							¥3,600.00	
							¥18,325	

Part D: Vendors (On-site)								
No.	Item	Unit	Number of Units	Quantity/Time	Days	Unit Price	Sum	Details/Comments
RA 1	Agency Staff working on site traffic	unit	1	1	3	¥900	¥900.00	
Subtotal (On-site)								
							¥900.00	

Part E: Vendors (On-site)								
No.	Item	Unit	Number of Units	Quantity/Time	Days	Unit Price	Sum	Details/Comments
IIA 1	Shuttle bus for dealer arrival and leave	unit	1	5	2	¥800	¥8,000.00	GL8接机送机
IIA 2	Shuttle bus	unit	1	1	2	¥2,500	¥5,000.00	45座大巴, 全天包车6小时
IIA 3	Auto Show tickets	unit	1	300	1	¥100	¥30,000.00	两张票100元
Subtotal (On-site)								
							¥43,000.00	
Part F: Vendors (On-site)								
IIIB 1	Flower	unit	1	1	1	¥450	¥450.00	Table flower 摆放签到花一份, 符合宴会标准
IIIB 2	Mic cover	unit	1	1	1	¥50	¥50.00	Mic cover 壹套/只
IIIB 3	Office supply	package	1	1	1	¥500	¥500.00	Agenda等辅助费用
IIIB 4	Material Transportation	unit	1	1	1	¥500	¥500.00	物料运输, 以实际产生为准
IIIB 5	Gift	unit	1	30	1	¥100	¥3,000.00	伴手礼
IIIB 6	RSVP	Person	1	1	1	¥4,000	¥4,000.00	来宾信息收集、接送机确认、酒店入住信息确认
Subtotal (On-site)								
							¥81,950	

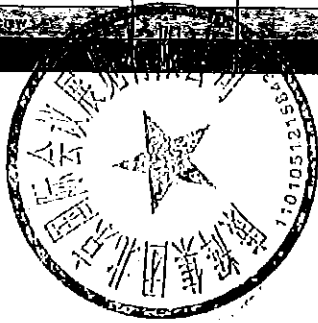
Part G: Vendors (On-site)								
No.	Item	Unit	Number of Units	Quantity/Time	Days	Unit Price	Sum	Details/Comments
IVA 1	Venue rental event date(s)	per	1	1	1	¥5,000	¥5,000.00	上午彩排, 下午开会
IVA 2	Tea Break	per	1	30	1	¥68	¥2,040.00	
IVA 3	Lunch	per	1	30	3	¥128	¥11,520.00	Buffet lunch
IVA 4	Dinner	per	1	30	2	¥298	¥17,860.00	10人/桌中式圆桌, 不含酒水
IVA 5	Accommodation	per	1	10	2	¥1,000	¥20,000.00	北京酒店住宿, 距离顺义新国展车程1小时内, 例延庆10万豪
IVA 6	Accommodation	per	1	8	2	¥1,000	¥12,000.00	北京酒店住宿, 距离顺义新国展车程1小时内, 例延庆10万豪
IVA 7	Accommodation	per	1	10	2	¥500	¥10,000.00	北京酒店住宿, 距离顺义新国展车程1小时内, 例延庆10万豪
Subtotal (On-site)								
							¥78,420.00	

Part H: Vendors (On-site)								
No.	Item	Unit	Number of Units	Quantity/Time	Days	Unit Price	Sum	Details/Comments
VA 1	车头牌	unit	1	2	1	¥50	¥100.00	
VA 2	旗帜牌	unit	1	5	1	¥50	¥250.00	
Subtotal (On-site)								
							¥350.00	

Part I: Vendors (On-site)								
No.	Item	Unit	Number of Units	Quantity/Time	Days	Unit Price	Sum	Details/Comments
VI 1	AV		1	15	1	¥150	¥2,250.00	酒店基础音响设备, 含无线投台技术人员, 92寸屏幕
Subtotal (On-site)								
							¥2,250.00	



XSI PLAN A							
Photo & Video							
Item	Date	Number of Items	Quantity	Time	Unit	Unit	Unit
Photo & Video, crew							
VIA	Photo & Video, crew						
Unit	Photo & Video, crew						



Total Net Price								
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details/Remarks
Agency Staff (Preparation)								
IA 1	Account Director	per/day	1	1	3	¥1,500.00	¥4,500	
IA 2	Creative Director	per/day	1	2	3	¥1,500.00	¥9,000	
IA 3	DTP / 2 D / 3 D Designer	per/day	1	2	1	¥1,500.00	¥3,000	
Subtotal Agency / Preparation								
							¥16,500.00	
Agency Staff (On-site)								
IB 1	Account Manager	per/day	1	2	3	¥600.00	¥3,600.00	
Subtotal Agency / On-site								
							¥3,600.00	
TOTAL AGENCY STAFF							¥20,100.00	

Transportation & Accommodation								
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details/Remarks
II A1	Agency Staff working on site traffic	unit	1	1	3	¥300	¥900.00	
Subtotal Transportation & Accommodation								
							¥900.00	

Food & Beverage / Entertainment								
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details/Remarks
III A 1	Shuttle bus for dealer arrival and leave	unit	1	5	2	¥800	¥8,000.00	GL8按件计费
III A 2	Shuttle bus	unit	1	1	2	¥2,500	¥5,000.00	45座大巴, 全天包车8小时
III A 3	Auto Show Tickets	unit	1	300	1	¥100	¥30,000.00	每票¥100元
Subtotal Food & Beverage / Entertainment								
							¥43,000.00	
III B 1	Flower	unit	1	1	1	¥450	¥450.00	Table flower
III B 2	Mic cover	unit	1	1	1	¥50	¥50.00	每场签到礼一份, 符合宝马标准
III B 3	Office supply	package	1	1	1	¥500	¥500.00	Mic cover
III B 4	Material Transportation	unit	1	1	1	¥500	¥500.00	麦克风和
III B 5	Gift	unit	1	30	1	¥150	¥4,500.00	Agenda等预估费用
III B 6	RSVP	Person	1	1	1	¥4,000	¥4,000.00	物料运输, 以实际产生为准
Subtotal Food & Beverage / Entertainment								
							¥10,950.00	

Venue & Catering								
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details/Remarks
IVA 1	Venue rental event date(s)	pax	1	1	1	¥5,000	¥5,000.00	上午签到, 下午开会
IVA 2	Tee Break	pax	1	30	1	¥68	¥2,040.00	
IVA 3	Lunch	pax	1	30	3	¥128	¥11,520.00	Duffet lunch
IVA 4	Dinner	pax	1	30	2	¥298	¥17,880.00	10人/桌中式圆桌, 不含酒水
IVA 5	Accommodation	pax	1	16	1	¥1,800	¥28,800.00	北京酒店住宿, 例如诺金
IVA 6	Accommodation	pax	1	10	1	¥1,300	¥13,000.00	北京酒店住宿, 例如诺金
IVA 7	Accommodation	pax	1	16	1	¥1,800	¥28,800.00	高级酒店
IVA 8	Accommodation	pax	1	10	1	¥1,300	¥13,000.00	高级酒店, 差补
Subtotal Venue & Catering								
							¥120,040.00	

AV Equipment & Services								
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details/Remarks
VA 1	车头牌	unit	1	2	1	¥50	¥100.00	
VA 2	话筒	unit	1	5	1	¥50	¥250.00	
Subtotal AV Equipment & Services								
							¥350.00	

AV Equipment & Services								
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details/Remarks
VI 1	AV	unit	1	15	1	¥150	¥2,250.00	酒店现场音响设备, 含现场控台技术人员, 92寸屏幕
Subtotal AV Equipment & Services								
							¥2,250.00	

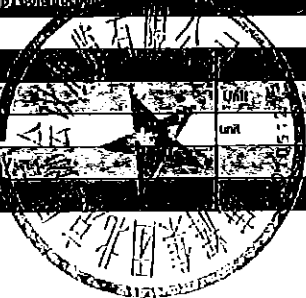


Photo Video							
Item	Unit	Number of Lines	Quantity/Line	Price	Amount	Unit	Price
Photo & Video show							
VII A	Subtotal Photo & Video show						
VII B	Subtotal Photo & Video show						

