华晨宝马汽车有限公司
BMW Brilliance Automotive Ltd

BBA_地址
BBA Address:
经济技术开发区宝马大道1号
No.1 BMW Avenue,SEDA
沈阳/ Shenyang
110044

采购订单号 Order No.	W7M004191
订单日期 Order date	2024.03.31
版本号 Version No.	BBA-TP-BJ-4321-1-01

请在所有的信件,发票及送货单上注明采购订单号。
PURCHASE ORDER NUMBER MUST BE REFLECTED ON ALL CORRESPONDENCE, INVOICES AND DELIVERY NOTES

供应商代码 Supplier code	页码 Page
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供应商名称/地址
Supplier Name / Address:
康辉集团北京国际会议展览有限公司

Comfort International M.I.C.E. Service Co.,Ltd.
北京市朝阳区农展馆南路13号12层1510内002

100125

价值合同
Value cont. BJ Mark.

华晨宝马申请人姓名 BBA applicant name	Yifei Wang
华晨宝马申请人电话 BBA applicant phone	+86 10 84557436
华晨宝马申请人邮件 Requester Mail	yifei.wang@bmw-brilliance.cn
华晨宝马后备申请人姓名 Backup Requester Name	
华晨宝马后备申请人电话 Backup Requester Phone	
华晨宝马后备申请人邮件 Backup Requester Mail	

供应商联系人姓名 Supplier contact person name	仲岚
供应商联系人电话 Supplier contact person Tel.	13910193620
供应商联系人邮件 Supplier Contact mail	
供应商技术联系人姓名 Supplier tech. Contact	
供应商技术联系人电话 Supplier tech. Contact phone	
供应商技术联系人邮件 Supplier tech. Contact mail	

采购员代码 Buyer code	采购员姓名 Buyer name	电话号码 Tel. No.	采购员邮件 Buyer Email	付款方式 Terms of payment
735	Chunlan Lai	+86 10 84003423	Slssy.Lai@bmw-brilliance.cn	收到货物及发票后30天付款 30 Days after Receipt of invoice and goods

编号 Item no	货物或服务描述 Material / Service description	交付日期 Delivery date	数量 Quantity	计量单位 UoM	货币种类 Currency	价格有效起止日期 Valid from Valid to	税率 Tax rate	不含税单价 Net price per unit	含税单价 Gross price per unit
0000000010	Aftersales_Project 1 Cap price Project 1: Regional Workshop	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	201,840.73	213,951.17
0000000020	Aftersales_Project 2 Cap price Project 2: New Dealer AFS Manager Training	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	95,711.00	101,453.66
0000000030	Aftersales_Project 3 Cap price Project 3: Dealer Group Meeting	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	169,499.00	179,668.94
0000000040	Aftersales_Project 4 Cap price Project 4: Experience Related Workshops/Forum	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	222,200.00	235,532.00
0000000050	DD_Project 3: Cap price Project 3: Retail Standards Project KO and Auditor Training Meeting package, cost per person	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	500.00	530.00

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0000000060	DD_Project 2: Cap price Project 2: 2nd Dealer Group CFO Workshop	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	190,720.00	202,163.20
0000000070	DD_Project 4: Cap price Project 4: National Dealer Training MICE Meeting package, cost per person	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	600.00	636.00
0000000080	DD_Project 1: Cap price Project 1: National Finance Manager Conference & 1st Dealer Group CFO Workshop	Depend on call-off	Depend on call-off	EA	RMB	2024.04.01 2029.03.31	6%	1,032,999.80	1,094,979.79

通用采购条款
General purchasing conditions

国际贸易术语 Incoterms	DDP shen yang
合同批准文本 Release order text	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） I. General Provisions 通用条款 1. This Frame/Value Contract for Service (Applicable to Local Supplier) ("Frame/Value Contract") is executed by and between BMW Brilliance Automotive Ltd. ("BBA") and Comfort International M.I.C.E. Service Co.,Ltd. ("Supplier"). BBA 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"）由华晨宝马汽车有限公司（下称"华晨宝马"）与康辉集团北京国际会议展览有限公司（下称"供应商"）签署。华晨宝马同意根据主合同（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")。

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价值合同
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BBA and the Supplier are hereinafter collectively referred to as the "Parties", and individually referred to as a "Party".
华晨宝马与供应商以下合称为"双方"，单称为"一方"。

2. Related BBA business department ("BBA 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.
华晨宝马相关业务部门（下称"华晨宝马业务需求部门"）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).
每次认购的服务的数量、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 BBA Requesting Department.
只有本框架/价值合同所列的服务，供应商才可以按华晨宝马业务需求部门发出的申购单进行供应。

5. BBA 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 BBA.
华晨宝马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华晨宝马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 BBA ("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华晨宝马之间的采购合同（下称

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"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 BBA'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 BBA'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 BBA 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》，则应适用华晨宝马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华晨宝马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单的单独文件突出强调且明确指出、获得华晨宝马事前书面许可、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 BBA for the first time, it shall fill in a vendor information form in an accurate manner as requested by BBA, and fax this document back to BBA Purchasing Department and Corporate Accounting Department respectively after signing it and affixing its chop on it. Otherwise BBA shall not be liable for any delay of payment resulting therefrom.
如果供应商第一次与华晨宝马签订采购合同，供应商应按华晨宝马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华晨宝马采购部及会计部。否则，华晨宝马对任何由此引起的付款迟延不承担任何责任。

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价值合同
Value cont. BJ Mark.

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 BBA'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, BBA shall be entitled to early terminate the Main Contract upon issuing a three-month prior written notice to the Supplier; and if BBA moves/relocates, modifies or upgrades its equipment, or shuts down its plant(s), it shall be entitled to early terminate the Main Contract upon issuing a one-month prior written notice to the Supplier.
除一般条款中约定的合同解除情形外，华晨宝马有权提前3个月书面通知供应商解除主合同；如遇华晨宝马搬迁、设备改造、停产等情况，华晨宝马有权提前1个月书面通知供应商解除主合同。

13. Any amendment to the Purchase Contract shall come into force only after being confirmed (for BBA: 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（对于华晨宝马而言，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。

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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 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, BBA shall only pay the price under the Purchase Contract after the Supplier delivers all the Services to BBA 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，华晨宝马仅应在供应商按照采购合同约定向华晨宝马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 BBA Requesting Department confirms acceptance of the Services according to the Purchase Contract and completion of BBA's internal payment approval process, the Supplier shall issue a legally compliant and qualified VAT invoice to BBA. BBA Corporate Accounting Department shall

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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，在华晨宝马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华晨宝马内部付款审批手续后，供应商应向华晨宝马开具合规的增值税发票。华晨宝马会计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 BBA as soon as possible within 30 days after acceptance of Services by BBA. 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 BBA shall have the right to reject the payment.

供应商应该在华晨宝马接收服务后30天之内尽快开具并向华晨宝马提交发票，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；否则华晨宝马有权拒绝付款 。

16.4 Please find below the contact information for submitting invoices:
发票提交的联系信息如下：

Paper Invoice 纸质发票：
Accounting Department
会计部
BMW Brilliance Automotive Ltd.
华晨宝马汽车有限公司
No.1 BMW Road, Shenyang Economic and Technological Development Zone, Shenyang City, Liaoning Province, PRC.
中国辽宁省沈阳市沈阳经济技术开发区宝马大道1号
Post Code 邮编: 110143
Telephone 联系电话：0086-24-8455 6252
E-Invoice 电子发票：
If the Supplier submits e-invoices, the Supplier shall log on "BBA e-Invoices Portal" for submitting e-invoices, and the website is as follows:
如供应商提交电子发票，应登陆"华晨宝马电子发票平台"进行提交，网址如下：
https://b2b.bmw-brilliance.cn/e-invoice/

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版本号 Version No.	BBA-TP-BJ-4321-1-01

请在所有的信件,发票及送货单上注明采购订单号。 PURCHASE ORDER NUMBER MUST BE REFLECTED ON ALL CORRESPONDENCE, INVOICES AND DELIVERY NOTES	
供应商代码 Supplier code	页码 Page
204004242	Page 8 of 9

供应商名称/地址
Supplier Name / Address:
康辉集团北京国际会议展览有限公司

Comfort International M.I.C.E. Service Co.,Ltd.
北京市朝阳区农展馆南路13号12层1510内002

价值合同
Value cont. BJ Mark.

For any questions for submitting paper invoices or e-invoices, the Supplier may contact invoice hotline: 0086-24-8455 6252.
供应商在纸质发票或电子发票提交过程中如有任何问题，可联系发票热线: 0086-24-8455 6252。

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. BBA's Tax Registration Information
华晨宝马的税务登记信息
Company's name: BMW Brilliance Automotive Ltd.
公司名称：华晨宝马汽车有限公司
Tax Registration Number税务登记号: 91210100746494975X
Address: No.1 BMW Road, Shenyang Economic and Technological Development Zone, Shenyang City, Liaoning Province, PRC
地址：中国辽宁省沈阳市沈阳经济技术开发区宝马大道1号
Telephone 电话: 0086-24-8455 6251
Bank Account: Pudong Development Bank Shenyang Branch 766-4135011055
开户银行及帐号：浦发行沈阳分行 766-4135011055

****** END OF CONTRACT ******

华晨宝马汽车有限公司
BMW Brilliance Automotive Ltd

BBA_地址
BBA Address:
经济技术开发区宝马大道1号
No.1 BMW Avenue,SEDA
沈阳/ Shenyang
110044

采购订单号 Order No.	W7M004191
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204004242	Page 9 of 9

供应商名称/地址
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Comfort International M.I.C.E. Service Co.,Ltd.
北京市朝阳区农展馆南路13号12层1510内002

价值合同
Value cont. BJ Mark.

华晨宝马汽车有限公司基于金额限制的批准
BMW Brilliance Automotive Ltd. approval based on value limits

批准方式 Release method			电子批准 Electronically released	
姓名 Name	Lai Chunlan	Zhang Dongni	Wahoff Jan	Hullinger Dieter
部门 Dept.	BBT-M-93	BBT-M-93	BBT-M-	BBT-M
日期 Date	2024.04.04	2024.04.07	2024.04.08	2024.04.08
签字 Sign				

供应商确认
Supplier confirmation

		供应商签章 Supplier seal
姓名 Name		
部门 Dept.		
日期 Date		
签字 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 Brilliance Automotive Ltd. (chop) 华晨宝马汽车有限公司（盖章）	**Supplier:** Click here to enter text. (chop) 供应商：Click here to enter text.（盖章）

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 Brilliance Automotive Ltd. (**"BBA"**) from a provider as is shown on the first page of the Main Contract (the **"Supplier"**). BBA 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**"）适用于华晨宝马汽车有限公司（下称"**华晨宝马**"）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。**华晨宝马**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 BBA and the corresponding acceptance by the Supplier. A call-off is the declaration on the part of BBA 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 BBA, these differences shall only apply if and in as far as BBA expressly agrees to them in writing. One-time-buy purchase order or value/frame contract and its call-off(s) issued by BBA 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**华晨宝马**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**华晨宝马**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**华晨宝马**发出的**订单**存在差异，该等差异仅应在**华晨宝马**明确书面同意的情况下和范围内适用。 **华晨宝马**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. BBA reserves the right to revise the current version of these GTC and STC(s), and issue new versions. BBA 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。**华晨宝马**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利。**华晨宝马**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 BBA'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 BBA'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 BBA 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**华晨宝马**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**华晨宝马**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 BBA 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**华晨宝马**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 BBA, BMW Group and BMW dealers, fully perform the duties under the Purchase Contract, and make ultimate efforts to provide to BBA 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**华晨宝马**、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、高效并充分负责任地向**华晨宝马**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 BBA or to enforce its own claim, unless the claim of the Supplier is undisputed or legally established. This applies in particular to the Supplier's obligation to supply, the fulfilment of which the	3.3	**供应商**无权针对**华晨宝马**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

	Supplier may not refuse or suspend with reference to its own, unrecognized and not legally established demand or to ongoing negotiations with BBA.		华晨宝马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 BBA. This shall not prejudice any right of BBA 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	仅在经华晨宝马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。该等聘用不得影响华晨宝马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 BBA 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华晨宝马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 BBA 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). BBA 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 BBA 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，并应及时告知华晨宝马存在的任何风险。 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，则华晨宝马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，供应商应确保华晨宝马获得辩护、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 BBA's request, the Supplier shall provide the certificates, licenses and/or approval documents which are	3.7	应华晨宝马要求，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

	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.		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 BBA in relation to the Purchase Contract, the Supplier shall cooperate and support actively upon the request by BBA.	3.8	如果发生任何针对**华晨宝马**的与**采购合同**相关的政府检查/调查，**供应商**应根据**华晨宝马**的要求积极提供配合和支持。
3.9 (a) (b) (c)	The Supplier must appoint a project manager. 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 BBA's project manager. The Supplier's project manager shall upon request inform BBA'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 BBA's project manager. The project manager may only be replaced by the Supplier for a material reason and after giving prior written notification to BBA. If needed, BBA may demand the replacement of the Supplier's project manager.	3.9 (a) (b) (c)	**供应商**必须指定一名项目经理。 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**华晨宝马**的项目经理汇报的负责联络人。 如果**华晨宝马**要求，**供应商**的项目经理必须随时将**项目**进展情况通知**华晨宝马**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**华晨宝马**的项目经理进行报告。 项目经理仅应基于重大原因且在事先书面通知**华晨宝马**的情况下被**供应商**替换。如果必要，**华晨宝马**可以要求替换**供应商**的项目经理。
3.10	The Supplier shall notify BBA completely and without undue delay of name changes, changes in legal form as well as changes which are material to the business relationship between BBA and the Supplier and which pertain to the Supplier's participation, shareholder- or ownership structure; the Supplier shall inform BBA of the changes. To the extent permissible without violating applicable law or contractual obligations, the Supplier shall inform BBA in advance of any planned changes material to the business relationship by informing the responsible purchasing department(s) of BBA. 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 transactions. For listed Supplier, the foregoing applies to an acquisition of at least 30 percent of the voting rights.	3.10	**供应商**应完整且不拖延地通知**华晨宝马**其名称变更、组织形式变更以及任何对**华晨宝马**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**华晨宝马**。 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**华晨宝马**的相关采购部门，提前通知**华晨宝马**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	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

	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:		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)	the Supplier shall mark or label the Goods or deliverables of Services in the manner required by laws or regulations or as prescribed by BBA;	(a)	**供应商**应当按照法律法规规定或**华晨宝马**要求的方式对**货物**或**服务**的交付物进行标注或标记；
(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 BBA on request, or offer it to BBA before said documentation is destroyed, or destroy it and provide evidence acceptable to BBA regarding the destruction of such item pursuant to the prior written instruction of BBA;	(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**华晨宝马**，或于前述资料销毁前向**华晨宝马**提供，或者根据**华晨宝马**事先书面指令将其销毁并提供**华晨宝马**可接受的销毁证据，就所有上述活动**供应商**不应向**华晨宝马**收取任何费用；
(c)	the Supplier shall perform data-handling in accordance with the regulations of BBA, 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;	(c)	**供应商**应按**华晨宝马**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)	if needed for the execution of the Purchase Contract, BBA may provide tools, dies, documents, information, data (e.g. factual statements about products of BBA 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 BBA 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 BBA in writing of any doubts or objections whatsoever without delay, stating the reasons, and must reach agreement with BBA'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 BBA's proprietary property. Upon BBA's request, the Supplier shall keep Documents/Materials free of charge on its premises. They must be returned to BBA at BBA's request or at the latest after the completion of the Project, or the Supplier may, upon written instruction from BBA, destroy the Documents/Materials and provide evidence acceptable to BBA 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	(d)	为履行**采购合同**的需要，**华晨宝马**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**华晨宝马**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**华晨宝马**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**华晨宝马**，说明原因，并就如何继续进行工作与**华晨宝马**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**华晨宝马**的专属财产。基于**华晨宝马**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**华晨宝马**要求时或最迟在**项目**完成后归还给**华晨宝马**，或者供应商可根据**华晨宝马**的书面指示销毁**文件/物品**并且向**华晨宝马**提供其能够接受的关于销毁上述物品的证据。 临时出借给**供应商**的**文件/物品**经**华晨宝马**事先书面同意方能被复制、出售、设定担保、质押或以其他形式转移给第

	otherwise passed on to or used for third parties with the prior written consent of BBA. The same shall apply to the goods or deliverables of services produced/created by using these Documents/Materials.		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	BBA 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	**华晨宝马**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 BBA, 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**华晨宝马**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 BBA 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 BBA by his/her negligent or intentional action/inaction, BBA is entitled to claim for damages against the Supplier directly. The Supplier shall keep BBA 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**华晨宝马**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**华晨宝马**造成任何损害，**华晨宝马**有权直接向**供应商**索赔。**供应商**应使**华晨宝马**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 BBA or any of its employees, officers or directors of BBA, or any employee, director, officer or shareholder of the Supplier has any Affiliate Relationship with BBA's other suppliers or their personnel, and the Affiliate Relationship might affect the impartiality of business relationship between BBA and the Supplier, or BBA and other suppliers, and/or the interest of BBA, the Supplier shall promptly inform BBA of such relationship in, provided that such relationship is identifiable with due care of general businessmen, and BBA shall have the right to request the Supplier not to involve or suspend its involvement in the related transactions. If BBA raises specific requests on the form and contents for the disclosure of the Affiliate Relationship to the Supplier, the Supplier shall meet such requests.	3.15	如果**供应商**的任何雇员、董事、管理人员或股东与**华晨宝马**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**华晨宝马**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**华晨宝马**与**供应商**之间、或是**华晨宝马**与其它供应商之间的商业关系的公平性和/或**华晨宝马**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**华晨宝马**，**华晨宝马**有权要求**供应商**不参与或暂缓参与相关交易。如果**华晨宝马**对披露前述**关联关系**向**供应商**提出形式和内容方面的特定要求，**供应商**应按照**华晨宝马**的要求进行披露。
3.16	The Purchase Contract entered into by and between BBA and the Supplier does not by any means establish any employment relationship between BBA and the Supplier Personnel. The Supplier Personnel may not work as a member of BBA team.	3.16	**供应商**与**华晨宝马**之间签署**采购合同**不应以任何方式被理解为在**华晨宝马**与**供应商人员**之间建立劳动关系。**供应商人员**不得作为**华晨宝马**团队的成员工作。

	They may however act as the consultants to a BBA team if their work with regard to the provision of Goods/Services or the Project consists in guiding the BBA team (i.e., guiding and management function).		但是如果其与**货物/服务**或**项目**相关的工作包括为**华晨宝马**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 BBA, 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 BBA 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**华晨宝马**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**华晨宝马**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 BBA's mailing lists, job plans, telephone directories, vacation plans etc. They may however be named and listed in BBA 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 - BBA has acknowledged and agreed to it.	3.18	**供应商人员**不应列于**华晨宝马**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**华晨宝马**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 - **华晨宝马**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 BBA or is proved to be unable to fulfill his/her assignment, BBA is entitled to request the Supplier to replace such personnel. The Supplier shall replace the related Supplier Personnel within three days upon receipt of BBA's notice. If the Supplier fails to replace the individual with a competent one, BBA 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**华晨宝马**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，**华晨宝马**有权要求**供应商**更换该等人员。**供应商**应在收到**华晨宝马**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，**华晨宝马**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 Supplier Personnel who are employed by the Supplier. BBA will not bear any medical expense incurred by the Supplier Personnel even for personal injury suffered at work. In addition, BBA will not bear the maternity expense of the Supplier Personnel. During the maternity leave, the Supplier shall assign backup personnel to continue the Project.	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险）。**华晨宝马**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，**华晨宝马**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 BBA 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**华晨宝马**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 BBA's premises must sign and ensure the Supplier Personnel to observe BBA'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 BBA 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 BBA to prohibit related Supplier Personnel from entering the premises of BBA.	3.23 需要在**华晨宝马**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**遵守华晨宝马访客规则、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**华晨宝马**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**严重违反华晨宝马访客规则、场所规定和其他安全规定，**华晨宝马**应有权禁止相关**供应商人员**进入**华晨宝马**的经营场所。
4 Amendments and Supplements	**4. 修改与补充**
4.1 BBA 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 BBA of the results in writing. The Supplier also undertakes to suggest amendments or supplements to BBA 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 BBA.	4.1 **华晨宝马**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**华晨宝马**。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**华晨宝马**提出建议，并在得到**华晨宝马**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 BBA and to submit an appropriate supplementary quotation. The amendment shall be made on the basis of a written agreement which contains details of the payment of additional costs or the refund of prepaid costs and the timetable for the work.	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**华晨宝马**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. BBA 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，供应商应当向华晨宝马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华晨宝马。华晨宝马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 BBA.	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，最晚不超过华晨宝马规定的截止期限。
5.3	The handover of the completed Goods/Services ready for use shall not constitute the acceptance of related Goods/Services. Payments by BBA in whole or in part shall not indicate that BBA 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。华晨宝马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 BBA 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华晨宝马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 BBA is not responsible, BBA shall have the right to take measures, including but not limited to the following:	6.2	如果因不可归责于华晨宝马的原因造成延迟交付，华晨宝马有权采取包括但不限于下列措施：
(a)	to request the Supplier to continue or suspend its delivery;	(a)	要求供应商继续或暂停交付；
(b)	to request the Supplier to provide a new bank guarantee in accordance with Clause 8.6 hereinafter;	(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)	to cease or reduce the payment;	(c)	停止或减少付款；
(d)	to request the Supplier to refund paid amount and pay corresponding interest;	(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;	(e)	调整采购的货物或调整服务的相应范围；
(f)	to seek substitute Goods/Services by third party;	(f)	向第三方寻求替代货物/服务；

(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 BBA's losses and expense incurred (e.g., legal fees and lawyer expense), the Supplier shall compensate to BBA for the remaining losses arising from such delay. BBA shall not be liable to the Supplier for BBA'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 BBA does not accept the Goods/Services in accordance with the Purchase Contract.	(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华晨宝马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华晨宝马予以赔偿。 华晨宝马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，但是华晨宝马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 BBA 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 BBA 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 如果因华晨宝马原因造成延迟交付，供应商有权要求合理延展约定的交付截止期限；如供应商因此延迟产生了额外的成本，则供应商有权要求华晨宝马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 BBA immediately in writing of any potential delays at the side of the Supplier even if BBA 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华晨宝马供应商方面可能发生的延迟，即便华晨宝马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 BBA in transactions unless BBA'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 BBA. 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 除非得到华晨宝马的书面授权，供应商不得在任何交易中代表华晨宝马。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，但不得对华晨宝马造成质量、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 BBA entrusts with planning and/or monitoring tasks, do not have any authority to represent BBA in giving any notification, direction or instruction that BBA is entitled to grant under the Purchase Contract. They particularly do not have the right to extend performance deadlines or to legally acknowledge invoice sums, Price, management time, quantity surveys or suchlike.	7.2 供应商了解：华晨宝马委托的执行计划和/或监控任务的任何第三方均无权代表华晨宝马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	BBA 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, BBA shall not be liable for the completeness and correctness of the deliveries even if BBA has acknowledged the receipt in writing. The Supplier shall bear all of the risks associated with the deliverables.	7.3	**华晨宝马**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**华晨宝马**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 BBA with proof thereof. In this regard, the Supplier shall fully indemnify BBA 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**华晨宝马**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**华晨宝马**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 BBA.	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。**华晨宝马**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 BBA for a specific phase.	8.2	除非**双方**另有书面约定，**华晨宝马**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**华晨宝马**验收前**华晨宝马**无义务付款。
8.3	Payment for the Price shall be made by bank transfer at BBA's discretion. The Supplier must issue the qualified invoice/voucher to BBA in accordance with the applicable PRC tax regulations in force. The original invoice/voucher must be addressed to the Finance Department of BBA, and the e-Invoice or e-Receipt shall be submitted through the e-Invoice portal of BBA. In the event of non-compliance with the Purchase Contract by the Supplier, BBA 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**华晨宝马**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**华晨宝马**开具合规的发票或收据。原始发票或收据应当寄送至**华晨宝马**财务部门，电子发票或电子收据应通过华晨宝马电子发票门户提交。如**供应商**未能履行**采购合同**的约定，**华晨宝马**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 BBA in advance, the local Supplier who needs to provide local VAT invoice to BBA must state the following details on its invoice, otherwise the invoice will be rejected by BBA: - Complete name, tax register number, address, telephone, opening bank, bank account of the Supplier and of BBA - BBA supplier/vendor code - Order No. - SAP GR No. - Invoice issuance date - Trade description of the Goods/Services in Chinese	8.4	除非事先获得**华晨宝马**的确认和同意，需向**华晨宝马**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： - **供应商**及**华晨宝马**的全称，纳税人识别号、地址、电话、开户行及账号 - **华晨宝马**的**供应商**编号 - **订单**号 - 收货号 - 发票开具日期

- 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 BBA in advance, the local Supplier who needs to provide ordinary (non-VAT) invoice to BBA must state the following details on its invoice, otherwise the invoice will be rejected by BBA: - Complete name and address of the Supplier and BBA - BBA 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 BBA: - Complete name and address of the Overseas Supplier and BBA - BBA 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	- 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**华晨宝马**的确认和同意，需向**华晨宝马**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**华晨宝马**的全称及地址 - **华晨宝马**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**华晨宝马**的全称及地址 - **华晨宝马**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
8.5 In the event any third party is engaged by the Supplier as its subcontractor with prior written consent from BBA, the Supplier shall claim from BBA the third party expense in its net value (i.e., excluding any taxes, in particular VAT payable by such subcontractor) of aforementioned subcontractor. BBA 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 BBA a valid and compliant tax invoice.	8.5 经**华晨宝马**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税费）向**华晨宝马**主张第三方费用。**华晨宝马**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**华晨宝马**提供有效且合规的税务发票。

8.6	If BBA demands the provision of a bank guarantee, the Supplier shall provide it within the time limit as requested by BBA. The Supplier shall apply to its bank with BBA's template for issuing a bank guarantee, which shall cover any claim for indemnification or allegation which can be made by BBA under the Purchase Contract. Any change to BBA's bank guarantee (template) shall obtain BBA's written consent in advance. If any advance payment is agreed by BBA, it shall only be made conditional upon the receipt of an advance payment bank guarantee provided by the Supplier. BBA's claim of rights under a bank guarantee will not affect its right to claim for indemnification of damages afterwards.	8.6	如华晨宝马要求供应商提供保函，供应商应当于华晨宝马要求的期限内提供。供应商应当向其开户行申请按照华晨宝马提供的保函模板开具保函，以涵盖华晨宝马根据采购合同可能提出的任何损害赔偿请求或主张。任何对华晨宝马保函模板的修改均应获得华晨宝马的事先书面同意。 如双方约定由华晨宝马支付预付款，则须以收到供应商提供的银行预付款担保函为前提条件。 华晨宝马主张保函项下的权利并不影响其后续的索赔权利。
8.7	BBA 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	华晨宝马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, BBA may audit all BBA 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 BBA with all related documents, true and authentic, and give any necessary assistance. During the process of audit, BBA 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. BBA'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 BBA 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，华晨宝马可随时对供应商的所有与华晨宝马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，供应商应向华晨宝马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，华晨宝马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。 华晨宝马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华晨宝马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	BBA 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	华晨宝马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	BBA 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	华晨宝马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 BBA to the Supplier, the withholding tax shall be withheld by BBA 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, BBA 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, BBA shall only withhold the reduced amount or apply the exemption if the Supplier has provided BBA with a valid tax exemption certificate and all other documentations and information required by BBA and/or the applicable tax regulations necessary for effectuating the tax reduction or exemption. Otherwise BBA 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**华晨宝马**应向**供应商**支付的款项须代扣税款，则**华晨宝马**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，**华晨宝马**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**华晨宝马**提供有效的免税证明以及**华晨宝马**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，**华晨宝马**才会扣缴减少的税款或适用免征。否则，**华晨宝马**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 BBA 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**华晨宝马**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 BBA, 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	10.2 根据**华晨宝马**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

programs), to support BBA during official investigations and to use similar caution in its dealings with its business partners.	反恐怖联盟（C-TPAT）声明或者其他类似的证书或者声明）支持**华晨宝马**，并在与其商业伙伴交易时尽到类似的注意。
10.3 BBA 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 BBA 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 BBA 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 BBA. If, due to sudden change/amendment of applicable export control laws and regulations, the contract performance can't be continued, the Supplier must notify BBA in written within 2 working days; in case of any losses to BBA due to failure of due notification within the time provided above, the Supplier shall indemnify BBA 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**华晨宝马**签署或履行采购合同的行为违法，**华晨宝马**有权拒绝构成业务关系的合同履行。如果**华晨宝马**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**华晨宝马**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**华晨宝马**。如果由于**供应商**未在上述规定时间内通知相关信息而给**华晨宝马**造成损失，那么**供应商**应当赔偿**华晨宝马**因此所遭受的全部损失。
10.4 The Supplier must notify BBA (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. (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 BBA passes through or maybe pass through the sensitive country(ies).	10.4 **供应商**应当告知**华晨宝马**: (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) 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**华晨宝马**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 BBA with all the required means to reduce or minimize BBA's payment obligations relating to customs duties by laws. If the Supplier provides Services which may be imported into the recipient country on	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

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, BBA must also be supplied with these by the Supplier. The Supplier must contact the Department of Imports and Exports BBF-3 of BBA to discuss any questions and instructions relating to customs duties.	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，则供应商应当向华晨宝马提供原产地证书。 供应商应就任何与海关关税相关的问题或指示与华晨宝马进出口部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), BBA 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检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），则华晨宝马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 BBA. If the Goods is found to have any defect during the warranty period as provided in the paragraph above, BBA shall be entitled to notify the Supplier in writing, and raise a claim against the Supplier. Any notice of defects by BBA shall suspend the warranty period with regard to the defective Goods delivered. After the defect has been rectified, the warranty period for the affected Goods shall recommence afresh.	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华晨宝马验收之日起的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，华晨宝马有权书面通知供应商并提出索赔。 华晨宝马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。
11.2 With respect to Services, in the event BBA 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，如果华晨宝马发现已获得的服务存在任何瑕疵，华晨宝马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 BBA, 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华晨宝马提出任何索赔后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 BBA according to Clause 11 hereof, BBA 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, BBA 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 BBA'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 BBA. 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, BBA 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 BBA. (c) Request the Supplier to devaluate the Goods/Services according to the degree of the inferiority, extent of damage and amount of losses suffered by BBA. (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 BBA 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 necessary expenses required for the custody and protection of the rejected Goods/Services. (e) Fully or partially terminate the Main Contract.	11.5 如果供应商为瑕疵负有责任且华晨宝马根据本一般条款第11条提出索赔，无论华晨宝马是否已经验收了货物/服务的任何部分，华晨宝马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，华晨宝马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) 要求供应商在华晨宝马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，并承担华晨宝马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，华晨宝马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华晨宝马。 (c) 要求供应商按照质量低劣的程度、损害的程度和华晨宝马所遭受的损失的数额对货物/服务加以折价。 (d) 拒收全部或部分货物/服务，将货物/服务返还供应商。供应商应对华晨宝马拒绝接受货物/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/服务的价值返还华晨宝马，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。
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 BBA are BBA's properties (i.e. whose property rights remain with BBA). Goods or Service deliverables procured by the Supplier from a third party for BBA under the Purchase Contract are BBA's properties (i.e. whose property rights are transferred to BBA) 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 BBA under the Purchase Contract become BBA's	12.1 在采购合同范围内华晨宝马提供给供应商的全部文件、工具或其他材料系华晨宝马财产（即：其所有权一直属于华晨宝马）。供应商为华晨宝马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）即成为华晨宝马财产（所有权转让给华晨宝马）。供应商依据采购合同为华晨宝马制作/制造的货物或服务交付物一经制作/制造完毕即成为华晨

	properties (i.e. whose property rights are transferred to BBA) immediately upon being created/produced. The Supplier is liable for ensuring that the properties owned by BBA will be handled with due care, and that any access to and use of such properties by third parties without BBA's prior authorization will be prevented, any failure of which shall be informed to BBA without any delay. The Supplier shall compensate to BBA's losses (if any) incurred by such unauthorized access and use.		宝马的财产（所有权转让给华晨宝马）。 供应商有义务确保谨慎使用华晨宝马所有的财产，并禁止第三方未经华晨宝马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华晨宝马。供应商应当就该等未经授权的接触和使用对华晨宝马造成的损失（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 BBA. 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 BBA cannot obtain the title to such intellectual property rights under applicable laws, the Supplier shall ensure and be liable for the transfer to BBA of proprietary user rights of such intellectual property rights, free of charge, for BBA'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. BBA shall be entitled to extend, assign, revise, adapt, modify, duplicate or publish such rights without the Supplier's consent. In addition, BBA 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华晨宝马所有，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华晨宝马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华晨宝马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。 华晨宝马有权续延、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，华晨宝马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 the Purchase Contract will waive the right to be thus named for the use by BBA of relevant works in the course of its ordinary business operation. In this regard the Supplier shall fully indemnify BBA for any claims by third parties.	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华晨宝马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华晨宝马造成损失，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 BBA's use of said Goods/Services. The Supplier shall indemnify BBA 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 BBA, 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	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、并可能排除或限制华晨宝马使用该等货物/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华晨宝马及华晨宝马的代理人、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，供应商应对华晨宝马及华晨宝马的代理人、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。

	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 BBA'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 BBA. 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 China Automotive Trading 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 and all entities under Brilliance Group shall be deemed as Affiliates of BBA.		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负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**华晨宝马**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**华晨宝马**或者被**华晨宝马**控制的法人、或者直接或间接与**华晨宝马**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、宝马（中国）投资有限公司、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、华晨集团旗下的所有实体均应被视为**华晨宝马的关联方**。
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, BBA shall have a non-exclusive and non-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 BBA in writing form of the extent to which the Supplier is restricted in its use of said Background Rights.	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，**华晨宝马**对背景知识产权享有非独占的和不可转让的使用权（相关的使用费已在**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内容）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**华晨宝马**。
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 BBA upon	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

request. BBA 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.	务，并且经华晨宝马要求，供应商必须提供相关证明。如果华晨宝马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，则华晨宝马有权利立即解除主合同。
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 BBA 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 BBA 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，供应商承诺按照华晨宝马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，华晨宝马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 BBA 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, BBA shall be entitled to disclose information to affiliated companies of BBA.	14.1 供应商和华晨宝马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，但是华晨宝马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 BBA. BBA 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华晨宝马获得的信息。华晨宝马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 BBA with the prior written consent of BBA.	14.3 供应商如果希望公开其与华晨宝马的业务关系，应事先取得华晨宝马的书面同意。
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 BBA with the following information relating to the total annual scope of Orders placed by and supplied to BBA and with the	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，承包商必须向华晨宝马提供与华晨宝马和华晨宝马的关联公司所下订单和向华晨宝马供应的年度总量有关的下列信息：总能耗、二氧

affiliated companies of BBA: total energy consumption; CO2 emissions; total water consumption; process waste water; metric tons of waste; VOC emissions. In addition, the Supplier shall provide upon BBA'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 BBA 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 BBA 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 BBA with "Safety Data Sheets" for these Goods.	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 BBA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**将毫不迟延地向华晨宝马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，以及华晨宝马要求的声明和确认，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，供应商应向华晨宝马提供该等货物相关的"安全数据表"。
15.3 For BBA 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 BBA itself and to its suppliers. BBA 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: (a) Preservation of human rights (b) Elimination of forced, compulsory, and child labor (c) Positive and negative freedom of association (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 wellfare and animal protection, in particular the 3R principle (Replacement, Re-duction, Refinement) in animal testing (o) Compliance with current laws and regulations.	15.3 "对员工和社会的责任"是**华晨宝马**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**华晨宝马**的**供应商**应同样适用。**华晨宝马**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) 保障人权 (b) 禁止雇佣童工和强迫劳动 (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特征而歧视 (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

In view thereof, Supplier shall take adequate measures in order to prevent corruption offences within its company.	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 BBA that it is entitled to transmit.	15.5 供应商保证，在合同关系的框架内，其将仅向华晨宝马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 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.	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（"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 BBA 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，华晨宝马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	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、

of law or policy, embargo or other events beyond any Party's reasonable control or foreseeability.	禁运或其他超出任何一方可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, BBA shall be entitled to, including, without limitation, the following measures: (a) For any remediable breach by the Supplier, BBA 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 BBA's satisfaction at its own cost within the prescribed time period, or BBA decides not to request the Supplier to remedy its breach, BBA 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 BBA's loss and expense incurred (e.g. legal fees and lawyer expense), the Supplier shall hold BBA harmless from and fully indemnified for any outstanding loss of BBA arising from the aforementioned breach or default. BBA shall not be liable to compensate the Supplier for BBA's exercising of aforementioned unilateral rights.	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，华晨宝马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，华晨宝马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华晨宝马合理满意的自费补救，或者华晨宝马决定不要求供应商补救其违约行为，华晨宝马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，并且要求供应商向华晨宝马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华晨宝马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华晨宝马予以充分赔偿，以使华晨宝马免受任何损害。 华晨宝马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 BBA, the Supplier and third parties in relation to or as a result of the Supplier's execution of the	17.2 就与供应商履行采购合同相关的或由其引起的华晨宝马、供应商和第三方的人身伤害和资产损失所导致的潜在责任，

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 BBA, the Supplier shall purchase insurance policies with the types and premium as required by BBA. The Supplier must furnish evidence of such insurance coverage upon request by BBA. The review or any failure to request evidence of the insurance policies by BBA 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.	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。如果华晨宝马要求，供应商应当按照要求的种类和保额购买保险。如果华晨宝马要求，供应商必须提供已经购买该等保险的证明。华晨宝马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. 合同终止与解除**
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 BBA's target total value as specified in the Main Contract; (c) Other circumstances as set out by laws and regulations.	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 BBA 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.	18.2 华晨宝马有权依据采购合同项下相关条款的约定及相关法律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, BBA 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 BBA 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 BBA 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 BBA 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;	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，华晨宝马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，导致华晨宝马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（特别是华晨宝马雇员）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华晨宝马； (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大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。

(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, BBA shall have the right to claim default penalties and compensation according to Clause 17.1 hereof.		对于本第18.3条（a）项至（c）中约定的情形，**华晨宝马**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, BBA 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 BBA can make use of said Goods/Services. This shall be without prejudice to any claims for penalties or damages by BBA. BBA shall not be liable to compensate the Supplier for BBA's exercising of the termination right.	18.4	如果**供应商**对合同解除负有责任，则**华晨宝马**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**华晨宝马**可以使用的**货物/服务**支付价款。**华晨宝马**主张违约金和损害赔偿的权利不受影响，且**华晨宝马**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 BBA is fully responsible for the grounds of the termination, BBA 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 BBA in accordance with Clause 12 hereof.	18.5	如果合同解除完全是由于**华晨宝马**造成的，**华晨宝马**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**华晨宝马**。
18.6	Unless otherwise agreed and confirmed by BBA in writing, within the term or within six (6) months after the termination of the Purchase Contract, the Supplier shall not render a job offer to any BBA employee who participated or has participated in the performance of the Purchase Contract, otherwise BBA shall have the right to request the Supplier to compensate all its losses resulted therefrom.	18.6	除非**华晨宝马**另行书面同意并确认，在**采购合同**有效期内以及**采购合同**终止后六（6）个月内，**供应商**不得向**华晨宝马**参与**采购合同**履行的前任及现任雇员发出招聘要约，否则**华晨宝马**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	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。

Arbitration Commission for arbitration in Beijing pursuant to its Arbitration Rules as then in force.	
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 BBA. Unless otherwise agreed by BBA 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华晨宝马的事先书面同意。除非华晨宝马另行书面同意，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	BIAN CN MICE Agency 2024-2029
	Company	OMFURT INTERNATIONAL M.I.C.E. SERVICE CO., LTD
	Quotation Date	2024.2.27
	Quotation Version	R0
	Contact	
	Name	LAN
	Surname	ZHANG
	Position	Account Director
	Mobile	13610193330
	Fixed line	
	Email	zhanglan@omf.co

	Business Requestors	Total Price net (Without VAT)	BBA share %	NSO share %	BBA share in real	NSO share in real	Total Price gross (include VAT)	BBA share in gross	NSO share in gross
1	IR	30,195,954.00	[illegible]	[illegible]	Y [illegible]	Y [illegible]	37007713.38	22725476.49	9282236.874
2	[illegible]	13,198,375.47	[illegible]	[illegible]	Y [illegible]	Y [illegible]	13990277.92	10912416.78	3077861.142
3	[illegible]	19,368,098.88	[illegible]	[illegible]	Y [illegible]	Y -	19491384.6	19491384.6	0
4	Marketing	11,169,060.00	[illegible]	[illegible]	Y [illegible]	Y [illegible]	11839200.6	9233578.806	2604624.781
5	[illegible]	18,353,176.83	[illegible]	[illegible]	Y -	Y [illegible]	19154563.56	0	19154563.56
6	Sales	15,291,534.51	[illegible]	[illegible]	Y [illegible]	Y [illegible]	16198426.58	9071118.885	7127307.695
7	[illegible]	9,685,799.03	[illegible]	[illegible]	Y [illegible]	Y [illegible]	10478946.94	8173578.612	2305368.327
8	[illegible]	8,851,002.30	[illegible]	[illegible]	Y [illegible]	Y [illegible]	9382062.439	8443856.195	938206.2439
9	[illegible]	1,057,175.00	[illegible]	[illegible]	Y [illegible]	Y [illegible]	1120605.504	616333.0273	504272.4769
10	[illegible]	3,401,052.50	[illegible]	[illegible]	Y [illegible]	Y [illegible]	3605126.25	2811948.475	793177.775
11	[illegible]	1,071,826.00	[illegible]	[illegible]	Y [illegible]	Y -	1136135.56	1136135.56	0
	Total	130853068.22	[illegible]	[illegible]			138704252.3		

Clustering in T-shirt Sizes (XS: 50pax, S: 200pax, M: 300pax, L: 500pax, XL: 800pax)

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@cct.co

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 29% in net			**¥8,756,827.24**		
VAT (6%) **			**¥1,811,757.36**		
Gross Total			**¥32,007,713.36**		
BBA 71% in gross			**¥22,725,476.49**		
NSC 29% in gross			**¥525,409.63**		

	Total						998,745.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work Item/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	4	5	12,667	253,335	
I A 2	Creative Director	pax/day	1	4	5	12,500	250,000	
I A	Sub-Total Agency Fees (Preparation)						799,935.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	2	600	1,200	会议现场工作人员工作时间
I B 2	Project Manager	pax/day	1	3	5	600	9,000	会议现场工作人员工作时间
I B	Sub-Total Agency Fees (On site)						16,600.00	
I	Total Agency Fees						1108,535.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
A	Site Check/Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Shuttle Bus	unit	2	1	2	11,000	16,000	from HK to hotel, from hotel to venue building location (待确定)
II A	Sub-Total Onsite Event						16,000.00	
B	Site Check/Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II B1	Agency Staff working on site traffic	unit	1	2	1	11,200	22,400	工作人员交通费用
II B	Sub-Total Onsite Event						22,400.00	
II	Total Travel & Accomodation						38,400	

	Materials					Unit price		
III B 1	Venue rental event date(s)	unit	1	1	2	120,000	135,000	会议室租用，500平米左右
III B 2	签到设备\Sign-in device	unit	1	1	1	15,000	15,000	签到桌及设备
III B 3	桌布桌裙\table linens	unit	1	1	1	150	150	Table linen 签到台桌 讲台桌背台宣传标语 2场台 每场2个
III B 4	桌牌\table plate	unit	1	1	1	120	120	200克铜版纸\A5纸张
III B 5	海报展架\A KT board for shooting	unit	1	11	1	120	1320	A1板展示海报 60*180
III B 6	VIP证件卡\table card	unit	1	15	1	110	1100	250克铜版纸 210*297
III B 7	Mic cover麦克风套	unit	1	12	1	150	1800	Mic cover 麦克风套，防尘专用
III B 8	证书\artecard	unit	1	100	1	110	11,000	300克铜版纸A5证书
III B 9	礼品物料回运费\delivery fee	unit	1	1	1	2100	2100	
III B 10	证书代发	unit	1	55	1	150	8,250	250克铜版纸单面A4 210*297
III B 11	文件打印\print fee	unit	1	1	1	150	150	主持人稿、rundown等
III B 12	纪念品\Venue prize	unit	1	50	1	1100	55,000	年会抽奖环节回馈礼品，引流示范主持人
III B 13	奖杯奖品\Victory	unit	1	55	1	1100	55,000	
III B 14	礼品\Souvenir	unit	1	150	1	1100	115,000	
III B 15	模式证书及相框\board certificate and photo frame	unit	1	50	1	1200	110,000	模式证书及相框，颁奖仪式 本地相框 A4纸质证书
III B	Sub-Total Materials						1101,310.00	
III	Total Logistics & Operation						1101,310	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
I C 1	Etiquette personnel	pax/day	1	10	1	1,200	12,000	礼仪人员，签到+颁奖。
I C 2	Tea break	pax	1	250	2	40	24,000	
I C 3	Wine and drink	pax	1	250	1	200	47,500	
I C 4	Event dining		1	250	1	200	53,000	酒席10人/桌
I C 5	Hotel	pax/day	1	250	3	900	675,000	五星级酒店大床房单早
IT A	Subtotal						1760,500.00	
IT	Total Hospitality						1760,500.00	

	Total						1693,410.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	5	12,500	137,500	
I A 2	Creative Director	pax/day	1	1	5	12,500	137,500	
I A	Sub-Total Agency Fees (Preparation)						175,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	2	5,500	11,000	会议现场工作人员工作时间
I B 2	Project Manager	pax/day	1	1	3	5,500	15,500	会议现场工作人员工作时间
I B	Sub-Total Agency Fees (On site)						26,600.00	
I	Total Agency Fees						201,600.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
A	Site Check/Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Shuttle bus	unit	2	1	2	1,500	6,000	fees (C to hotel, from hotel to team building location 往返酒店费)
II A	Sub-Total Onsite Event						6,000.00	
B	Site Check/Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II B1	Agency Staff working on site traffic	unit	1	2	1	6,000	12,000	工作人员交通费用
II B	Sub-Total Onsite Event						12,000.00	
II	Total Travel & Accomodation						18,000	

III A	Sub-Total Logistics							
	Materials					Unit price		
III B 1	Venue rental event date(s)	unit	1	1	2	120,000	240,000	会议场地费，600平左右
III B 2	签到装置\Sign-in device	unit	1	1	1	15,000	15,000	引导签到装饰
III B 3	桌花摆设\table flowers	unit	1	1	1	1350	1350	Table flower 婚礼标准 桌台花摆台宴场标准 [illegible]场会 桌[illegible]个
III B 4	车头牌\ vehicle plate	unit	1	1	1	120	480	300克铜版纸UV处理
III B 5	欢迎手写板 \ EE board for showing	unit	1	11	1	120	1320	灯板纸面板 60*90CM
III B 6	A4三折桌卡\table card	unit	1	11	1	110	1110	350克铜版纸 210*297 CM
III B 7	Mic cover麦克风套	unit	1	12	1	150	1800	Mic cover 麦克风套，印刷支持会
III B 8	手卡\notecard	unit	1	100	1	100	10,000	300克铜版纸对折手卡
III B 9	图书馆图书借阅证费用\Library fee	unit	1	1	1	1100	1100	
III B 10	证书内页	unit	1	53	1	150	7,950	250克铜版纸单面UV 210*297CM
III B 11	证件打印\print fee	unit	1	1	1	150	150	证件人员，pc 1.m号
III B 12	颁奖道具\Prizes props	unit	1	50	1	1300	15,000	每台表演者出场道具费用，以及舞台主题
III B 13	抽奖奖品\Lottery	unit	1	50	1	1100	15,000	
III B 14	礼下风\Souvenir	unit	1	150	1	1100	115,000	
III B 15	获奖证书及相框\Award certificate and photo frame	unit	1	50	1	1200	110,000	获奖证书及相框，获奖奖杯，本项相框 A4纸质证书
III B	Sub-Total Materials						495,310.00	
III	Total Logistics & Operation						495,310	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
I C 1	Exhibitors personnel	pax/day	1	10	1	91,200	912,000	展台人员，签到+展会.
I C 2	tea break	pax	1	250	2	48	24,000	
I C 3	Tea and drink	pax	1	250	1	30	37,500	
I C 4	Event Dining	pax	1	250	1	200	150,000	四桌10人/桌
I C 5	Hotel			250	2	850	1425,000	酒店五星级酒店大床含早餐
IV A	Subtotal						6518,500.00	
IV	Total Hospitality						6518,500.00	

	Total						¥285,000.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
A1	Account Director	¥/day	1	2	3	12,500	¥15,000	
A2	Creative Director	¥/day	1	2	3	12,500	¥15,000	
A	Subtotal						¥30,000.00	
	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
B1	Accomodation 住宿	¥/day	1	(6)	3	850	¥255,000	International 5 star hotel in Munich, king size room for single use, include breakfast & tax. 慕尼黑五星酒店，单人大床房，含早餐，含税。
B	Subtotal						¥255,000.00	

	Total						¥285,000.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
A1	Account Director	pax/day	1	2	3	¥2,500	¥15,000	
A2	Creative Director	pax/day	1	2	3	¥2,500	¥15,000	
A	Subtotal						¥30,000.00	
	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
B1	Accomodation 住宿	pax	1	100	3	850	¥255,000	International 5 star hotel in Munich, king-size room for single use, Include breakfast & tax. 国内五星酒店，单人大床房，含早餐，含税。
B	Subtotal						¥255,000.00	

	Total						¥260,530.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Task load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	2	3	12,500	115,000	
I A 2	Creative Director	pax/day	1	2	2	12,500	110,000	
I A	Sub-Total Agency Fees (Preparation)						¥225,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	2	1500	11,500	会议现场工作人员工作时间
I B 2	Project Manager	pax/day	1	3	3	1500	15,500	会议现场工作人员工作时间
I B	Sub-Total Agency Fees (On site)						¥6,000.00	
I	Total Agency Fees						¥231,000.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
A	Site Check\Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Shuttle bus	unit	2	1	2	11,000	46,000	from IC to hotel, from hotel to venue building location (上海各酒店)
II A2	Agency Staff working on site traffic	unit	3	1	2	11,000	16,000	工作人员交通费用
II A	Sub-Total Onsite Event						¥12,000.00	
B	Transportation							Transportation, hotel and air ticket, all related expense, provide list of participants
II B1	Pick up & Pick up (机场接送)	unit	8	1	2	1500	18,000	每车接送单程
II B2	Center as shuttle for all day	unit	2	1	2	11,500	46,000	全天班车用车
II B3	Center Pick up and see off (每天的早晚接送)	unit	2	1	4	11,000	18,000	
II B4	First bus as shuttle for all day(大巴车 全天租车)	unit	1	1	1	12,000	12,000	
II B	Sub-Total Onsite Event						¥94,000.00	
II	Total Travel & Accomodation						¥106,000	

III A	Sub-Total Logistics							
	Materials					Unit price		
III A 1	客房鲜花\table flowers	unit	1	1	1	1350	1350	Table flower 台面鲜花(白/白)
III A 2	伴手礼\Souvenir	unit	1	30	1	1200	32,000	观体信手礼，标准，300元/人/份
III A 3	保险\Insurance	unit	1	30	1	120	1600	个人旅游意外保险
III B	Sub-Total Materials						¥9,950.00	
III	Total Logistics & Operation						¥9,950	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
I B 1	Etiquette personnel	pax/day	1	2	4	11,200	19,600	礼仪人员
I B 2	tea break	pax	2	30	1	15	12,850	
I B 3	Wine and drink	pax	1	30	1	50	11,500	
I B 4	Buffet lunch	pax	2	60	1	150	418,000	
I B 5	Buffet dinner	pax	2	60	1	200	124,000	
I B 6	Event dining	pax	2	50	1	200	112,000	约桌10人/桌
I B 7	Hotel	pax	1	60	2	800	192,000	当地五星级酒店大床含早
I B 8	Media workshop meeting room	unit	1	1	1	5000	410,000	
I B 9	Parking room	unit	1	1	3	300	19,000	
IV B	Subtotal						¥1182,980.00	
IV	Total Hospitality						¥1182,980.00	

	Total						11,567,350.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	5	12,500	62,500	
I A 2	Creative Director	pax/day	1	1	5	12,500	62,500	
I A	Sub-Total Agency Fees (Preparation)						125,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	2	1,500	3,000	在活动现场工作人员工作时间
I B 2	Project Manager	pax/day	1	1	3	1,500	4,500	在活动现场工作人员工作时间
I B	Sub-Total Agency Fees (On site)						16,500.00	
I	Total Agency Fees						141,500.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
II	Site Check/Quality Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Shuttle bus	unit	2	1	2	11,500	46,000	From HK to hotel, from hotel to team building location (往返 4天)
II A2	Agency Staff working on site trailer	unit	3	1	7	11,000	55,000	工作人员交通费用
II A	Sub-Total Quality Event						112,000.00	
II	Transportation							Transportation, hotel and air ticket, all related expense, provide list of participants
II B1	Self-use Pick up car 接机	unit	1	1	2	7,500	15,000	专车接送机
II B2	Coaster as shuttle for all day	unit	2	1	2	11,500	46,000	上天班车用车
II B3	Coaster Pick up and drop off 每日接送 往返	unit	2	1	2	11,000	44,000	
II B4	Minibus as shuttle for all day人员班车 全天包车	unit	1	1	2	11,000	22,000	
II B	Sub-Total Quality Event						174,000.00	
II	Total Travel & Accomodation						336,000	

III A	Sub-Total Logistics							
	Materials					Unit price		
III A 1	竖日桌花(含花瓶) Flower	unit	7	1	1	1350	9,450	Table flower 所有宴席桌花(瓶/台)
III A 2	背景墙 Scenario	unit	1	350	1	1700	595,000	背景墙平方,- 目前+ 300元/人/日
III A 3	手袋 Handbag	unit	7	150	1	120	126,000	个人物品袋与礼品
III A	Sub-Total Materials						1128,450.00	
III	Total Logistics & Operation						1128,450	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Tripmate petitotel	per/day	11	6	1	11,200	147,200	王长人民
IV A 2	Tea break	per	2	350	1	45	113,400	
IV A 3	Rice and drink	per	1	350	1	50	117,500	
IV A 4	Buffet lunch	per	2	350	1	150	105,000	
IV A 5	Better dinner	per	2	350	1	200	140,000	
IV A 6	Great dinner	per	2	350	1	200	140,000	每桌10人/桌
IV A 7	Hotel	per	7	160	1	650	1260,000	五星级酒店5人间五晚早
IV A 8	Media workshop meeting room	unit		1	2	500	170,000	
IV A 9	Briefing room	unit			2	350	147,000	
IV B	Subtotal						11,196,300.00	
IV	Total Hospitality						11,196,300.00	

2.1) Sales summary

Basic Information and cost overview	
Project	BMW CH MICE Agency 2024-2028
Company	COSTAST INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.1
Quotation Version	D1
Contact	
Name	LAY
Surname	ZHOU
Position	Account Director
Mobile	13910[illegible]
Fixed line	
Email	zhoulay3@[illegible].com

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: 50pax, S: 200pax, M: 300pax, L:	Total Person in 5years	price per Person in 5 years
XS1	Project ZB [illegible]	177,140.00	20	¥3,542,800.00	50	XS	1000	¥3,542.80
XS2	Project 3 [illegible]	1,411,800.00	2	¥2,823,600.00	50	XS	100	¥28,236.00
M1	Project [illegible]	1,366,395.08	5	¥6,831,975.40	400	M	2000	¥3,415.99
	[illegible]							
	[illegible]							
	[illegible]							
	Total Net			¥13,198,375.40				
	BGA 78% in net			¥10,294,732.81				
	NSC 22% in net			¥2,903,642.59				
	VAT (6%)**			¥791,902.62				
	Gross Total			¥13,990,277.92				
	BGA 78% in net			¥10,912,416.78				
	NSC 22% in net			¥3,077,861.14				

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

** Please note that 3rd party invoices are paid net by BMW since [illegible]

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 (Preparation)	Unit	Number of time	Quantity /Time	Unit price	Sum	Description
I A 1	Account Director	pax/day	3	1	¥2,000.0	¥6,000.00	
I A 2	Creative Director	pax/day	3	1	¥2,000.0	¥6,000.00	
I A 3	DTP / 2 D / 3 D Designer	pax/day	3	1	¥1,500.0	¥4,500.00	3D
I A 4	DTP / 2 D / 4 D Designer	pax/day	2	1	¥1,500.0	¥3,000.00	设计延展物
I A 5	DTP / 2 D / 5 D Designer	pax/day	2	1	¥2,000.0	¥4,000.00	RSVP版面设计及长图文设计
I A	Sub-Total Agency Fees (Preperation)					¥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	¥3,500.0	¥3,500.00	1人，14小时工作时间
I B 2	摄像 花絮摄影，含设备	day/person	1	1	¥3,500.0	¥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	¥30,000.0	¥30,000.00	代付嘉宾费用（2万），往返机票，1晚住宿
I B	Sub-Total Photo & Agency Fees (On site)					¥37,000.00	
I AB	Total A&B					¥60,500.00	
No. A	Travel & Accomodation	Unit	Number of time	Quantity/Time	Unit price	Sum	Description
II A 1	Agency Staff working on site traffic	unit	1	1	¥2,000.0	¥2,000.00	
II A 2	Account Director	unit	2	4	¥600.0	¥4,800.00	会务工作人员
II A 3	Account Director	unit	2	1	¥2,000.0	¥4,000.00	往返交通预估价，实报实销
II A 4	Account Director	unit	1	4	¥1,000.0	¥4,000.00	住宿+餐费+交通
II A 5	Shuttle bus	unit	1	1	¥2,000.0	¥2,000.00	全员大巴车往返
II A 6	Shuttle bus for pickup	unit	25	2	¥500.0	¥25,000.00	预估价，别克GL8，单趟
II A	Sub-Total Travel & Accomodation					¥41,800.00	
No. B	Hospitality						
II B 1	meeting 会议室	pax	1	1	¥20,000.0	¥20,000.00	100-200平米会议厅
II B 2	Lunch 自助午餐	pax	50	1	¥188.0	¥9,400.00	
II B 3	Tea break 茶歇	pax	30	2	¥68.0	¥4,080.00	
II B 4	Dinner 餐费+酒水	pax	50	1	¥500.0	¥25,000.00	每人500RMB，含每桌3瓶奔赴红酒，1瓶可乐，1瓶雪碧，一瓶极什
II B 5	Dinner场租	pax	1	1	¥2,000.0	¥2,000.00	晚宴场地租赁费用
II B	Sub-Total Hospitality					¥60,480.00	
II AB	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	¥1,000.0	¥1,000.00	如投影不好，则使用大电视，此处
III A 4	桌卡	unit	2	50	¥10.0	¥1,000.00	250G铜版纸
III A 5	指示牌	unit	1	2	¥900.0	¥1,800.00	预估价，木刻指示牌2个
III A 6	胸卡&手环	unit	1	50	¥30.0	¥1,500.00	
III A 7	餐券	unit	1	50	¥5.0	¥250.00	
III A 8	主持人手卡	unit	1	50	¥10.0	¥500.00	预估价，铜版纸彩色打印
III A 9	讲台贴KT板	unit	1	1	¥50.0	¥50.00	
III A 10	接机牌	unit	1	2	¥80.0	¥160.00	
III A 11	Mic cover	unit	1	4	¥50.0	¥200.00	麦克风套
III A 12	签到&讲台鲜花	unit	1	2	¥450.0	¥900.00	
III A 13	RSVP	unit	1	1	¥4,000.0	¥4,000.00	
III A 14	Material Transportation	unit	1	1	¥3,000.0	¥3,000.00	预估价，物料运输
III	Subtotal Setup/ Construction					¥14,360.00	
III	Total					¥14,360.00	
No. C	音响系统					Sum	Details / Comments
						¥0.00	
IV B	Subtotal AV					¥0.00	
IVABC	Total AV					¥0.00	

美国，9月，往返共7天，4天美国全日行程，详见sheet 5，共24名员工，管理层，9名美国当地同事，
机票部分个人承担，agency需要全程协助visa办理，机票预定，以及除机票之外其他部分。

	Total						¥1,411,600.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	7	15,000.00	105,000	日期方案准备及沟通
I A 2	Creative Director	pax/day	1	1	7	15,000.00	105,000	程序执行流程及沟通准备
I A 3	DTP / 2 D / 3 D Designer	pax/day	1	1	1	19,000.00	13,000	
I A	Sub-Total Agency Fees (Preparation)						¥78,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	2	5	11,500	115,000.00	
I B 2	Project Manager	pax/day	1	2	5	11,500	115,000.00	
I B	Sub-Total Agency Fees (On site)						¥36,000.00	
I	Total Agency Fees						¥114,000.00	

	Travel & Accomodation							
No	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Crew flights for event (Economy class) I	Round trip	1	1	1	12,000	112,000.00	美国往返机票
II A2	Crew flights for event (Economy class) II	Round trip	1	1	1	12,000	112,000.00	美国往返机票
II A3	Agency Staff Accomodation I	Pax/Night	1	6	1	11,000	16,000.00	活动期间 6日住宿
II A4	Agency Staff Accomodation II	Pax/Night	1	6	1	11,000	16,000.00	活动期间 6日住宿
II A5	Agency Staff working on site traffic	unit	1	1	1	1400	1400.00	
II A	Sub-Total Onsite Event						¥36,400.00	
II	Total Travel & Accomodation						¥36,400	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
	Logistics							
III A 1	Visa handling fee	person	1	21	1	12,500.00	400,000.00	包含每人签证费、可能发生的差旅差旅费，差旅包括
III A 2	Translator	Person	4	2	1	18,000.00	111,000.00	中英同传，需要同传间+45套接收设备以及2名汽车销售领域专业同传译员
III A 3	Tour guide	person	4	2	1	13,000.00	121,000.00	美国当地导游
III A 4	Shuttle	unit	45	1	1	1500.00	138,400.00	最其往返机场各小车
III A 5	Shuttle bus 50 seats in US	unit	4	1	1	18,000	172,000.00	6天大巴车
III A	Sub-Total Logistics						¥339,400.00	
	Materials							
III B 1	展会用手等的礼包	package	1	40	1	1150	46,000.00	饭卡+挂绳、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	海报设计	unit	1	1	1	11,500	11,500.00	
III B 4	邀请函EDM + 活动总结EDM	unit	1	1	1	18,000	18,000.00	中英文撰写+设计
III B 5	RSVP	Person	1	1	1	18,000	18,000.00	非常重要，需要协助所有海外部各户办理签证、机票、酒店。
III B	Sub-Total Materials						¥28,500.00	
III	Total Logistics & Operation						¥366,900	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
IV A 1	Workshop Venue rental	pax	1	1	1	130,000	130,000.00	50人会议室租赁，1天
IV A 2	Workshop Venue rental	pax	1	1	1	120,000	120,000.00	高尔夫草坪或其他开放场地租赁，40人高尔夫等活动，4天
IV A 3	Tea Break US	pax	4	50	1	1150	230,000.00	
IV A 4	Lunch In US	pax	6	50	1	1400	1120,000.00	[illegible]
IV A 5	Dinner In US	pax	5	50	1	11,000	1250,000.00	[illegible]正式晚餐，标准1000/桌上限，含酒水
IV A 6	正式晚餐，标准高尔夫球	pax	2	1	1	19,000	118,000.00	场地，桌椅，餐具，酒水，鲜花，简单的设备等其他费用
IV A 7	Dinner venue	pax	5	1	1	11,000	120,000.00	晚宴场地租赁
IV A 8	Dinner 小费	pax	5	50	1	1150	1[illegible],500.00	晚宴小费
IV A	Subtotal						1[illegible],500.00	
IV	Total Hospitality						¥[illegible],500.00	

VI	AV							
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
VI 1	麦克风IFI，无电转换器	unit	1	40	1	1600	¥24,000.00	
VI A	Subtotal AV						¥24,000.00	
VI	Total AV						¥24,000	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time			Sum	
	Photo &Video crew							
VII 1	Photo crew and Video crew	day/person	2	4	1	118,000	¥111,000.00	摄像+1，含设备，4天活动全程跟拍
VII 2	视频剪辑	unit	1	1	1	112,000	¥12,000.00	每个活动重点发在全程视频剪辑，中文字幕配音的同传人员+剪辑
VII 3	总结视频	unit	1	1	1	19,000	¥9,000.00	最终活动1分钟总结视频剪辑
VII A	Subtotal Photo &Video crew						¥165,000.00	
VII	Total Photo & Video						¥165,000.00	

一线城市 2场会议，人数人数约为EC 220人，大客户180人，共3天，第一天彩排，第二天会议，第三天彩排，第四天会议，长城自用，报价不含							91,368,395.68	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	per/day	2	1	4	12,375	176,625	
I A 2	Creative Director	per/day	1	1	5	12,400	155,000	
I A 3	DIP / 2 D / 3 D Designer	per/day	1	2	3	12,400	114,400	
I A	**Sub-Total Agency Fees (Preparation)**						**1186,425.00**	
	Agency Fees (On site)						**31,191,370.00**	
I B 1	Account Director	per/day	1	1	7	1600	11,200.00	
I B 2	Account Manager	per/day	1	1	7	1600	11,200.00	
I B 3	Project Manager	per/day	1	3	7	1600	112,000.00	
I B 4	人员管理人员	per/day	1	1	2	1400	11,200.00	协助现场人员，负责后勤管理15日-17日
I B 5	技术执行人员	per/day	1	4	3	1400	17,200.00	技术执行人员，技术1-3人（视情况人-大约3人）15日-17日3天，进场人一直到17日-19日3天（含周）
I B 6	设计	per/day	1	2	1	1,500	170,000.00	2D/3D场景设计师，8月工作，设计稿，色彩设计，含方案
I B 7	场景搭建专员	per/day	1	1	1	150,000	170,000.00	2个人员，2万每人场景搭建，另外每人需要根据在现场，1周完成
I B 8	现场美化师	per/day	1	1	1	150,000	170,000.00	两位人会的所有的美化工作，包括绿植摆放，ag-ency需要根据现场进行美化
I B 9	会场动线设计师设计	per/day	1	1	1	12,000	12,000.00	动线设计师
I B 10	活动总结报告	per/day	1	1	1	15,000	15,000.00	报告内容撰写及排版
I B 11	化妆师	per/day	1	2	2	1000	12,000.00	化妆师，2个半天工作
I B	**Sub-Total Agency Fees (On site)**						**1203,000.00**	
I	**Total Agency Fees**						**1386,425.00**	

	Travel & Accomodation							
No.	**Item**	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Details / Comments**
	Site Check&Onsite Event							**Transportation, hotel and air ticket, all related expense, provide list of participants**
II A1	Crew flights for event (Economy class) I	unit	1	5	1	12,000	110,000.00	经济舱，北京-一线城市，5人工作人员
II A2	Crew flights for event (Economy class) II	unit	1	2	4	12,500	11,400.00	经济舱，提前预订2人，（2日-4） 北京-一线城市往返
II A3	Crew flights for event (Economy class) III	unit	1	2	1	12,000	11,000.00	经济舱，预约提前预订2人，（2日提前） 北京-一线城市往返
II A4	Agency Staff Accomodation I	Per Night	1	3	6	1500	17,000.00	共6晚
II A5	Agency Staff Accomodation II	Per Night	1	1	8	1750	15,000.00	提前2人住商务快捷酒店，预约提前2人共2间房，共8晚住
II A6	Agency Staff working on site traffic	unit	1	3	6	1500	13,000.00	
II A	**Sub-Total Onsite Event**						**137,000.00**	
II	**Total Travel & Accomodation**						**137,000**	

	Logistics & Operations							
No.	**Item**	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Details / Comments**
	Logistics							
III A 4	Shuttle bus for 接送机	unit	1	80	1	1500	110,000.00	7人 或 考虑性
III A 5	会议礼仪	unit	1	2	4	11,000	14,000.00	2人3天10小时，含住宿，含交通费及餐费
III A 6	晚宴节目	unit	1	1	3	15,000	115,000.00	晚宴节目节目，2场晚宴，含住宿和含往返交通及含交通，5人均住至8人，每场费用预算500
III A 7	晚宴现场表演	unit	1	1	2	17,000	114,000.00	宴会现场表演5-6节曲目，不含彩排，晚宴入场-晚宴结束
III A	**Sub-Total Logistics**						**177,000.00**	
	Materials					**Unit price**		
III B 1	Flower	unit	1	2	1	1150	1500.00	签到台桌花*2（因进入位+签到）
III B 2	Flower	unit	1	5	2	1120	11,600.00	红毯桌花2场舞台5个
III B 3	Flower	unit	1	1	2	1120	1500.00	晚宴主桌桌花2场舞台一个
III B 4	Flower	unit	1	1	1	1180	1180.00	VIP桌区域迎宾桌
III B 5	Vic cover	unit	1	6	1	150	1000.00	Vic cover 桌裙覆盖
III B 6	RSVP	Person	1	2	1	11,000	16,600.00	参会信息收集，报送机构信息，录入信息图纸
III B 7	Carpet	unit	1	1	1	15,000	15,000.00	舞台黑色地毯（舞台14*5+舞台侧边+侧台1*2个=115平）+签到区域（350*2块=210平），舞台宽马行道
III B 8	板子	unit	1	400	1	115	114,000.00	定制板卡（中英文姓名，国籍，职名）+不同颜色胸卡绳+胸卡纸印刷1000，二手卡200-大客户180
III B 9	会议报到室纸红卡	unit	1	400	2	55	14,000.00	纸质报名卡彩印双面+三折桌卡210-A5三折111
III B 10	参会证	unit	1	400	1	11	1400.00	纸质证书彩色打印证书
III B 11	主持人手卡	unit	1	100	2	55	11,000.00	纸质证书彩色打印，会议-晚宴，大客户二手卡各100张
III B 12	展位牌	unit	1	6	1	150	1150.00	冷裱板（双面胶+金属支撑杆）
III B 13	桌头牌	unit	1	20	1	120	1500.00	亚克力牌板
III B 14	纸质时间日程	unit	1	3	1	110	130.00	纸质纸张打印
III B 15	酒店手提袋	unit	1	22	1	115	1550.00	纸质袋子，11月底前每月2个
III B 16	笔记	unit	1	50	1	1250	111,500.00	印有宣传品
III B 17	笔记	unit	1	150	1	155	14,250.00	二手卡150-大客户41，手机壳-礼物袋涂鸦页
III B 18	特别邀请函	unit	1	40	1	15	1200.00	特别邀请函
III B 19	会议白板	unit	1	10	1	1100	11,000.00	会前准备5个，晚宴当天10个
III B 20	晚宴时间桌签卡	unit	1	20	1	111	1250.00	金属桌牌桌签卡
III B 21	晚宴桌面装饰	unit	1	400	1	11	11,200.00	黑色桌布桌裙+桌布
III B 22	水口茶点	unit	1	2	1	1350	1700.00	茶点的准备 [illegible]，写真布
III B 23	笔记package文件袋	unit	1	400	1	12	1500.00	酒店袋的15
III B 24	日用品	per/day	1	1	1	1500	1500.00	两个+2-巴黎水1箱+纸巾盒1箱+铅笔盒1箱+铅笔+橡皮+记号笔
III B 25	快递费	unit	1	1	1	11,000	11,000.00	会议现场物料快递费-邮寄礼品礼品-回运
III B 26	会场主题氛围搭建布置	Unit	1	1	1	110,000	110,000.00	特别搭建，长城主题，根据当日的布置搭建，仿真[illegible]搭建
III B 27	日落仪式装置	Unit	1	1	1	110,000	110,000.00	会议重要环节，模拟仪式所需的日落装置制作
III B 28	抽奖礼品	Unit	1	50	1	1200	110,000.00	价值200元
III B	**Sub-Total Materials**						**196,742.00**	
III	**Total Logistics & Operation**						**1173,740**	

IV	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Venue rental event date(s)	EA	1	1	1	¥60,000	¥210,000.00	主会场 200人
IV A 2	Venue rental event date(s)	EA	1	1	2	¥20,000	¥40,000.00	分会场 100人
IV A 3	Venue rental event date(s)	EA	1	1	2	¥3,000	¥6,000.00	小会议室20人
IV A 5	Tea Break	EA	2	200	2	¥28	¥22,400.00	1天会议2场，[illegible]，16日上下午各200，17日下午200，18日上下午各200
IV A 6	Lunch	EA	1	400	1	¥189	¥75,600.00	
IV A 7	Lunch	EA	1	35	1	¥98	¥3,430.00	17日西式自助餐[illegible]
IV A 8	Dinner[illegible]	EA	3	1	1	¥0	¥0.00	
IV A 9	Dinner	EA	1	400	1	¥400	¥160,000.00	[illegible]
	Subtotal						¥555,030.00	
IV	Total Hospitality						¥575,030.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	背景板	unit	4	4	1	¥4,000	¥16,000.00	[illegible]
V A 2	Direction Board指示牌	unit	1	2	1	¥900	¥1,800.00	[illegible]
V A 3	合影架子	unit	1	1	2	¥3,500	¥7,000.00	200人合影
V A 4	签到指示牌	unit	1	10	1	¥150	¥1,500.00	[illegible]
V A 5	[illegible]	unit	1	2	1	¥2,500	¥5,000.00	工人10-15人
V A	Subtotal Setup/ Construction						¥39,900.00	
V	Total Setup / Construction						¥39,900	

VI	AV							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VI 1	AV	unit	1	1	4	¥15,000	¥60,000.00	[illegible]
VI 2	同传设备	unit	1	1	2	¥8,000	¥16,000.00	[illegible]
VI 3	投影仪	unit	1	2	4	¥600	¥4,800.00	[illegible]
VI 4	电脑	unit	1	1	4	¥2,000	¥8,000.00	[illegible]
VI 5	音响	unit	1	1	4	¥4,000	¥16,000.00	[illegible]
VI 6	灯光	unit	1	1	4	¥6,000	¥24,000.00	[illegible]
VI A	Subtotal AV						¥128,800.00	
VI	Total AV						¥128,800	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	
	Photo &Video crew							
VII 1	Photo crew	day/person	1	1	2	¥2,800	¥5,600.00	photo, based on standard requirements, including equipment [illegible]
VII 2	Video	day/person	1	4	2	¥3,500	¥28,000.00	[illegible]
VII 4	会议全程视频分段剪辑	unit	2		1	¥4,000	¥8,000.00	[illegible]
VII 5	会议总结视频剪辑	unit	1		1	¥5,000	¥5,000.00	1分钟总结
VII A	Subtotal Photo &Video crew						¥45,600.00	
VII	Total Photo & Video						¥45,600.00	

Basic information and cost overview	
Project	[illegible]
Company	[illegible] INTERNATIONAL [illegible] SERVICE CO., LTD.
Quotation Date	[illegible]
Quotation Version	[illegible]
Contact	
Name	[illegible]
Surname	[illegible]
Position	[illegible]
Mobile	[illegible]
Fixed line	
Email	[illegible]

Clustering in T-shirt Sizes (S: 50pax, M: 200pax, L: [illegible]	Each project name	Quote Price	Quantities for 5 years	Total Price	Number of participants(maximum)	Clustering in T-shirt Sizes (S: 50pax, M: 200pax, L: [illegible]	Total Person in 5 years	price per Person in 5 [illegible]
[illegible]	Project 1 Expert Facilitation Meeting Small	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 1 Expert Facilitation Meeting Medium	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 2 Virtual Facilitation Interview or Video Meeting	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 3 [illegible] Basic Training and Consultation Small Studio	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 4 Management Training [illegible] Medium Scale	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 5 Annual Training and Coach Meeting Small	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 5 Annual Training and Coach Meeting Medium	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 5 Annual Training and Coach Meeting Large	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Project 6 MINE Specific Focus Training	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Total Net			**¥18,388,038.68**				
	BBA 100% in net			**¥18,388,099.08**				
	VAT (8%)			**¥1,103,285.92**				
	Gross Total			**¥19,491,384.60**				
	BBA 100% in gross			**¥19,491,384.60**				

Project Name / City / Number of participants: Expert Committee meeting/Guangzhou as example/(30 participants)

	Total Net Price						9149,650.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work Load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	per/day	1	1	1	12,200.00	12,200	自拟与活
I A 2	Creative Director	per/day	1	2	1	12,200.00	11,400	自拟与活
I A 3	SIP / 2 D / 3 D Designer	per/day	1	2	1	12,000.00	11,400	
I A	**Sub-Total Agency Fees (Preparation)**						**11,000.00**	
	Agency Fees (On site)							
I B 1	Account Manager	per/day	1	1	1	1500.00	1500.00	
I B 2	Project Manager	per/day	1	2	1	1500.00	11,500.00	
I B	**Sub-Total Agency Fees (On site)**						**11,800.00**	
I	**Total Agency Fees**						**112,800.00**	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Site Check/Onsite Event:							**Transportation, hotel and air ticket, all related expense, provide It**
II A1	Dealer Crew Flights for event (Economy class) I	Round trip	1	15	2	11,000.00	120,000.00	参加会议的经销商
II A2	Crew flights for event (Economy class) II	Round trip	1	2	1	11,000.00	11,000.00	
II A3	Dealer Accomodation I	Per Night	1	15	2	1700.00	11,500.00	参加会议的经销商
II A4	Agency Staff Accomodation II	per Night	1	2	1	1000.00	11,200.00	
II A5	Agency Staff working on site traffic	unit	1	1	1	800.00	1800.00	
II A	**Sub-Total Onsite Event**						**158,000.00**	
II	**Total Travel & Accomodation**						**158,000**	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Logistics							
III A 1	Shuttle bus for dealer arrival and leave	unit	2	12	2	11,200.00	157,600.00	所有人的班巴士
III A	**Sub-Total Logistics**						**157,600.00**	
	Materials							
III B 1	Flower	unit	1	1	1	1150	1150.00	Table Flower 桌摆鲜花一台，石色宝马标准
III B 2	Mic cover	unit	1	1	1	150	150.00	Mic cover 麦克风套
III B 3	Office supply	package	1	1	1	1150	1150.00	其他 Agenda
III B 4	Material Transportation	unit	1	1	1	12,000	12,000.00	物料运输，以实际产生为准
III B 5	MVP	Person	1	1	1	11,000	11,000.00	重要信息收集，提高团队认、团队人员信息确认
III B	**Sub-Total Materials**						**16,000.00**	
III	**Total Logistics & Operation**						**164,[illegible]**	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
IV A 2	Tea Break	per	2	20	1	950.00	12,200.00	
IV A 3	Lunch	per	1	20	1	1180.00	11,760.00	Buffet lunch
IV A 4	Dinner	per	1	20	1	1250.00	15,000.00	Round Table Dinner 10人/桌，含酒水，酒水非无限供应。
IV A	**Subtotal**						**11,960.00**	
IV	**Total Hospitality**						**11,[illegible]**	

VI	AV							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
VI A	Subtotal AV						10.00	
VI	Total AV						10	
	Photo & Video							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	
	Photo &Video crew							
VII 1	Photo crew	day/per	1	1	1	13,500.00	13,500.00	V photo, based on standard requirements, including equipment 云摄影，含设备，时间工作时间
VII A	Subtotal Photo &Video crew						13,500.00	
VII	Total Photo & Video						13,500.00	

Project Name / City / Sector (1 participant: Expert Committee meeting/Conference as example/(5) participants)

	Total						111,250.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Unit Cost/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Creative)							
I A 1	Account Director	pax/day	1	1	3	12,250.00	35,000	工作人员工作时间社区工作日，包含350
I A 2	Creative Director	pax/day	1	1	3	12,250.00	35,000	
I A 3	UXP / 2 D / 3 D Designer	pax/day	1	1	3	12,250.00	35,000	
I A	Sub-Total Agency Fees (Creative)						112,500.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	3	1000	11,500.00	
I B 2	Project Manager	pax/day	1	2	3	1000	13,500.00	
I B	Sub-Total Agency Fees (On site)						25,000.00	
I	**Total Agency Fees**						137,500.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Site Checkin/Site Travel							Transportation, hotel and air tickets, all related expenses, provide
II A1	Cross flights for event (Germany client)	Round trip	1	1	1	12,000	12,000.00	
II A3	Agency Staff Accomodation	Pax/Night	1	1	3	1000	11,500.00	
II A5	Agency Staff working on site traffic	taxis	1	1	3	1500	1500.00	
II A6	The inter-city traffic	taxis	1	60	1	41,500	103,000.00	城际交通费用
II A7	The traffic in the city	taxis	1	60	3	6,250	115,000.00	城内交通
II A	Sub-Total Onsite Travel						131,700.00	
II	**Total Travel & Accomodation**						131,700	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Logistics							
III A 1	Shuttle bus for arrival and leave	unit	1	2	3	11,500	11,500.00	Sattle Bus service, 40+ seats 40座以上大巴往返机场专用车
III A 2	Express delivery	unit	1	25	1	150	11,250.00	快递
III A	Sub-Total Logistics						110,250.00	
	Materials							
III B 1	Flyer	unit	1	1	1	1150	1150.00	Table flyer 每桌放利宜一份，符合宴马标准
III B 2	Mic cover	unit	1	5	1	150	1250.00	Mic cover 麦克风套
III B 3	Office supply	package	1	2	1	1150	1300.00	文具/Agenda
III B 4	Material Transportation	unit	1	1	1	12,000	12,000.00	物料运输，以实际产生为准
III B 5	PSIP	Person	1	31	1	100	13,400.00	事前信息收集，快递机场接送，酒店入住信息确认
III B	Sub-Total Materials						29,400.00	
III	**Total Logistics & Operations**						139,650	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
IV A 1	Venue rental event date(s)	pax	1	1	1	130,000	130,000.00	会议日天全天使用，面积200平
IV A 2	Venue rental 120平	pax	1	2	1	58,000	116,000.00	
IV A 2	Venue rental 100平	pax	1	2	1	57,000	114,000.00	
IV A 3	Venue rental 63平	pax	1	1	1	35,000	35,000.00	
IV A 4	Tea Break	pax	2	3	1	48	1296.00	
IV A 5	Lunch	pax	3	80	1	1169	115,120.00	
IV A 6	Dinner	pax	3	50	1	1250	127,500.00	150人/桌，含酒水，菜单参考附近酒店。
IV A	Subtotal						1117,906.00	
IV	**Total Hospitality**						1117,906.00	

	Setup / Construction							Setup Tables
	Item	Unit	Number of Time	Quantity/Time	Days		Sum	Details / Comments All descriptions shall be written in English
I A 1	Direction board 指示板	set	1	2	1	1500.00	31,6[illegible]	[illegible]，本国的设计，符合安全标准
I A 2	Direction board 指示牌	set	1	1	1	1000.00	11,000.00	本国设计，材质环保耐用
I A 3	Cabinet 柜子/橱柜	set	1	12	1	1000.00	15,000.00	Inclu. 本国设计，符合安全标准
I A	Subtotal Setup / Construction						12,400.00	
I	Total Setup / Construction						92,800	
II	AV							
	Item	Unit	Number of Time	Quantity/Time	Days		Sum	Details / Comments
II 1	AV	set	1	25	1	1050	12,600.00	成像质量高的设备，在使用过程中无人看 Set 1.5m LED 93
II A	Subtotal AV						12,600.00	
II	Total AV						12,600	
	Photo & Video							
	Item	Unit	Number of Time	Quantity/Time	Days		Sum	
	Photo & Video crew							
III 1	Photo crew	day/person	[illegible]	1	1	3,550	3,550.00	Explain, based on standard requirements, including equipment 示例中，各设备，8小时工作时间
III A	Subtotal Photo & Video crew						3,600.00	
III	Total Photo & Video						3,800.00	

Project Budget

Project Name / City / Number of participants;National Competition Dealer Staff Interview/Xi'an as example/(23 participants)

	Total						¥15,350.00		Project 3
No	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work Load/ Comments / Deliverables	Project 3
	Agency Fees								Project 3
	Agency Fees (Preparation)								Project 3
I A 1	Account Director	yuan/day	1	1	2	2,500	5,000	工作人员王伟时间对应工作量，包括ISF	Project 3
I A	Sub-Total Agency Fees (Preparation)						¥5,000.00		Project 3
	Agency Fees (On site)								Project 3
									Project 3
I B	Sub-Total Agency Fees (On site)						¥0.00		Project 3
I	Total Agency Fees					Unit price	¥5,000.00		Project 3
									Project 3
	Travel & Accomodation								Project 3
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	Project 3
	Site Check&Onsite Event:							(transportation, hotel and air ticket, all related expense, provide list	Project 3
									Project 3
II A	Sub-Total Onsite Event						¥0.00		Project 3
II	Total Travel & Accomodation						¥0		Project 3
									Project 3
	Logistics & Operations								Project 3
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	Project 3
	Logistics								Project 3
III A 1	The traffic in the city	Person	1	23	1	330	15,990.00	市内交通，包括停车费，高速费用，共计23人次，包括全车	Project 3
III A 2	The intercity traffic	Person	1	3	3	420	3,780.00	市际交通，包括广州飞西安往返，按照实际产生结算，实际发票，包括来程去程结算，3人飞机，3人高铁	Project 3
III	Sub-Total Logistics						¥19,900.00		Project 3
	Materials								Project 3
III B1	Express delivery	pax	1	9	1	155	¥155.00		Project 3
III B	Sub-Total Materials						¥150.00		Project 3
III	Total Logistics & Operation						¥19,350		Project 3
									Project 3
	Hospitality								Project 3
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	Project 3
IV A 1	Dinner	pax	1	23	1	220	15,150.00	晚餐共计23人次	Project 3
IV A 2	Accomodation	pax	1	23	1	1750	117,250.00	西安五星级酒店，每个房间含1份早餐，共23个房间。	Project 3
IV A	Subtotal						¥23,000.00		Project 3
IV	Total Hospitality						¥23,000.00		Project 3
									Project 3
	Setup / Construction							Setup Vendor	Project 3
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in EN and CN	Project 3
									Project 3
V A	Subtotal Setup/ Construction						¥0.00		Project 3
V	Total Setup / Construction						¥0		Project 3
									Project 3
VI	AV								Project 3
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	Project 3
									Project 3
VI A	Subtotal AV						¥0.00		Project 3
VI	Total AV						¥0		Project 3
									Project 3
	Photo & Video								Project 3
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Project 3
	Photo &Video crew								Project 3
									Project 3
VII A	Subtotal Photo &Video crew						¥0.00		Project 3
VII	Total Photo & Video						¥0.00		Project 3
	Total						¥15,350.00		Project 3

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

	Total						¥172,800.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments /
	Agency Fees							
	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	DIY / 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**	
I	**Total Agency Fees**						**¥27,600.00**	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check\Onsite Event:							Transportation, hotel and air ticket, all related expenses,
II A 1	Onsite: air ticket round	pax/day	1	25	1	¥2,000.00	¥50,000	
II A 2	Dealer hotel	pax/day	1	25	2	¥400.00	¥20,000	例如，全季酒店
II A 3	Agency Staff Site-check	unit	1	2	2	¥1,500.00	¥6,000	
II A 4	Agency Staff working on site room	unit	1	2	2	¥400.00	¥1,600	
II A 5	Agency Staff working on site traffic within the city	unit	1	2	2	¥500.00	¥500	
LI	**Sub-aTotal Onsite Event**						**¥78,400.00**	
II	**Total Travel & Accomodation**						**¥78,400**	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Logistics							
III A 1	Shuttle bus for dealer	unit	1	2	2	¥1,500.00	¥6,000	50座大巴，8小时用车
III A 2	case car	unit	1	1	1	¥1,200.00	¥1,200	GLS全天包车，10小时内
III A	**Sub-Total Logistics**						**¥7,200.00**	
	Materials		Number of time	Quantity/Time	Days	Unit price	Sum	
III B 1	Documents printing	unit	1	1	1	¥500.00	¥500	
III B 2	Pin	unit	1	25	2	¥50.00	¥2,500	pvc胸牌
III B 3	RSVP	unit	1	1	1	¥1,000.00	¥4,000	
III B	**Sub-Total Materials**						**¥7,000.00**	
III	**Total Logistics & Operation**						**¥14,200**	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Lunch	pax	1	25	2	¥60.00	¥3,000	工作餐标准
IV A 2	Etiquette personnel	pax	1	2	2	¥1,200.00	¥1,800	
IV A 3	Wine and drink	table	1	3	2	¥300.00	¥1,800	以桌为单位的餐酒，参考芝华士为例
IV A 4	Event dining	pax	1	25	2	¥180.00	¥9,000	符合宝马标准的酒店或当地特色餐饮（全晚宴）
	Photo Booth	unit	1	1	2	¥100.00	¥200	镜空，拍照打印拍照
IV A	**Subtotal**						**¥18,000.00**	
IV	**Total Hospitality**						**¥18,900.00**	

	Setup / Construction							**Setup Vendor**
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written
VI 1	Stage	unit	1	1	2	¥800.00	¥1,600	演讲台+桌椅
VI 2	Manual construction	unit	1	1	1	¥8,000.00	¥8,000	演讲台的搭建人工，会议桌布置（简易装饰，如车型作画）
VI 3	Transportation	unit	1	1	2	¥800.00	¥1,600	
V A	**Subtotal Setup/ Construction**						**¥11,200.00**	
V	**Total Setup / Construction**						**¥11,200**	

									Project 1
VI	AV								Project 1
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	Project 1
VI A 1	Monitor/Screen	unit	1	1	1	¥8,000.00	¥8,000	优先使用酒店会议室的，根据具体情况Monitor 和Screen 二选一使用	Project 1
VI A 3	Video & Audio system	unit	1	1	1	¥0.00	¥0	25人会议规模使用，保障工作使用即可，优先使用酒店设备	Project 1
VI A 4	Audio Player	unit	1	1	1	¥0.00	¥0	25人会议规模使用，保障工作使用即可，优先使用酒店设备	Project 1
VI A 5	Optical Fiber System	unit	1	1	1	¥0.00	¥0	25人会议规模使用，保障工作使用即可，优先使用酒店设备	Project 1
VI A 6	Lighting	unit	1	1	1	¥0.00	¥0	25人会议规模使用，保障工作使用即可，优先使用酒店设备	Project 1
VI A 7	Sound	unit	1	1	1	¥0.00	¥0	25人会议规模使用，保障工作使用即可，优先使用酒店设备	Project 1
VI A 8	Technical workers	unit	1	3	1	¥0.00	¥0		Project 1
VI A 9	Equipments transportation	unit	1	1	1	¥0.00	¥0		Project 1
VI A 10	Laptop	unit	1	1	1	¥500.00	¥500		Project 1
VI A	Subtotal AV						¥8,500.00		Project 1
VI	Total AV						¥8,500		Project 1
									Project 1
	Photo & Video								Project 1
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum		Project 1
	Photo &Video crew								Project 1
VII A1	Photo crew	day/person	1	1	2	¥3,500.00	¥7,000.00	摄影师包含云相册，8小时拍摄	Project 1
VII A2	Video Shooting crew	day/person	1	1	2	¥3,500.00	¥7,000.00	摄像师，8小时拍摄，不包含民俗归根	Project 1
VII A	Subtotal Photo &Video crew						¥14,000.00		Project 1
VII	Total Photo & Video						¥14,000.00		Project 1
	Total								Project 1

Project Name / City / Number of participants Management Training [illegible] Business School/Beijing/[illegible] participants (per Class)

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work Load/ Comments / Deliverables	
	Total						[illegible]		Project 6
	Agency Fees								Project 6
	Agency Fees (Preparation)								Project 6
I A 1	Account Director	[illegible]/day	4	1	[illegible]	[illegible]	[illegible]	[illegible]	Project 6
I A	Sub-Total Agency Fees (Preparation)						[illegible]		Project 6
	Agency Fees (On site)								Project 6
	Account Manager	[illegible]/day	4	1	3	[illegible]	[illegible]	[illegible]	Project 6
I B	Sub-Total Agency Fees (On site)						[illegible]		Project 6
I	Total Agency Fees						[illegible]		Project 6

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	
	Travel & Accomodation								Project 6
	Site Check/Onsite Event:							Transportation, hotel and air ticket, all related expense, provide [illegible]	Project 6
									Project 6
II A	Sub-Total Onsite Event						[illegible].00		Project 6
II	Total Travel & Accomodation						[illegible]		Project 6

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments	
	Logistics & Operations								Project 6
	Logistics								Project 6
	[illegible]	[illegible]	1	1	3	[illegible]	[illegible]	[illegible]	Project 6
III A	Sub-Total Logistics						[illegible]		Project 6
[illegible]	Materials					Unit price			Project 6
									Project 6
III B	Sub-Total Materials						[illegible].00		Project 6
III	Total Logistics & Operation						[illegible]		Project 6

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work Load/ Comments / Deliverables	
	Hospitality								Project 6
IV A 1	Accommodation	[illegible]	3	[illegible]	3	[illegible]	[illegible]	[illegible]	Project 6
IV A	Subtotal						[illegible]		Project 6
IV	Total Hospitality						[illegible]		Project 6

No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work Load/ Comments / Deliverables	
	Photo & Video								Project 6
	Photo &Video crew								Project 6
VII A 1	[illegible]	[illegible]	1	[illegible]	3	[illegible]	[illegible]	[illegible]	Project 6
VII A 2	Video crew	[illegible]	1	[illegible]	3	[illegible]	[illegible]	[illegible]	Project 6
VII A	Subtotal Photo &Video crew						[illegible]		Project 6
VII	Total Photo & Video						[illegible]		Project 6
	Total						[illegible]		Project 6

有限公司

Project Name / City / Number of participants: Annual Trainers and coach Meeting_Small/Shanghai as example/(100 participants)

	Total Net Price						1161,100.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	5	1,500.00	7,500	
I A 2	Creative Director	pax/day	1	1	5	1,500.00	7,500	
I A 3	DTP / 2 D / 3 D Designer	pax/day	1	1	5	1,500.00	7,500	
I A	Sub-Total Agency Fees (Preparation)						122,500.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	3	1500.00	1,500.00	
I B 2	Project Manager	pax/day	1	1	3	1500.00	1,500.00	
I B	Sub-Total Agency Fees (On site)						13,000.00	
I	Total Agency Fees						135,100.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Site Check&On site Event:							Transportation, hotel and air tickets, all related expenses, provide list of participants
II A1	Crew Flights for event (Economy class)	R and trip	1	4	1	1,000	4,000.00	
II A3	Agency Staff Accomodation I	Pax/Night	1	4	4	150	14,000.00	
II A5	Agency Staff working on site traffic	unit	1	4	4	1,200	13,200.00	
II A	Sub-Total Onsite Event						119,200.00	
II	Total Travel & Accomodation						119,200	

III	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Logistics							
III A 1	Shuttle bus for dealer arrival and leave	unit	2	2	1	1,500	17,000.00	Shuttle Bus service, 40+ seats 40座以上大巴接送经销商车服务
III A	Sub-Total Logistics						17,000.00	
	Materials							
III B 1	Flower	unit	1	1	1	1170	1170.00	Table flower 每桌客户统一的，符合宴会标准
III B 2	Mic	unit	1	4	1	400	1600.00	领夹麦克风
III B 3	giveaway	package	1	100	1	100	10,000.00	伴手礼100份以内
III B 4	Material Transportation	unit	1	1	1	1,000	1,000.00	物料运输，以实际产生为准
III B 5	RSVP	Person	1	1	1	1,000	1,000.00	参加信息收集、核实的确认，以实际产生为准
III B 6	LV design	Person	1	1	1	1,000	1,000.00	LV设计
III B 7	Gift	Person	1	20	1	100	2,000.00	礼品
III B	Sub-Total Materials						21,800.00	
III	Total Logistics & Operation						38,800	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
IV A 1	Venue rental (exact date/s)	pax	1	1	2	12,000	12,000.00	5星级酒店宴会厅，装饰/开业五年内，可容纳十桌圆桌及舞台
IV A 2	Tea Break	pax	1	100	1	118	11,800.00	
IV A 3	Lunch	pax	1	100	2	1189	237,800.00	4星级酒店Buffet lunch
IV A 4	Dinner	pax	1	100	1	1200	120,000.00	4星级酒店Standard Dinner 10人/桌，含酒水，两主菜多菜肴组成。
IV A 5	Welcome Dinner	pax	1	-	1	0	0.00	Gala Dinner include
IV A	Subtotal						366,600.00	
IV	Total Hospitality						366,600.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	Direction Board指示牌	unit	1	1	1	1000.00	1000.00	
V A 2	Direction easel指示牌架	unit	1	1	1	1150.00	1150.00	
V A 3	Backboard背景板	unit	1	1	1	13,000.00	13,000.00	4m*3m，木结构喷绘，符合宴会行业
V A	Subtotal Setup/ Construction						16,350.00	
V	Total Setup / Construction						16,350	

VI	AV							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
VI 1	AV	unit	1	1	1	110,000	110,000.00	高端基础音响设备，含投影仪在国际大典 6m*4.5m LED PJ
VI A	Subtotal AV						110,000.00	
VI	Total AV						110,000	

	Photo & Video							
	Item	Unit	Number of time	Quantity/time	Days		Sum	
	Photo &Video crew							
VII 1	Photo crew	day/person	1	1	2	[illegible]	17,000.00	1 photo, based on standard requirements, including equipment 若拍照，含设备，61对工作时长
VII A	Subtotal Photo &Video crew						17,000.00	
VII	Total Photo & Video						17,000.00	

Project base / City / Number of participants: Annual Trainers and Coach Meeting_Hefei/Shanghai as example/(130 participants)

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work Load/ Comments / Deliverables
	Total						1379,451.16	
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	7	5	12,151.17	121,[illegible]	
I A 2	Creative Director	pax/day	1	1	5	12,[illegible]	113,[illegible]	
I A	**Sub-Total Agency Fees (Preparation)**						**231,641.71**	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	2	5,[illegible]	11,251	会议现场工作人员工作时间
I B 2	Project Manager	pax/day	1	2	3	5,[illegible]	15,450	会议现场工作人员工作时间
I B	**Sub-Total Agency Fees (On site)**						**26,600.00**	
I	**Total Agency Fees**						**258,241.71**	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
A	**Site Check/Onsite Event:**							**Transportation, hotel and air ticket, all related expenses, provide list of participants**
II A1	Onsite Exc	unit	2	8	2	31,500	126,000.00	from TC to hotel, from hotel to team building location
II A	**Sub-Total Onsite Event**						**126,000.00**	
B	**Site Check/Onsite Trends**							**Transportation, hotel and air ticket, all related expenses, provide list of participants**
II B1	Agency Staff working on site traffic	unit	1	6	2	12,0	12,000.00	工作人员住宿21-23号
II B	**Sub-Total Onsite Event**						**72,000.00**	
II	**Total Travel & Accomodation**						**198,000**	

LS	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Logistics							
III A	**Sub-Total Logistics**						**10.00**	
	Materials							
III B 1	Venue rental event date(s)	unit	1	1	1	37,000.00	37,000.00	容纳130人会议厅，3张用餐桌椅
III B 2	LED屏幕 \ LED screen	unit	1	22	1	1000.00	121,000.00	LED屏幕，18*16
III B 3	LED屏幕-舞台背景 \ LED Screen-Stage Back	unit	1	100	1	1150.00	115,000.00	
III B 4	木质屏风\wooden divider	unit	1	1	1	12,000.00	12,000.00	
III B 5	音响设备\audio device	unit	1	1	1	11,000.00	11,000.00	满足客户需求，高中音质
III B 6	礼品赠品\Gift-mic present & materials	unit	1	1	1	1500.00	1500.00	伊莱奇雨伞，定制礼品盒
III B 7	桌椅摆放\table layout	unit	1	1	1	1500.00	1500.00	
III B 21	车位费\vehicle place	unit	1	8	1	160.00	1280.00	200元/日/辆/6天/1辆车
III B 22	拍照背景板\LED board for shooting	unit	1	11	1	150.00	1650.00	5张背景板租赁 [illegible]
III B 23	桌卡\table card	unit	1	16	1	110.00	1760.00	150元/张定制 21*29.7CM
III B 24	胸卡\cover 参会代表	unit	1	12	1	150.00	1800.00	胸卡代表，四面定制
III B 25	手卡\wristband	unit	1	100	1	110.00	11,000.00	100元/张/6天手卡
III B 26	礼物物流费用\delivery fee	unit	1	1	1	1200.00	1200.00	
III B 27	桌卡物流费\delivery fee	unit	1	1	1	1100.00	1100.00	证卡手环
III B 28	证件夹\folder	unit	1	55	1	150.00	12,750.00	150元/张/尺寸 21*29.7CM
III B 29	文件打印\print fee	unit	1	1	1	1500.00	1500.00	支付人员，number号
III B 30	客流证件\visitor pass	unit	1	51	1	1150.00	17,500.00	参会代表节日礼品盒装，包括手环及证件夹
III B 31	礼品盒\gifts	unit	1	59	1	1200.00	115,000.00	
III B 32	角色扮演\Cosplay	unit	1	150	1	1150.00	115,000.00	礼品盒,100元/个
III B 33	team building	unit	1	1	1	15,000.00	15,000.00	团建费用
III B 34	证书证书及证书\Award certificate and photo frame	unit	1	50	1	1150.00	17,500.00	证书证书及证书
III B	**Sub-Total Materials**						**194,400.00**	
III	**Total Logistics & Operation**						**194,000**	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
I C 1	Etiquette personnel	pax/day	1	10	1	31,000	310,000.00	礼仪人员，迎宾+引导，
I C 2	tea break	pax	1	130	2	180	12,480.00	
I C 3	Tier and drink	pax	1	130	1	150	19,500.00	
I C 4	Drinks	bottle	1	11	1	72,000	179,000.00	牛奶饮料，根据客户需求以多台饮料为主，每桌10人饮料定制饮料
IV A	**Subtotal**						**154,980.00**	
IV	**Total Hospitality**						**154,980.00**	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
V A 1	舞台搭建\Stage Lighting Truss	unit	1	23	1	1,250	11,000.00	[illegible]
V A 2	舞台搭建\Stage platform	unit	1	1	1	12,000	12,000.00	[illegible]
V A 3	舞台搭建\Stage platform stairs	unit	1	1	1	1500	1500.00	[illegible]
V A 4	舞台搭建\Stage walls	unit	1	1	1	1200	1200.00	[illegible]
V A 5	舞台搭建\Stage floor/Traffic stress/Protection	unit	1	1	1	15,000	15,000.00	[illegible]
V A 7	背景墙\Stage	unit	1	1	1	12,000	12,000.00	[illegible]
V A 8	背景墙\Stage Center	unit	1	1	1	11,000	11,000.00	[illegible]
V A 9	舞台搭建\Stage platform construction	unit	1	1	1	11,500	11,000.00	舞台搭建\Stage platform construction，人工搭建
V A	**Subtotal Setup/ Construction**						**125,000.00**	
V	**Total Setup / Construction**						**125,000**	

VI	AV							
A	AV	Unit	Number of time	Quantity/time	Days		Sum	Details / Comments
VI A 1	[illegible]	unit	1	1	1	11,000.00	11,000.00	
VI A 2	[illegible]	unit	1	1	1	11,500.00	11,500.00	
VI A 3	[illegible]	unit	1	1	1	11,500.00	11,500.00	
VI A 4	[illegible]	unit	1	1	1	1,200.00	1,200.00	
VI A 5	[illegible]	unit	1	1	1	1,800.00	1,800.00	
VI A 6	[illegible]	unit	1	1	1	11,500.00	11,500.00	
VI A 7	[illegible]	unit	1	1	1	12,000.00	12,000.00	
VI A	Subtotal						114,300.00	
B	[illegible]							
VI B1	[illegible]	unit	1	1	1	1,500.00	1,500.00	
VI B2	[illegible]	unit	1	1	1	1,500.00	1,500.00	
VI B3	[illegible]	unit	1	1	1	1,500.00	1,500.00	
VI B4	[illegible]	unit	1	1	1	1,500.00	1,500.00	
VI B5	[illegible]	unit	1	1	1	1,300.00	1,300.00	
VI B6	[illegible]	unit	1	1	1	1,300.00	1,300.00	
VI B7	[illegible]	unit	1	1	1	1,500.00	1,500.00	
VI B8	[illegible]	unit	1	1	1	11,000.00	11,000.00	
VI B	Subtotal						112,700.00	
C	[illegible]							
VI C1	[illegible]	unit	1	1	1	12,000.00	12,000.00	
VI C2	[illegible]	unit	1	9	1	1,200.00	11,800.00	
VI C3	[illegible]	unit	1	30	1	1,200.00	36,000.00	
VI C5	[illegible]	unit	1	56	1	180.00	11,610.00	
VI C6	[illegible]	unit	1	1	1	11,500.00	11,500.00	
VI C8	[illegible]	unit	1	2	1	11,000.00	12,000.00	
VI C9	[illegible]	day/person	1	1	1	1,300.00	1,300.00	
VI C10	[illegible]	day/person	1	1	1	1,300.00	1,300.00	
VI C11	[illegible]	day/person	1	1	1	1,300.00	1,300.00	人員Manpower
VI C12	[illegible]	day/person	1	1	1	1,300.00	1,300.00	
VI C13	[illegible]	unit	1	1	1	12,000.00	11,000.00	
VI C	Subtotal						126,410.00	
VI	Total AV						353,410	
	Photo & Video							
	Item	Unit	Number of time	Quantity/time	Days		Sum	
	Photo &Video crew							
VII 1	Photo crew	day/person	1	1	1	13,500	13,500.00	1 photo based on standard requirements including equipment
VII 2	Photo crew	day/person	1	1	1	13,500	13,500.00	1 photo based on standard requirements including equipment
VII A	Subtotal Photo &Video crew						27,000.00	
VII	Total Photo & Video						27,000.00	

Project Name / City / Number of participants/Annual Technical Trainers Meeting/Guangzhou as example/(140 participants)

	Total						1237,600.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	4	5	12,000	48,000.00	工作人员工作时间以实际为准，包括RSVP
I A	Sub-Total Agency Fees (Preparation)						140,000.00	
	Agency Fees (On site)							
I A 1	Account Director	pax/day	1	4	3	1250	17,250	现场工作人员，以日计算，预计3天
I A 2	Staffs	pax/day	1	3	1	7250	11,650	
I B	Sub-Total Agency Fees (On site)						73,000.00	
I	Total Agency Fees						149,000.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&On site Event:							Transportation, hotel and air tickets, all related expenses, provide list of participants
II A1	Crew flights for event (Economy class) I	Round trip	1	1	1	12,500	12,500.00	北京-广州往返机票，到机场接送
II A2	Crew flights for event (Economy class) II	Round trip	1	1	1	12,500	12,500.00	
II A3	Agency Staff Accomodation I	Pax/Night	1	1	2	5750	11,500.00	
II A4	Agency Staff Accomodation II	Pax/Night	1	1	2	5750	11,500.00	
II A5	Agency Staff working on site traffic	unit	1	2	2	9250	37,000.00	
II A	Sub-Total On site Event						89,200.00	
II	Total Travel & Accomodation						89,200	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Logistics							
III A 1	shuttle bus	Person	1	3	1	52,000	15,000.00	广州珠海来去-广州笑五星级酒店，长途大巴
III A 2	shuttle bus	Person	1	3	1	52,000	15,000.00	机场接送
III A	Sub-Total Logistics						112,000.00	
	Materials					Unit price		
III B 1	Gifts	pax	1	30	1	1500	45,000.00	抽奖礼品
III B 2	Gifts	pax	1	140	1	4100	574,000.00	参会伴手礼不超100
III B 3	Press building	pax	1	140	1	1200	170,000.00	酒店房卡门票
III B 4	RSVP	pax	1	140	1	150	27,000.00	日常报名收集，登记，核对，发送或短信等，现场签到用，
III B 5	Electronic check-in software	pax	1	1	1	15,000	15,000.00	电子签到软件，包括后台管理，行程通知，会议手环内容，
III B 6	Lanyard	pax	1	140	1	120	22,000.00	参会证件100张，胸卡2张
III B 7	Individual facial tissue	pax	1	140	1	7100	114,000.00	代理个人使用纸巾盒
III B 8	Hand	pax	1	4	1	12,000	48,000.00	接送手机
III B	Sub-Total Materials						914,000.00	
III	Total Logistics & Operation						956,000	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Dinner	pax	1	140	1	1250	135,000.00	广州笑五星级酒店，含酒水，15道菜肴以上
IV A 2	cake	pax	1	1	1	11,000	11,000.00	22寸
IV A 3	lunch	pax	1	140	1	1150	150,300.00	
IV A 4	water	pax	3	140	1	12	5040.00	550ml矿泉水
IV A 5	afternoon tea	pax	1	140	1	150	15,120.00	下午茶
IV A	Subtotal						371,500.00	
IV	Total Hospitality						371,500.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in EN and CN
V A1	Background wall for lobby photocrawl/开门背板背景墙	pax	1	1	1	15,000	15,000.00	背景墙长5m，包含logo字字
V A2	Camera Ready Sales Cards/拍照手牌	pax	1	50	1	120	1500.00	纸质牌子
V A	Subtotal Setup/ Construction						16,500.00	
V	Total Setup / Construction						16,500	

VI	AV							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VI A	Subtotal AV						0.00	
VI	Total AV						0.00	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	
	Photo &Video cover							
	摄影	天	1	1	2	[illegible]	7,000.00	摄影师包含云化妆，8小时拍摄
Ytl A	Subtotal Photo &Video cover						7,000.00	
Ytl	Total Photo & Video						7,000.00	
	Total						27,000.00	

Project Name / City / Number of participants: Annual Seminars and Coach Meeting_Medium/Beijing /(620 participants, 2 sessions: 300/session)

	Total						1607,920.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	5	2	12,000	120,000	前期方案策划及沟通
I A 2	Creative Director	pax/day	1	5	2	12,000	120,000	前期执行策划及沟通事宜
I A 3	2 D Designer	pax/day	1	5	2	12,000	120,000	图文设计和视频制作。具体以实际为准
I A	Sub-Total Agency Fees (Preparation)						360,000.00	
	Agency Fees (On site)							
I B 1	Account Director	pax/day	1	1	6	6,000	36,000.00	项目现场总协调
I B 2	Account Manager	pax/day	1	1	6	4,500	27,000.00	现场执行总协调
I B 3	Project Manager	pax/day	1	2	6	1,500	17,200.00	现场执行总协调
I B	Sub-Total Agency Fees (On site)						81,400.00	
I	Total Agency Fees						774,800.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work load/ Comments / Deliverables
	Site Check/Onsite Event:							Transportation, hotel and air ticket, all related expenses, provide list of participants
II A1	Agency Staff Site check	Per Night	1	1	1	11,500	13,000.00	往返交通
II A2	Agency On site	unit	1	4	4	1,000	63,600.00	现场实施费用
II A	Sub-Total Onsite Event						112,600.00	
II	Total Travel & Accomodation						112,600	

III	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work load/ Comments / Deliverables
	Logistics							
III A 1	Shuttle bus	unit	1	20	1	11,200	224,000.00	Suttle Bus service, 35 seats 35座大巴接送服务
III A	Sub-Total Logistics						224,000.00	
	Materials							
III B 1	Mic cover	unit	1	10	1	150.00	1500.00	Mic cover 麦克风罩
III B 1	RSVP	Person	1	1	1	11,000.00	11,000.00	收集信息卷册，如纸张，铅笔，相关信息，应急联络电话，会议用品和现场人员联系等
III B 2	Banner board 展会牌	unit	1	20	1	498.00	9960.00	大巴上专门使用
III B 5	Microphone Speaker & Microphone\麦克风及音箱	unit	3	1	1	41,500.00	12,000.00	已包括所需的音响设备，可调音量，如不适应，现场可调音量或更换产品；全程保证无杂音
III B 6	手提袋的礼品\Gifts for participants	unit	1	200	1	150.00	30,000.00	不超过50元，可商榷；
III B 7	海报/展架/手持\Coupon box	unit	1	600	1	110.00	66,000.00	开幕时，主持人主持产生费用；
III B 8	培训资料\Training materials	per/paper	1	185	6	1,500.00	418,000.00	含学员证、笔记本、笔、pad、培训手册
III B 1	Venue rental (event details)	unit	1	1	2	130,000.00	260,000.00	可以包括舞台背景板，基础音响设备和基本灯光
III B 2	LED屏幕 \ LED screen	unit	1	72	1	4,500.00	324,000.00	LED屏幕，130 in
III B 3	LED屏幕-舞台搭建 \ LED Screen Stage	unit	1	100	1	4100.00	410,000.00	
III B 5	签到设备\Sign-in device	unit	1	1	8	12,000.00	104,000.00	将由sales负责的签到台设置
III B 6	防疫用品\Female protection materials	unit	1	1	1	1500.00	1500.00	
III B 7	防伪贴纸\textile Sticker	unit	1	40	8	150.00	48,000.00	
III B 20	车牌号\ vehicle plate	unit	1	10	8	150.00	1500.00	200克铜版纸(1)型材
III B 22	抽奖板\ DJ board (for shooting	unit	1	50	1	260.00	13,000.00	ST铜版纸面板 (0*50CM
III B 23	AI三折成卡\cable card	unit	1	16	1	115.00	1280.00	250克铜版纸, 21*28.7CM
III B 25	手卡\notecard	unit	1	50	1	310.00	1500.00	300克铜版纸,16手卡
III B 27	车辆时间证券\Delivery fee	unit	1	1	1	7150.00	4750.00	送至本机
III B 31	社交奖品\Street	unit	1	50	1	1200.00	110,000.00	不超500
III B 32	种子礼\Scramble	unit	1	200	1	150.00	130,000.00	不超150
III B 33	茶歇\tea break	unit	1	600	1	148.00	152,000.00	咖啡风味，根据场例
III B 34	获奖证书及相册\Award certificate and photo frame	unit	1	100	1	1123.00	112,000.00	获奖证书及相册
III B	Sub-Total Materials						1438,380.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	搭建材料\Training materials		1	1	1	120,000.00	120,000.00	包括门头搭建，主题灯光，winch吊点服务
V A 2	搭建工人\Builder	day/person	1	1	1	7500.00	7,500.00	
V A 3	搭建车辆运输费用\Furniture and material transportation	unit			1	12,000.00	12,000.00	
V A	Subtotal Setup/ Construction						173,600.00	
V	Total Setup / Construction						173,600	
	Photo & Video							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work load/ Comments / Deliverables
	Photo &Video crew							
VII 1	Photo crew	day/person	1		5	11,500.00	133,000.00	早妆组，摄影师，8小时内工作时间，1个摄影，1个摄像
VII A	Subtotal Photo &Video crew						135,800.00	
VII	Total Photo & Video						136,800.00	

Basic information and cost overview	
Project	BMW CN MICE Agency 2024-2029
Company	COSCO INTERNATIONAL M.I.C.E. SHANDONG, LTD.
Quotation Date	2024.1.22
Quotation Version	01
Contact	
Name	LAN
Surname	Zhang
Position	Account Director
Mobile	15910197630
Fixed line	
Email	zhangslan@cci.cn

Clustering in T-shirt Sizes. (XS: 50pax, S: 200pax, M: 300pax, L: 500pax, XL: 600pax)	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).	Total Person in 5years	price per Person in 5 years
S1	Project 1.Golf Cup China Final-domestic	170,500.00	5	¥854,000.00	110	S	550	1,552.73
XS1	Project 2.Golf Cup World Final	598,512.00	5	¥2,992,560.00	12	XS	60	49,876.00
XS2	Project 3.Overseas Golf Experience	1,464,500.00	5	¥7,322,500.00	24	XS	120	61,020.83
	Total Net			11,169,060.00				
	BGA 78% in net			8711866.798				
	NSO 22% in net			2457193.199				
	VAT (6%) **			670143.5999				
	Gross Total			11,839,203.60				
	BGA 78% in gross			9234578.806				
	NSC 22% in gross			2604624.791				

* Please state surcharges (i.e. Business Tax) clearly and indicate which modules a
** Please note that 3rd party invoices are paid net by BMW and VAT is claimed b

BMW Golf Cup China Final-domestic(120 pax)

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
1	Domestic Air tickets Round trip 国内往返机票	Round trip	1	20	1	[illegible]	[illegible]	Domestic flight for round trip, economic class 国内往返机票，经济舱（预计20人/年），目的为高尔夫比赛，不同省份目的，按实际发生报销。
2	Domestic Air tickets Round trip 国内往返机票	Round trip	1	32	1	[illegible]	[illegible]	Domestic flight for round trip, economic class 国内往返机票，经济舱（预计32人/年），目的为高尔夫比赛，不同省份目的，按实际发生报销。
3	Domestic Air tickets Round trip 国内往返机票	Round trip	1	33	1	[illegible]	[illegible]	Domestic flight for round trip, economic class 国内往返机票，经济舱（预计33人/年），目的为高尔夫比赛，不同省份目的，按实际发生报销
4	Domestic Air tickets Round trip 国内往返机票	Round trip	1	23	1	[illegible]	[illegible]	Domestic flight for round trip, economic class 国内往返机票，经济舱（预计23人/年），目的为高尔夫比赛，不同省份目的，按实际发生报销。
5	Domestic train tickets Round trip 国内往返火车票	Round trip	1	20	1	[illegible]	[illegible]	Railway ticket for wind departure, first class, within 1000km 国内往返火车票，一等舱（预计20人/年），1000公里内 按实际发生报销
6	Air ticket change and cancel fee 机票改签费	unit	1	1	1	[illegible]	[illegible]	Air ticket change and cancel fee 机票改签费，按实际发生报销
7	Train ticket change and cancel fee 火车票改签费	Unit	1	1	1	[illegible]	[illegible]	Train ticket change and cancel fee 火车票改签费，按实际发生报销
	Sub-total						RMB 165,200.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
7	Air ticket service charge Domestic 机票订票费		1	130	1	[illegible]	[illegible]	机票费，按实际发生报销。
8	Train tickets service charge Domestic 火车票订票费		1	25	1	[illegible]	[illegible]	火车票，按实际发生报销。
	Sub-Total						RMB 15,600.00	
	Total						RMB 180,800.00	

GAW Golf Cup World Final (12 pax)

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
A	**Agency Fees**							
	Agency Fees (Preparation)							
1	Account Director	man/day	1	1	15	¥2,014	¥30,212	Project overall management and coordination, program plan
	Sub-Total Agency Fees (Preparation)						¥30,212.00	
	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
B								Transportation, hotel and air ticket, all related expense, provide list of participants
1	International Air tickets Round trip Business Class 国际往返机票商务舱	Round trip	1	8	1	¥37,500	¥300,000.00	Around-trip price (Business Class) 国际往返商务舱机票，根据为最高价格，不可高于报价，按实际发生结算.
2	International Air tickets Round trip Economic Class 国际往返经济舱机票	Round trip	1	2	1	¥11,000	¥22,000.00	Around-trip price (Economic Class) 国际往返经济舱机票，报价为最高价格，不可高于报价，按实际发生结算.
3	Domestic Air tickets Round trip 国内往返机票往返	Round trip	1	8	1	¥2,500	¥20,000.00	Around trip price 国内往返经济舱机票，报价为最高价格，不可高于报价，按实际发生结算.
4	Air ticket change and cancel fee 机票更改费用	Round trip	1	1	1	¥34,500	¥34,500.00	10% rate for change or refund, based on actual situation
	Sub-Total						¥376,700.00	
	Service Fee							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
C								Transportation, hotel and air ticket, all related expense, provide list of participants
1	Air tickets service charge 机票费用	Round trip	1	10		¥50	¥500.00	机票费，按机票预定数量结算.
	Sub-Total						¥500.00	
	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
D	**Logistics**							
1	International local tour guide 当地中文导游	Day	1	1	6	¥2,500	¥15,000.00	The experienced international tour guide with dinner skill (Mandarin).Package price incl. travel, transportation, accomodation, meal, overtime fee and all related cost (6 days 5 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 打包价，包含交通，餐饮，住宿费用
2	tour leader	Day	1	1	6	¥2,500	¥15,000.00	The experienced international tour leader (Mandarin).Package price incl. travel, transportation, accomodation, meal. (6 days 5 nights itinerary). Coordination with local agency and coordination with team China. 10小时工作，包含打包 人工 餐饮住宿及往返全部费用
3	International accomodation	Room	1	6	1	¥1,000	¥6,000.00	International 5 stars hotel. Reference: Hyatt Place and etc.
4	Accomodation (Domestic hotel)	Room	1	6	1	¥700	¥4,200.00	1 night for over night transportation
5	Domestic transportation/Bus	Unit	1	8	1	¥750	¥6,000.00	Pick up and drop off transportation in domestic, BMW 7er 国内接机/送机，7系列国产
6	International transportation	Car	1	2	1	¥9,000	¥18,000.00	Europe, Toyota Van with 7 or 9 seats , daily working time at least 10 hours. 欧洲，后排7-9座车，工作时间10小时，包含司机费用
7	Insurance/保险	Car	1	10	1	¥100	¥1,000.00	Insurance amount to 500W, Including emergency rescue and overseas driving accident insurance. 全球旅行险，最高保额500万，含紧急救援及境外自驾车意外险
8	Visa/签证费	Car	1	12	1	¥1,500	¥18,000.00	Visa application fee 签证申请费用
9	加急签证	Car	1	6	1	¥2,000	¥12,000.00	Urgent visa application 签证加急费用，加急预约签证费
10	Driver License translation/驾照翻译	Car	1	12	1	¥1,000	¥12,000.00	Driver License translation and certification 驾照公证及外交部，使馆认证
11	Side program 1	pax	1	12	1	¥2,000	¥24,000.00	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	¥12,000.00	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	¥6,000.00	Package price, incl. the tickets, tour guide, tea break & all related cost, 24 pax, e.g. local sightseeing program
14	Meal	pax	1	12	1	¥200	¥2,400.00	Chinese Meal or Western Light Meal Including 1 soft drink 中餐或西式简餐，包含1杯软饮
15	Lunch	pax	1	12	6	¥300	¥21,600.00	Western Style with 4 course Menu Including 1 soft drink or 1 wine 西式用餐四道式，包含1杯软饮或1杯白葡萄酒
16	Dinner	pax	1	12	5	¥500	¥30,000.00	Michelin Stared Restaurant or Similar, Western Style Including 1 soft drink or 1 wine 米其林一星级餐厅，西式用餐，包含1杯软饮或1杯白葡萄酒，每人每餐
	Sub-Total Materials						¥191,200.00	
	Total						¥598,612.00	

Cyprus Trip for Golf (11 pax)

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details Work load/ Contents / Deliverables
A	Agency Fees							
	Agency Fees (Preparation)							
1	Account Director	pax/day	2	1	15	[illegible]	[illegible]	Communication with PRC, co-ordination with 3rd party.
	Sub-Total Agency Fees (Preparation)						[illegible]	
	Agency Fees (On site)							
2	Account Manager	pax/day	2	1	7	[illegible]	[illegible]	Project overall management.
3	Project Manager	pax/day	3	1	7	[illegible]	[illegible]	Daily coordination, program plan
	Sub-Total Agency Fees (On site)						[illegible]	
	Agency Fees (Post event)							
4	Project Manager	pax/day	2	1	2	[illegible]	[illegible]	Post event report and invoice related.
	Sub-Total Agency Fees (Post event)						[illegible]	
A	Total Agency Fees						[illegible]	

No.	Travel & Accomodation	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
B	Air Charge/Quote Tickets:							Transportation, hotel, all air ticket, all related expense, provide list of
1	International Air Tickets Round Trip: Guangzhou/Cyprus 国际往返机票广州/塞浦路斯	Round trip	1	8	1	[illegible]	[illegible]	Guangzhou/Nicosia, Round trip International business air tickets 广州/塞浦路斯往返国际商务机票
2	International Air Tickets Round Trip: Guangzhou/Paphos 国际往返机票广州/帕福斯	unit	1	7	1	[illegible]	[illegible]	Round trip International economy air tickets 国际往返经济舱机票
3	Domestic Air Tickets Round Trip: Nicosia/Paphos 国内往返机票尼科西亚/帕福斯	Round trip	1	8	1	[illegible]	[illegible]	Domestic flight for other departure, military class 国内航班机票用于其他出发地出行, 军舱
4	机票改签	Pax	8	1	1	[illegible]	[illegible]	Air ticket change and cancel fee 机票改签费 [illegible]
5	Agency Accomodation 酒店住宿	Pax/night	2	3	5	[illegible]	[illegible]	Hotel accom. per person per day 酒店 每人每天
6	Accom. during travel 旅行住宿	Pax/night	1	8	5	[illegible]	[illegible]	Europe International 5 star hotel in Nicosia. Star star accom. is eligible to include breakfast 欧洲国际五星级酒店, 尼科西亚, 帕福斯, 雅典, 开罗, 卢森堡, 布拉格, 罗马, 巴黎, 布鲁塞尔, 阿姆斯特丹, 柏林, 慕尼黑, 维也纳, 苏黎世
7	Domestic accom. fee	Pax/night	2	8	1	[illegible]	[illegible]	1 night for every night transportation 每晚住宿
8	Transfer city accom. fee (If any)	Pax/night	2	8	1	[illegible]	[illegible]	If the trip involve long distance transfer, accomodation is needed. Water hotel (if any), including breakfast. Reference hotel: Erato 如行程涉及长途转机, 需住宿酒店, 水上酒店(如有), 包含早餐。参考酒店: Erato
9	Air tickets service charge 机票费	Pax	1	15	1	[illegible]	[illegible]	手续费, 机票管理费用结算.
	Sub-total						[illegible]	

No.	Facilities & Operations	Unit	Number of time	Quantity/Time	Day		Sum	Details / Comments
C	Logistics							
1	International tour guide 国际导游费用	Pax	2	1	5	[illegible]	[illegible]	The experienced international tour guide with direct skill 经验丰富的国际导游, 直接技能 Package price incl. travel, transportation, accomodation, meal, meeting fee and all related cost (5 days 4 nights itinerary), flexible pick and drop service avail. 包含交通费住宿餐费会费及相关费用 (五天四日行程), 灵活上下车服务可用.
2	Tour leader	Pax	2	1	5	[illegible]	[illegible]	The experienced international tour leader (bilingual). Inclusive price incl travel, transportation, accomodation, meal, tour guide fee and speaking and translation with tour guide. 经验丰富的国际导游(双语). 包含费用包括交通, 住宿, 餐费, 导游费, 翻译费
3	[illegible]	Pax	2	1	5	[illegible]	[illegible]	Local pick and drop for airport receiving 机场接送
4	Shuttle bus	units	2	1	5	[illegible]	[illegible]	22 seats bus 10 day (from 8:00-18:00), including driver expenses, parking price.
5	Bus travel	units	2	4	5	[illegible]	[illegible]	Pick up/drop off Bus service, EUR 7 接送巴士服务, 每人每次
6	Port Drive Car rental (Garmath all)	units	2	7	5	[illegible]	[illegible]	SUV port drive car rental (GPS & Dell) SUV港口驾车租车
7	Site program 1	pax	2	11	1	[illegible]	[illegible]	Package price, incl. the tickets, tour guide, tea break & all related cost. 24 pax, e.g. BVI Tells (Chinese tour guide and interpreter)
8	Site program 2	pax	2	11	1	[illegible]	[illegible]	Package price, incl. the tickets, tour guide, tea break & all related cost. 24 pax, e.g. BVI Heaven
9	Site program 3	pax	2	11	1	[illegible]	[illegible]	Package price, incl. the tickets, tour guide, tea break & all related cost. 24 pax, e.g. BVI Plastic center
10	Golf package	pax	2	11	1	[illegible]	[illegible]	Include mini-van, golf cart, golf bag(球杆袋), golf ball, golf tee and etc.
11	Insurance 保险	pax	2	11	1	[illegible]	[illegible]	Insurance annual to 2024, including emergent rescue and overseas driving accident insurance. 紧急救援保险, 境外意外保险, 海外自驾车意外保险
12	Visa 签证费	pax	2	12	1	[illegible]	[illegible]	Visa application fee
13	Visa 签证费用	pax	1	12	1	[illegible]	[illegible]	Annual visa application 签证申请费, 年度签证费用
14	Driver License translation 翻译费用	pax	2	12	1	[illegible]	[illegible]	Driver License translation and certification 驾驶证翻译及认证费, 驾驶证认证
15	Travel Materials 旅行物品	unit	2	11	1	[illegible]	[illegible]	礼品袋, 雨具, 行李牌, 行程指南, 天堂袋, 行李, 旅行指南等 Travel materials, umbrella, paper bag, luggage, etc.
	Sub-total						[illegible]	

No.	Quantities	Unit	Number of time	Quantity/Time			Sum	Details / Comments
1	Meal	pax	2	11	1	[illegible]	[illegible]	Chinese Meal or Western Light Meal (including 1 soft drink) 中餐或西式简餐, 包含1杯饮料
2	Lunch	pax	2	11	5	[illegible]	[illegible]	Western Style with 4 course Meal (including 1 soft drink or 1 wine) 西式宴请午餐, 包含1杯软饮料或1杯酒水
3	Dinner	pax	2	12	4	[illegible]	[illegible]	Michelin Stared Restaurant or Stalier, Western Style (including 1 soft drink or 1 wine) 米其林一星级餐厅, 西式晚宴, 包含1杯软饮料或1杯酒水, 每人每餐
	Subtotal						[illegible]	
	Total						[illegible]	

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Project Name: 2023 [illegible] Dealer Training organization
Trade Fair/Fair: 2024-Feb, 2029
Quotation Date: 2024-02-01
Agency Name: DAGAI INTERNATIONAL [illegible] CO., LTD
Agency Address: [illegible]
Contact Date: [illegible]

A	Meeting Package 会议费用	4,252,800.00		
B	Indoor 室 室内活动费	110,000.00		
C	Training Facility Transportation 培训场地	110,000.00		
D	Car Transportation and Rental 车辆运输与租赁	150,000.00		
E	Set Up 搭建	776,750.00		
F	Registration 物料费用	403,912.93		
G	Travel 差旅	9,416,109.00		
H	Printing 设计印刷及物料	421,175.00		
I	人员	1,765,000.00		
J	Agency Fees 服务费	873,960.00		
	净值	19,293,178.93		
	Business Tax 税金	1,101,170.31		
	GRAND Total 两计 (Business Tax included)	19,494,349.24		

DETAILS

1	Shanghai 上海 option 1 (HEIN WITH Strategy)	20	12	45	315,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 上海之海[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Shanghai 上海 option 2 (HEIN WITH Strategy)	20	10	45	315,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 上海之海[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	[illegible] option 3 [illegible]	40	12	45	630,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 上海之海[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Shanghai 上海 option 4 (HEIN WITH Strategy)	40	10	45	252,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 上海之海[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Guangzhou 广州 option 5 (HEIN WITH Strategy)	40	10	45	210,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 广州[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	~~[illegible]~~ ~~Option 6~~ ~~[illegible]~~		40	46	[illegible]	~~5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day~~ ~~上海之海[illegible]酒店或同等级酒店五星级培训室。~~ ~~会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人~~ ~~[illegible]~~ 不含某日期
2	Beijing 北京 option 1 (严苛标准)	20	10	43	301,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 北京[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Shanghai 上海 option 2 (严苛标准)	20	12	43	360,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 上海之海[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
3	Zhengzhou 郑州 option 1 (严苛试验场)	50	13	16	63,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 郑州[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Zhengzhou 郑州 option 2 (严苛试验场)	50	13	16	63,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 郑州[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Chengdu 成都 option 3 (严苛试验场)	60	13	16	96,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 成都[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Chengdu 成都 option 4 (严苛试验场)	60	13	16	96,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 成都[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
4	Shenzhen 深圳 option 1 (智能手机测试)	85	13	20	210,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 深圳[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Shenzhen 深圳 option 2 (智能手机测试)	60	13	20	150,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 深圳[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
5	Nanjing 南京郊区 option 1 (智能机测试)	8	30	20	0.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 南京郊区同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Nanjing 南京郊区 option 2 (智能机测试)	8	20	5	0.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 南京郊区同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Nanjing 南京郊区 option 3 (智能机测试)	8	20	5	0.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 南京郊区同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Nanjing 南京郊区 option 4 (智能机测试)	8	20	5	0.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 南京郊区同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
6	Wuxi 无锡 option 1 (二手车测试)	30	13	20	[illegible]	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 无锡[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
7	[illegible] 北京 option 1 (新能源车/太阳能工程师)	20	[illegible]	[illegible]	135,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 北京[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Guangzhou 广州 option 2 (新能源车/太阳能工程师)	30	[illegible]	[illegible]	[illegible]	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 广州[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]
	Chengdu 成都 option 3 (新能源车/太阳能工程师)	15	20	45	225,000.00	5-star hotel training room (about 150 square meters), two tea breaks and buffet lunch per day 成都[illegible]酒店或同等级酒店五星级培训室。 会议室配[illegible]平米左右，每天两次茶歇一次自助午餐，免费提供，每天保证45人 [illegible]

6	[illegible]	[illegible]	15	55	[illegible]	[illegible]
1	[illegible]	150.00	80	15	[illegible]	[illegible]
	[illegible]	400.00	80	2	64,000.00	[illegible]
	[illegible]	200.00	80	7	32,000.00	[illegible]
	[illegible]	200.00	80	2	32,000.00	[illegible]
A. Meeting 会议					4,192,500.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	[illegible]	2,000.00	10	3	60,000.00	Farmark (Passing ?), B-Lady (Flying Sport), Mojlark Sold, To the e-ticket team [illegible]
B. Indoor F-1 赛区通车费 4辆车					180,000.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	transportation Building [illegible] Return [illegible]	500.00	100	1	50,000.00	10 Plastic wallet (A4 size), plastic and paper, 3 or 4 colour bills and spray glue. Transportation and installation included 10个文件袋尺寸(210×150，印刷纸，工业胶水，包括安装和卸货运输，无回收费用未来解决方案保护以防止损坏)
2	teaching all science 教学设备	10,000.00	5	1	50,000.00	在体育馆，是室内(长三十米)的，为期4日的活动合作，每室有50-200平方米 板 (1.5m×1.2m)，白板笔，卡纸，墨水，铅笔，白胶棒和剪刀，每个班级一张桌子
C. Training Facility Rental 教学场地					100,000.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	车辆租赁 (新能源轿车/电动车/摩托车/闪电) 进口自 Parsons, 美国 [illegible]	6,000.00	10	2	120,000.00	全天租用，含驾驶费用 [illegible]
2	车头	1,500.00	10	2	30,000.00	[illegible]
D. Car Rental 车辆租赁					150,000.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	Main [illegible] 主桌	5,000.00	10	1	100,000.00	In accordance with Table Type C1 [illegible]
2	Signage board 宣传牌	950.00	20	1	72,000.00	In accordance with Table Type C1 [illegible]
3	宣传单	10.00	8	700	112,000.00	[illegible]
4	医疗箱/紧急箱/卫生间/[illegible]	500.00	10	2	10,000.00	[illegible]
5	75" Hisense [illegible] Monitor 电视屏	600.00	25	2	30,000.00	[illegible]
6	话筒架	500.00	5	1	2,500.00	[illegible]
7	无线转播器	200.00	8	3	2,000.00	[illegible]
8	数字测量仪	200.00	4	1	1,000.00	[illegible]
9	功率放大器	200.00	5	1	1,000.00	[illegible]
10	音箱音响	200.00	5	1	1,000.00	[illegible]
11	高频电话发射器	200.00	8	2	2,000.00	[illegible]
12	高频电话手持话筒	200.00	8	3	2,000.00	[illegible]
13	高频无线发射器	200.00	6	1	1,000.00	[illegible]
14	指向天线	200.00	6	1	1,000.00	[illegible]
15	摄影灯具	100.00	6	1	500.00	[illegible]
16	印刷品安装人员	500.00	20	10	60,000.00	[illegible]
17	印刷品人员	500.00	5	1	2,500.00	[illegible]
18	印刷品运输费用	500.00	5	3	8,000.00	[illegible]
19	会议桌	50.00	200	8	80,000.00	[illegible]
20	椅子	10.00	200	30	60,000.00	[illegible]
21	transportation 运输费	100.00	10	6	6,000.00	[illegible]
22	Technician, Staff 人工费	100.00	40	2	8,000.00	
E. Set Up 搭建费用					420,000.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	Training Registration, score and Satisfaction Survey 参加赛事/注册/比赛/测评/问卷调查服务	1,000.00	[illegible]	1	5,000.00	[illegible]
2	全年公众责任保险和产品责任保险	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
3	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]
F. Registration 赛事报名					400,000.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	Hotel 酒店住宿（单间）	2,250.0	25	15	1,012,500.0	酒店住宿标准为，0元/晚（含早餐以内）
1	Hotel 酒店住宿（双人，老师和酒店人员陪同的双人间共用）	[illegible]	[illegible]	10	[illegible]	双人，老师和酒店人员，00元/人（含早餐以内） [illegible]
2	Air Ticket [illegible] 机票-北京-上海（国内，每人，老师和酒店人员陪同的单程往返）	1,450.0	24	1	[illegible]	Return Ticket to [illegible] 人民币[illegible]元单程，往返机票 单程为[illegible]元，[illegible]元单程，往返为[illegible]元单程（单程）
	Air Ticket [illegible] 机票-北京-上海（国内，每人，单程）	2,500.0	10	5	[illegible]	Return Ticket to [illegible] 北京-上海单程，往返的票 单程为[illegible]元，[illegible]，往返为[illegible]元单程（单程）
	Air Ticket [illegible] 机票-[illegible]（国外）（每人，老师和酒店人员陪同单程往返的票）	9,500.0	11	15	1,140,000.0	Return Ticket to [illegible] 北京-[illegible]单程票，往返机票，[illegible] 单程为[illegible]元，[illegible]元单程，往返为[illegible]元单程（单程）
	Air Ticket [illegible] 机票-[illegible]（国外）（单程）	[illegible]	21	3	[illegible]	Return Ticket to [illegible] [illegible] 单程为[illegible]元，[illegible]元单程，往返为[illegible]元单程
4	Taxi 国内交通费（每人单程）	200.00	23	10	50,000.00	每人，老师的交通费用：出租车、火车票等
5	Taxi 国内交通费（城市）	1,000.00	10	5	50,000.00	国内国内交通费用：出租车、火车票等，[illegible]元/天
	Taxi 国内（大连）交通费（每人，老师）	200.0	27	5	25,000.00	国内（大连）交通费用：出租车、火车票等
	Taxi 国内（[illegible]）交通费（城市）	400.0	50	5	100,000.00	国内国外（英国）交通费用：出租车、火车票等
6	工作人员住宿-国内住宿	300.00	13	8	31,200.00	工作人员国内住宿
7	工作人员住宿-国内午餐	100.00	11	8	8,800.00	工作人员国内午餐
8	工作人员住宿-晚餐	100.0	10	8	8,000.00	工作人员工作晚餐
C. Travel 差旅					3,416,100.00	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	设计图纸设计	29.0	50	20	29,000.00	Pilot training hours to Car trainees of all trainees 为所有学员本次培训，所有学员每月的，250元/月的驾驶费
2	电子教材设计	100.0	100	1	10,000.0	
3	人员费用	5.0	100	30	15,000.0	300元/月/人员的印刷
4	学员二维码印刷	5.0	10	2	[illegible]	250元/月印刷费用
5	学员证制	30.0	5	2	300.0	印刷色彩印刷
6	手机支架制	25.0	5	1	125.0	30人下的支架制
7	手册	10.0	100	3	3,000.00	红布芯，图形，特图纸，长度为8米，200张/册
8	笔记	5.0	100	3	1,500.0	每册笔记本准备
9	毛巾和印刷	12.0	100	5	6,000.00	150g/张
10	其他杂项费	7.0	100	30	6,000.00	
11	导光笔	2.0	100	30	6,000.0	蓝色/黑色/红色，3月每月10支笔
12	纸张	8.0	100	5	2,500.0	每周每1盒准备
13	纸张印刷	10.0	55	6	2,100.00	100×100，每月印刷1盒
14	纸质证书	42.0	18	6	15,000.0	50×50，每月印刷证书
15	印刷纸	10.0	30	7	700.0	300张/盒 每周纸质印刷准备
16	三用表试验	300.0	5	2	3,000.0	试验表试验用的设备
17	分贝仪	300.0	5	5	7,500.0	试验噪声所需要的设备的分贝
18	试用试驾手持设备	30.0	13	20	9,000.0	老师使用手持设备测量的[illegible]
19	试用试驾纸张	5.0	15	21	1,575.0	纸张印刷，4张/册
20	培训教材	13.0	100	15	13,000.00	50×150，250册印刷费用
21	纸质手册	10.0	50	25	12,500.0	纸张A5尺寸，250册印刷费用
22	试用证书	30.0	5	150	22,500.0	纸张设定为[illegible]，550g 双面印刷，[illegible]，用于试用的证书
23	大型数据记录仪	20.0	5	10	1,000.0	550×450×[illegible]mm/台，高精度数据记录，用于试用的设备
24	小型数据记录仪	20.0	5	30	2,500.0	300×550×[illegible]mm/台，高精度数据记录，用于试用的设备
25	点检记录方法	[illegible]	[illegible]	[illegible]	[illegible]	纸张 [illegible]×450，[illegible]，用于试用的设备
26	手册	5.0	3	100	1,500.0	专用[illegible]手册
27	Shuttle 专用车	100.0	10	2	2,000.0	国际-试用场地-[illegible]，[illegible]，[illegible]，[illegible]。
28	[illegible]	100.0	40	3	12,000.0	国际-国际-试用场地-[illegible]，[illegible]，[illegible]，[illegible]。
29	点检记录表格[illegible]	150.0	20	1	3,000.0	[illegible]
5. Printing [illegible]					[illegible]	

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	[illegible]	[illegible]	150	3	[illegible]	[illegible]	[illegible]
1	技术和项目人员（不含技术	[illegible]	25	2	[illegible]	[illegible]	[illegible]
2	四日费	[illegible]	25	3	[illegible]	[illegible]	[illegible]
3	医疗费用	[illegible]	25	4	[illegible]	[illegible]	[illegible]
4	住宿费	[illegible]	25	3	[illegible]	[illegible]	[illegible]
5	设备租赁	[illegible]	25	3	[illegible]	[illegible]	[illegible]
6	发展	[illegible]	25	4	[illegible]	[illegible]	[illegible]
7	劳务派遣（设计、发展）	[illegible]	25	8	[illegible]	[illegible]	[illegible]
8	劳务派遣（测试）	[illegible]	25	5	[illegible]	[illegible]	[illegible]
I. 人员					1,765,000.00		
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	客户管理（业务习惯）	[illegible]	1	63	[illegible]	[illegible]	
J. Agency Fees 服务费用					873,960.99		
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	Business Tax 税金	10,353,170.83	1	65	2,101,190.73	[illegible]	
K. Business Tax 税金					2,101,190.73		

10353170.83

Basic information and cost overview

Project	BMW CN MICE Agency 2024-2029
Company	[illegible] INTERNATIONAL R.L.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.7
Quotation Version	02
Contact	
Name	LAS
Surname	[illegible]
Position	Account Director
Mobile	13[illegible]
Fixed line	
Email	[illegible]

Clustering in T-shirt Sizes	Each project name	Quoted Price	Quantities for 5 years	Total Price	Number of participants	Cost per person	Clustering in T-shirt Sizes (XS, S/per, S)	Total Person in 5 years	price per Person in 5	
XS1	[illegible]	68,770.00	20	1,775,400.00	45	7,219.25	XS	[illegible]	7219.25	80000
XS2	[illegible]	226,017.50	15	3,391,102.50	30	7,533.92	XS	[illegible]	7535.91667	150000
XS3	[illegible]	213,740.00	20	4,474,600.00	30	7,458.00	XS	[illegible]	7458	100000
XS4	[illegible]	223,025.00	15	3,343,375.00	20	11,151.25	XS	[illegible]	11151.25	
S1	[illegible]	102,460.00	10	1,023,500.00	100	1,028.50	S	[illegible]	1028.5	90000
S2	[illegible]	199,304.40	5	996,522.01	240	830.44	S	[illegible]	830.43500833	200000
S3	[illegible]	53,955.00	5	269,775.00	240	224.81	S	[illegible]	224.8125	50000
	Total Net			¥15,281,534.51						
	BBA 56% in net			¥8,557,659.33						
	NSC 44% in net			¥6,723,875.18						
	VAT (6%) in			¥916,892.07						
	Gross Total			¥16,198,426.58						
	BBA 56% in gross			¥9,071,118.89						
	NSC 44% in gross			¥7,127,307.70						

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

Department	Project	
CS CN V/BS V	Regional Dealer Planner Workshop	1
	New Dealer Training	1
	Sales Programs design and [illegible]	1
	Dealer Management Workshop	1
	Local SMA Product Bridged Operations	1
	2024 BMW M Collection Product Off-Site	1
CS CN S	GEL Workshop	1

人数	以销商40人，会议组织者10人
场地要求	容纳50人的班宴会议场地，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	无住宿需求
交通要求	无交通需求

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	3,000.00	
B	Accomodation 住宿	0.00	
C	Food & Beverage 餐饮	18,100.00	
D	Meeting 会议	45,000.00	
E	Others 其他	14,500.00	
F	Service Charge 服务费	8,070.00	
	Total共计(Business Tax excluded)	88,770.00	
G	NSC (22%)	19529.40	
	HBA (78%)	69213.60	
	VAT 税费	5326.20	
	GRAND Total共计(Business Tax incl	94,096.20	

DETAILS 费用明细

Item Number	Item 项目	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	90%各地交通				0.00	预估费用： 交通方式根据客户所有在地资源选择飞机、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座考斯特：选择-机场接送，2辆2趟，以实际结算为准
3	本地交通	1,500.00	2	1	3,000.00	预估费用（参观交通）： 参观工厂或VDC的往返费用，以实际结算为准
Total 总计					3,000.00	

Item Number	Item 项目	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	大保房-上海	900.00	40	0	0.00	单人单房，以宝马在当地协议酒店为标准和参考
Total 总计					0.00	

Item Number	Item 项目	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	午餐	196.00	50	0	0.00	
2	晚餐-抵达日晚餐	150.00	50	1	7,500.00	预估费用，以实际结算为准
3	晚餐-workshop当日晚宴	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	
Total 总计					18,500.00	

Item Number	Item 项目	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	会议包价	900.00	50	1	45,000.00	预估五星级酒店报价，含场地费、设施租用费、50人两次午餐、三次茶歇
Total 总计					45,000.00	

Item Number	Item 项目	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	签到背景板	5,000.00	1	1	5,000.00	大小40寸按实际情况，符合宝马标准
2	指示牌	400.00	3	1	1,200.00	大小NC寸按实际情况，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	450	1	1	450.00	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	培训用彩色卡纸
7	纸板	30	5	1	150.00	培训用DM纸板
8	马克笔+易贴便签	10.00			0.00	如有
9	外围桌椅	3,000.00			0.00	如有
10	晚宴用酒水	2,000.00		1	2,000.00	
11	货物运输+人工	1,500.00		1	1,500.00	预估费用： 进场撤场2次 4人工 进场场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 实报实销
13	会务支持	1,000.00	1	3	1,000.00	预估费用 以实际结算为准
Total 总计					15,350.00	

1	税务月	8,070.00	1	1	8,070.00	
合计					[illegible]	

1	税月	5,328.20	1	1	5,328.20	
合计					[illegible]	

人数	经销商30人，会议相关者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次茶歇、1次午餐和1次晚宴
住宿要求	宝马标准住宿
交通需求	旅途机及市内交通费用

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	22,000.00	
B	Accomodation 住宿	51,000.00	
C	Food & Beverage 餐饮	19,500.00	
D	Meeting 会议	45,000.00	
E	Others 其他	43,900.00	
F	Service Charge 服务费	20,310.00	
	Total Tariff (Business Tax included)	[illegible]	
G	BSC (22%)	13622.80	
	BBA (18%)	174517.20	
	VAT 税费	13123.40	
	GRAND Total 共计 (Business Tax incl	237,123.40	

DETAILS 费用明细

1	国内各地交通	1,100.00	20	2	44,000.00	预估费用： 交通方式根据客户所在地及酒店距飞机、高铁等交通方式/住宿，以实际结算为准
2	本地往返机	1,000.00	2	2	4,000.00	预估费用： 19座考斯特；酒店-机场往返接送，2趟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	大环秀-上海	960.00	50	2	54,000.00	单人单房，以宝马在当地协议酒店为标准报销

1	午餐	196.00	50	0	0.00	
2	晚餐-抵达日晚餐	150.00	50	1	7,500.00	预估费用，以实际结算为准 (KOL人数30+陪同者人数20)
3	晚餐-workshop当日晚宴	220.00	50	1	11,000.00	预估费用，以实际结算为准 (KOL人数30+陪同者人数20)
4	茶歇	89.00	50	0	0.00	

1	会议包价	900.00	50	1	45,000.00	预估五星级酒店报价，含50人的一次午餐，两次茶歇，以及场地费用，现场所有/投影等

1	签到背景板	5,000.00	1	1	5,000.00	4m*3m，木质结构喷绘，符合宝马标准
2	指示牌	300.00	3	1	900.00	0.8m*2m，木质结构喷绘，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	鲜花花	300	1	1	300.00	Table flower 鲜花花，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&胶带&剪刀等	10.00	5	1	50.00	标准
9	外围桌椅	0.00			0.00	如有
10	晚宴桌椅	0.00			0.00	如有
11	搭建运输-人工	2,500.00	1	1	2,500.00	预估费用： 进场撤场2次 4人工 进撤场2次
12	工作人员交通+住宿	2,000.00	1	1	2,000.00	预估费用： 工作人员机票+住宿 实报实销
13	杂项支出	600.00	1	3	2,400.00	预估费用 以实际结算为准

1	服务费	20,310.00	1	1	20,310.00	

1	RR			1	[illegible]	

人数	经销商30人，会议组织者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次茶歇，1次午餐和1次晚宴
住宿要求	宝马标准住宿
交通需求	机场机及市内交通费用，可能存在往返会议场地和其他场地的接送需求
特别说明	期待对象为经销商投资人/B经理/销售精英，根据标准需要展示GMI品牌的调性，场地选择不限于传统的五星级酒店，会议也可能与后续的试驾体验等活动结合

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	72,000.00	
B	Accomodation 住宿	50,000.00	
C	Food & Beverage 餐饮	18,500.00	
D	Meeting 会议	45,000.00	
E	Others 其他	10,250.00	
F	Service Charge 服务费	30,275.00	
	Total 合计(Business Tax excluded)	[illegible]	
	NSC (27%)	45035.50	
	BSA (18%)	175955.50	
G	VAT 税费	13391.50	
	GRAND Total 合计(Business Tax Incl	[illegible]	

DETAILS 费用明细

1	区域各地交通	1,100.00	30	2	66,000.00	预估费用： 交通方式根据客户所在地灵活选择飞机、高铁等交通方式(往返)，以实际结算为准
2	本地接送机	1,150.00	2	2	4,600.00	预估费用： 19座考斯特：酒店-机场往返接送，2辆2趟，针对触到的经销商需要提前的场接送，以实际结算为准
3	本地交通	2,500.00	1	1	2,000.00	预估费用： 当地参会客户出租车费用，以实际结算为准

1	大床房-上海	900.00	30	2	51,000.00	单人单房，以宝马在当地的酒店为标准和参考

1	午餐	160.00	50	0	0.00	
2	晚餐-接送日前餐	150.00	50	1	7,500.00	预估费用，以实际结算为准 (KOL人数30+销售人数20)
3	晚餐-workshop当日晚宴	220.00	50	1	11,000.00	预估费用，以实际结算为准 (KOL人数30+销售人数20)
4	茶歇	85.00	50	0	0.00	

1	会议包厅	900.00	50	1	45,000.00	预估五星级酒店报价，含50人内一次午餐，两次茶歇，以及场地费用，投影屏幕/投影等

1	多列伸展板	5,000.00	1	1	5,000.00	4m*3m，木结构搭建，符合宝马标准
2	指示牌	300.00	3	1	900.00	0.8m*2m，木结构搭建，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	鲜花花	300	1	1	300.00	Table flower 鲜花花，符合宝马标准
5	会议日程	10	50	1	500.00	A4彩色单面/双面打印，会议手册
6	卡纸	10	5	1	50.00	培训用彩色卡纸
7	胶带	[illegible]		1	150.00	培训用3M胶带
8	马克笔/荧光笔/便签等	10.00	5	1	50.00	标准
9	外围桌椅	3,000.00			0.00	免费
10	晚宴用酒水	2,000.00			0.00	免费
11	搭建运输-人工	2,000.00		1	2,000.00	预估费用： 道具搭场2次 4人工 拆撤场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 实报实销
13	业务支持	600.00	1	3	1,800.00	预估费用 以实际结算为准

1	帐务费	20,275.0	1	1	20,275.0	

1	R费	13,581.50	1	1	13,581.50	

人数	接待约150人，会议组织者20人
场地要求	容纳150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	工作餐需求
交通需求	无交通需求

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	3,000.00	
B	Accomodation 住宿	0.00	
C	Food & Beverage 餐饮	0.00	
D	Meeting 会议	78,000.00	
E	Others 其他	12,500.00	
F	Service Charge 服务费	9,350.00	
	Total预计(Business Tax included)	[illegible]	
G	ISC (22%)	22622.00	
	BBA (18%)	18623.00	
	VAT 税费	6171.00	
	GRAND Total预计(Business Tax incl	109,021.00	

DETAILS 费用明细

1	100 各地交通			2	0.00	预估费用：交通方式根据客户所在地灵活选择飞机、高铁等交通方式，以实际结算为准
2	本地区通勤			2	0.00	预估费用：50欧考斯特；酒店-机场往返，2辆2趟，以实际结算为准
3	本地交通	1,000.00	3	1	3,000.00	预估费用 参照工厂或VDC的交通费用，以实际结算为准

1	大连湾-上海			2	0.00	单人单房，以宝马在当地协议酒店为标准和参考

1	午餐				0.00	
2	晚餐-低选日晚餐	150.00	120	0	0.00	预估费用 以实际结算为准
3	晚餐-workshop当日晚宴	220.00	120	0	0.00	预估费用 以实际结算为准
4	茶歇				0.00	

1	会议包价	650.00	120	1	78,000.00	预估五星级酒店报价，含场地费、设备租用、住宿房、120人的两次午茶，三次茶歇

1	签到台桌椅	5,000.00	1	1	5,000.00	大小和材质按照实际情况，符合宝马标准
2	指示牌	300.00	3	1	900.00	大小和材质按照实际情况，符合宝马标准
3	桌牌	5	120	1	600.00	A4三折桌卡，250克哑粉纸 21*29.7CM
4	鲜花	300	1	1	300.00	Table flower 鲜花，符合宝马标准
5	会议日程	10	120	1	1,200.00	A4彩色单面打印
6	卡纸	10	5	1	50.00	培训用彩色卡纸
7	胶水	30	5	1	150.00	培训用3M胶水
8	马克笔A4纸夹板等	[illegible]			0.00	如有
9	外围全图	[illegible]			0.00	如有
10	晚宴用酒水	[illegible]			0.00	如有
11	搭建运输-人工	1,000.00	1	1	1,000.00	预估费用：进场撤场2次 4人工 搭建场2次
12	工作人员交通+住宿	[illegible]	[illegible]	1	1,500.00	预估费用：工作人员机票+住宿 实际实销
13	业务支出	[illegible]		3	1,600.00	预估费用 以实际结算为准

1	取务台	9,350.00	1	1	9,350.00	
1	投箱		1	1	6,171.00	

人数	预期线会议组织者共240人
场地要求	容纳240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次茶歇，1次午餐和1次晚宴
住宿要求	无住宿需求
交通需求	从酒店到指定场地（如工厂）的交通、
特别说明	2024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，参观的地点为陕西工厂，需要考虑工厂与酒店的距离和交通安排

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	6,000.00	
B	Accommodation 住宿	0.00	
C	Food & Beverage 餐饮	0.00	
D	Meeting 会议	156,000.00	
E	Others 其他	19,165.62	
F	Service Charge 服务费	18,118.05	
	Total合计(Business Tax excluded)	[illegible]	
	BSC (22%)	43346.97	
	BBA (75%)	157157.45	
G	VAT 税费	11578.20	
	GRAND Total合计(Business Tax incl	211,282.67	

DETAILS 费用明细

1	区域各地交通			2	0.00	预估费用: 交通方式根据客户所青在地是否选择飞机、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度考斯特，酒店-机场往返，3趟2地，以实际结算为
3	本地交通	1,000.00	6	1	6,000.00	预估费用: 住宿酒店和场地的shuttle bus，以实际结算为准

1	大连明-上海			2	0.00	单人单房，以宝马在当地协议酒店为标准和参考

1	午餐				0.00	
2	晚餐-欢迎日晚餐	150.00	240	0	0.00	预估费用 以实际结算为准
3	晚餐-workshop当日晚宴	220.00	240	0	0.00	预估费用 以实际结算为准
4	午歇				0.00	

1	会议包价	650.00	240	1	156,000.00	预估五星级酒店报价，含场地费、设备租用费，240人内1次午餐，2次茶歇

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	6	240	4	5,760.00	A4三折桌卡，250克铜版纸 21*29.7CM
4	桌鲜花	300	1	1	300.00	Table flower 写真花，符合宝马标准
5	会议日程	10	240	1	2,400.00	A4彩色单面打印
6	卡纸	10	5	1	50.00	培训用彩色卡纸
7	笔记	30	5	1	150.00	培训用3M便签
8	马克笔/白板笔等	10.00		1	0.00	如有
9	外摆桌椅	3,000.00			0.00	如有
10	晚宴用酒水	1,000.00			0.00	如有
11	搭建运输+人工	625.62	1	1	625.62	预估费用: 搭建撤场2次 4人工 进出场2次
12	工作人员交通+住宿	2,000.00	1	1	2,000.00	预估费用: 工作人员机票+住宿 实际实销
13	会务支出	600.00	1	3	1,800.00	预估费用 以实际结算为准

1	保洁费	18,116.59	1	1	18,116.59	

1	风费	11,959.26	1	1	11,959.26	

人数

场地要求

餐饮要求

住宿要求

交通需求

特别说明　online线上会议形式

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	0.00	
B	Accomodation 住宿	0.00	
C	Food & Beverage 餐饮	0.00	
D	Meeting 会议	40,000.00	
E	Others 其他	9,050.00	
F	Service Charge 服务费	4,905.00	
	Total小计(Business Tax excluded)	[illegible]	
	ASC (2%)	11870.10	
	BSA (7%)	42084.50	
G	VAT 税费	5207.50	
	GRAND Total小计(Business Tax incl	67,192.50	

DETAILS 费用明细

1	MICE各地交通				0.00	预估费用: 交通方式根据客户所在地灵活选择飞机、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: 50度考斯特：酒店-机场往返，2次2趟 以实际结算为
3	本地交通				0.00	预估费用: 当地参会客户出租车费用 以实际结算为准

1	大床房-上海				0.00	单人单房，以宝马在当地协议酒店为标准和参考

1	午餐				0.00	
2	晚餐-欢迎日晚餐				0.00	预估费用 以实际结算为准
2	晚餐-workshop当日晚宴				0.00	预估费用 以实际结算为准
3	茶歇				0.00	

1	会议包价	40,000.00	1	1	40,000.00	包含线上会议的软件费用

1	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			0.00	0.8m*2m，木结构喷绘，符合宝马标准
3	桌牌	10			0.00	A4三折桌卡，250克铜版纸 21*29.7CM
4	鲜花花	450	1	1	450.00	Table flower 鲜花花，符合宝马标准
5	会议日程	10			0.00	A4彩色单面打印
6	卡纸	10			0.00	培训用彩色卡纸
7	喷板	30			0.00	培训用KM喷板
8	马克笔(粗细)铅笔等	10.00			0.00	
9	外借桌椅	3,000.00			0.00	
10	晚宴用酒水	4,000.00			0.00	
11	搭建运输+人工	1,500.00	1	1	1,500.00	预估费用: 进场撤场2次 4人工 进撤场2次
12	工作人员交通+住宿	1,000.00	1	1	1,500.00	预估费用: 工作人员机票+住宿 实报实销
13	商务支持	600.00	1	1	600.00	预估费用 以实际结算为准

1	日务R	4,595.00	1	1	4,595.00	
1	日务	3,291.30	1	1	3,291.30	

Basic Information and cost overview	
Project	BMW CN MICE Agency 2024-2029
Company	COMFORT INTERNATIONAL M I C E SERVICE
Quotation Date	2021.2.7
Quotation Version	D1
Contact	
Name	LAN
Surname	ZHONG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhongl@comfort.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)
XS1	[illegible]		5	745,000.00	25	XS
S1	[illegible]	190,720.00	5	953,600.00	60	S
S2	[illegible]		5	3,022,200.00	150	S
XL1	[illegible]	1,032,999.80	5	5,164,999.00	700	XL
	Total Net			¥9,885,799.00		
	[illegible]			¥7,710,923.22		
	[illegible]			¥2,174,876.78		
	VAT (6%) **			¥593,147.94		
	Gross Total			¥10,478,946.94		
	[illegible]			¥8,173,578.61		
	[illegible]			¥2,305,368.33		

DETAILS 服务范围	(Included in meeting package unit price 所有服务报价包括服务费都含在会议打包价内)		Meeting 1	Meeting 2
1	On Site Coordinator 现场协调人员	Onsite coordination & control & support. Transportation, commendation and meals are included 工作人员需项目负责人到现场活动支持，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，摄像，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 working 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
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 酒店内自助午餐，餐厅用餐；	1 time	1 time
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	200m² meeting room 200m²会议室	700 m² ball room 700m² 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 会场场地	Meeting room layout should get pre-confirmation 会议室场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 高清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 背板尺寸的高清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 高清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	BMW 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 笔记本电脑用于投屏演示	1	1
10	演讲桌	BMW 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，并提前投到开会场地	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 amplifier equipment 需要高音质外放设备，	N	Y
14	Guiding Board 指引牌	BMW 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	BMW 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	BMW CI, 0.8m*3m 需符合宝马CI，烤漆异形，0.8*3米	Y	Y
17	Badge 参会人员胸卡	BMW CI 需符合宝马CI，打印名字、经销商名称；触摸感应印LOGO	N	Y
18	Registratable Flowers 签到台和演讲台桌花	BMW 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	BMW 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 700 XS1852 Service Scop 现场支持，之后提供编辑好的PPT文件	N	Y
1	Gift 礼品	Provide a list of commercial gift, e.g. u disk, charger, earphone, driving license bag etc., which fit with 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总点，并将培训剩余的礼品寄回宝马北京办公室。	N	Y
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 RSVP 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 会议通知短信通知	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.
*Attenders number is depend on actual registration and unexpected matter occurs.

Both in BN & 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 the description in next page) 会议（具体服务内容请参见下页描述）	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
		[redacted]			
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 5years	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	5,037	¥600.00	
	总计:	¥3,767,200.00			

Bath in IN & OF

[illegible]

[illegible]

[illegible]

ISI DD Project 3
Retail Standards Project KO and Auditor Training MICE agency
零售标准项目启动会和审核员培训

							¥436,600.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	5	1	2	¥2,000.00	¥20,000	根据需求填写
I A 2	Creative Director	pax/day	5	1	2	¥2,000.00	¥20,000	根据需求填写
I A	Sub-Total Agency Fees (Preparation)						¥40,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	6	1	1	¥800	¥4,800.00	根据需求填写
I B 2	Project Manager	pax/day	6	1	1	¥800	¥4,800.00	Onsite coordination & control & support. Transportation, accomodation and meals are included 工作人员1人： 需项目负责人现场活动支持，提供签到台往返和签到单保管，入场人员控制，发放礼品券和礼品券券，摄像，投影仪投影技术支持，以及其它现场支持，包含人员交通（市域内交通及当地交通费用），住宿，餐饮，
I B	Sub-Total Agency Fees (On site)						¥10,800.00	
I	Total Agency Fees						¥[illegible]	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Crew Flights for event (Economy class) I	Round trip	6	1	1	¥1,500.00	¥9,000.00	根据需求填写
II A2	Agency Staff Accomodation I	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 Onsite Event						¥16,200.00	
II	Total Travel & Accomodation						¥16,200.00	

	Materials & Operations							
	Materials	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	
III B 1	Flower	unit	6	2	1	¥450.00	¥5,400.00	Registratable Flowers 签到台和演讲台桌花
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，培训材料摆放
III B 3	Material Transportation	unit	6	1	1	¥500.00	¥3,000.00	每场物料运输运费预估，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，并提前放到开会场所。
III B 4	Onsite WiFi & power supply 现场wifi和场所电源提供	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300M以上速度
III B	Sub-Total Materials						¥11,400.00	
III	Total Materials & Operations						¥[illegible]	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Venue会场	Unite	6	1	2	¥15,000	¥180,000.00	Capital city,International 5 Star Hotel 省会城市或直辖市国际五星级酒店 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，凯宾斯基，万豪，凯悦，文华东方，香格里拉 200m² meeting room 200m²会议室 Meeting room layout should get pre-confirmation 会议室场局需要事先获得客户确认，布置需符合客户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：参考报价模板，以实际人数为准
IV A 2	Tea Break 茶歇	pax	12	25	2	¥68	¥10,800.00	全天上下午两次茶歇： 咖啡、红茶从早8:30开始全天供应；点心4-5种，时令水果；需要客户元素布置；茶歇区域在会场外部
IV A 3	Lunch 午餐	Unite	6	25	2	¥189	¥59,400.00	In one restaurant of the meeting hotel 酒店内自助午餐，餐厅用餐；
IV A	Subtotal						¥250,200.00	
IV	Total Hospitality						¥260,200.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in CN and EN
V A 1	Guiding Board 指引牌	unit	0	2	1	¥900	¥10,800.00	550 CI, 0.85*2m 高铁台宽马CI，木质结构，0.85*2米
V A 2	Registration desk/ List 签到桌和签到单		0	1	1	¥2,000	¥20,000.00	600 CI, 0.85*2m 高铁台宽马CI，桁架异形，0.85*3米
V A 3	演讲桌		0	1	1	¥2,000	¥12,000.00	600 CI 高铁台宽马CI
V A 4	运输		0	1	2	¥1,000	¥12,000.00	
V A 5	Manpower for setup working staff 场地搭建人员		0			¥500	¥0.00	按需求填写 Set up before the event (not needed during event) 真有事情搭建（当天不用在场）
V A	Subtotal Setup/ Construction						¥70,800.00	
V	Total Setup / Construction						¥70,800.00	
VI	AV							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VI 1	投影设备	unit	0	1	2	¥0	¥0.00	
VI 2	真彩麦克	unit	0	1	2	¥0	¥0.00	At least 2 wifi mic 至少2个无线麦克风
VI 3	笔记本电脑		0	1	2	¥600	¥7,200.00	Laptop for presentation 笔记本电脑用于投屏演示，每场一台
VI A	Subtotal AV						¥7,200.00	
VI	Total 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 fixed yet. *Attendees number is depend on actual registration and unexpected matter occurs.							

Project Name / City / Number of participants: 2nd Dealer Group CFO Workshop_Lijiang/Sheryang_60 caps

	Total						¥190,720.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	2	4	¥1,000.00	¥8,000.00	根据活动需求安排
I A 2	Creative Director	pax/day	1	2	5	¥1,000.00	¥10,000.00	根据活动需求安排
I A	Sub-Total Agency Fees (Preparation)						¥18,000.00	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	2	3	¥500.00	¥3,000.00	根据活动需求安排
I B 2	Project Manager	pax/day	1	2	3	¥500.00	¥3,000.00	根据活动需求安排
I B 3	Pick up staff	pax/day	4	1	1	¥500.00	¥2000.00	根据活动需求安排
I B	Sub-Total Agency Fees (On site)						¥7,000.00	
I	Total Agency Fees						¥25,000.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket. all related expense, provide list of participants
II A1	Over flights for event (Economy class)	Round trip	1	1	2	¥1,000.00	¥2,000.00	根据活动需求安排
II A2	Agency Staff Accomodation II	Pax/Night	1	2	3	¥500.00	¥3,000.00	当地住宿
II A3	Agency Staff working on site traffic	unit	1	1	2	¥100.00	¥200.00	支持人员交通
II A	Sub-Total Onsite Event						¥5,200.00	
II	Total Travel & Accomodation						¥5,200.00	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Logistics							
III A 1	Reception for VIP	unit	2	3	1	¥150	¥900.00	VIP接送机服务 帕萨特四驱轿车机场接送单程
III A 2	Staff local car usage	unit	2	10	1	¥150	¥3,000.00	当地公务用车 帕萨特四驱轿车机场接送单程
III A	Sub-Total Logistics						¥3,900.00	
	Materials					Unit price		
III B 1	Flower	unit	1	2	[redacted]	¥250.00	¥500.00	Table flower 桌到台花 圆台花符合宝马标准
III B 2	Mic cover	unit	1	4	[redacted]	¥50.00	¥200.00	Mic cover 麦克风罩
III B 3	RSVP	unit	1	1	[redacted]	¥4,000.00	¥4,000.00	报名/系统信息收集、提供打印机、四张入住信息确认、二维码签到、实现呈现云号
III B 4	Roll Coupon 餐卡	unit	1	60	[redacted]	¥5.00	¥300.00	Lunch coupon午餐餐券
III B 5	Meeting agenda 会议议程	unit	1	0	[redacted]	¥15.00	¥0.00	digital print, 250g special paper数码打印, 250g特种纸
III B 6	Table card	unit	1	0	[redacted]	¥15.00	¥0.00	300g coated paper, 300g铜版纸,
III B 7	Lake 湖区	unit	1	60	[redacted]	¥19.00	¥2,400.00	Badges 按参会证卡规 PVC CL,区分颜色和分销商
III B 8	奖项	unit	1	0	[redacted]	¥300.00	¥0.00	抽奖奖项
III B 9	AV design	unit	1	0	[redacted]	¥1,000.00	¥0.00	场景设计包括主创设计方案图
III B	Sub-Total Materials						¥7,600.00	
III	Total Logistics & Operations						¥11,700.00	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Venue rental event date(s)	pax	1	1	1	¥5,000.00	¥5,000.00	打一天的使用费用预估
IV A 2	Venue rental event date(s)	pax	1	1	1	¥15,000.00	¥15,000.00	CFO Meeting 6/pax CFO研讨会 60人参考 200平 全天使用 预估费用, 以实际结算
IV A 3	Venue rental event date(s)	pax	1	1	1	¥5,000.00	¥5,000.00	第二天研讨会或参观工厂, 预估费用, 以实际结算
IV A 4	Tea Break	pax	2	60	2	¥48.00	¥11,520.00	茶歇费用, 预估费用, 以实际结算
IV A 5	Lunch	pax	3	60	1	¥128.00	¥23,040.00	DAY1 午餐, DAY2午餐预估
IV A 6	Dinner	pax	1	60	1	¥200.00	¥12,000.00	晚餐预估
IV A 7	Dinner wine	pax		6	1	¥700.00	¥4,200.00	每桌2瓶红酒预估每瓶150元/预估
IV A	Subtotal						¥75,760.00	
IV	Total Hospitality						¥75,760.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	Direction Board指示牌	unit	[redacted]	[redacted]	[redacted]	¥100.00	¥1,600.00	0.8x3m, 木结构喷绘, 符合宝马标准
V A 2	Backboard背景板	unit	[redacted]	[redacted]	[redacted]	¥350.00	¥5,600.00	5x3m, 木结构喷绘, 符合宝马标准
V A 3	Main stage舞台	unit	[redacted]	[redacted]	[redacted]	¥350.00	¥350.00	舞台
V A 9	Bar carpet地毯	sqm	[redacted]	[redacted]	[redacted]	¥25.00	¥1,750.00	酒吧色织地毯-定制
VI A2	运输/搬运	unit	[redacted]	[redacted]	[redacted]	¥2,000.00	¥4,000.00	包括搬运、卸货的运输
VI A3	舞台搭建人工	unit	[redacted]	[redacted]	[redacted]	¥200.00	¥4,800.00	根据需求安排特别搭建人工
V A	Subtotal Setup/ Construction						¥18,150.00	
V	Total Setup / Construction						¥18,150.00	

VI	AV							
A	AV	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VI A1	LED	unit	[redacted]			[redacted]	¥11,000.00	P2 LED 屏(尺寸5.76米，192*144)及控制软件
VI A2	Video console V4 视频控台V4	unit	[redacted]			¥1,000.00	¥2,000.00	
VI A3	电视机切换	unit	[redacted]			[redacted]	¥2,100.00	
VI A4	MacBook pro苹果笔记本电脑		[redacted]			[redacted]	¥2,400.00	
VI A5	LED运输及移进	unit	[redacted]			¥2,000.00	¥4,000.00	包含往返，场地内运输
VI A6	LED搭建人工	unit	[redacted]			[redacted]	[redacted]	包含往返，场地内运输，含未搭建的人工
VI A	Subtotal						¥29,600.00	
B	音响							
	Wireless hand-set mic无线手持麦	unit	[redacted]			¥350.00	¥1,200.00	
	Full frequency line array speaker 满频线阵音箱	unit	[redacted]			¥300.00	¥2,400.00	
	Low frequency line array speaker 低频线阵音箱	unit	[redacted]			¥300.00	¥2,400.00	
	Back to listen speaker 返送音箱	unit	[redacted]			¥300.00	¥1,200.00	
	Sound console 音响控制台	unit	[redacted]			¥1,500.00	¥3,000.00	
	The power amplifier 功放	unit	[redacted]			¥300.00	¥1,200.00	
	SOKE CUSSF OFF 上海圣欧士佳公司	unit	[redacted]			¥300.00	¥600.00	
VI A	Subtotal						¥12,000.00	
C	灯光							
	LED PAR LED Par灯	unit	0	0	0	[illegible]	¥0	空间不足不装
	Lighting console 灯光控制台	unit	0	0	0	[illegible]	¥0	
	ISISS 标架	unit	0	0	0	[illegible]	¥0	
VI C	Subtotal						¥0.00	
VI	Total AV						¥41,600.00	
	Photo & Video							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	
	Photo &Video crew							
VII 1	Photo crew	half day/one crew	[redacted]			¥3,500.00	¥3,500.00	1 photo, based on standard requirements, including equipment 云摄影，含设备
VII 2	Video cut/design	half day	[redacted]			¥9,000.00	¥9,000.00	按需进行视频设计，活动剪辑 10分钟内 EVO CUT风格
VII A	Subtotal Photo &Video crew						¥12,500.00	
VII	Total Photo & Video						¥12,500.00	

S2 -GD Project 4
National Dealer Training MICE agency
全国经销商培训

			659			费用总计/年	¥648,790.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	5	1	¥1,500.00	¥30,000	根据需求填写
I A 2	Creative Director	pax/day	1	5	1	¥1,500.00	¥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	pax/day	6	1	1	¥700	¥3,570.00	根据需求填写
I B 2	Project Manager	pax/day	6	2	2	¥700	¥11,400.00	onsite coordination & control & support, transportation, accomodation and meals are included 工作人员2人， 此项目负责人到现场活动支持，提供签到台注册和签到单保管，入场人员控制，发放胸卡打印礼品发放，摄像，录制直播投影仪技术支持，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。
I B	**Sub-Total Agency Fees (On site)**						¥18,000.00	
I	Total Agency Fees						[illegible]	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site CheckOnsite Event:							**Transportation, hotel and air ticket, all related expense, provide list of participants**
II A1	Crew flights for event (Economy class) I	Round trip	6	1	1	¥2,000.00	¥12,000.00	根据需求填写
II A2	Agency Staff Accomodation I	RM/Night	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	根据需求填写
II A	**Sub-Total Onsite Event**						¥19,200.00	
II	Total Travel & Accomodation						[illegible]	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Logistics							
III A 1	Information Collection & feedback 会议报名信息收集及反馈	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 周报每周跟进及汇报
III A 2	Call center for RSVP information & peak registration 电话呼叫中心接受经销商参会回执及报名通知	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 周报每周跟进及汇报
III A 3	Inform message 会议邀请短信/电话通知	unit	2	1	1	¥1,000	¥2,000.00	Weekly follow up and report 周报每周跟进及汇报
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 周报每周跟进及汇报
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	¥450.00	¥1,800.00	RegistraTable Flowers 签到台和演讲台鲜花
III B 2	Mic cover	unit	2	2	1	¥50.00	¥200.00	Mic cover 麦克风套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 参会人员胸卡	unit	1	955	1	¥40.00	¥38,400.00	SAM CI 需符合宝马CI，打印名字、经销商名称，胸挂软印LOGO 根据报名人数和实际出席情况，以最终实际人数为准
III B 6	Onsite Wifi & power supply 现场wifi和插座电源提供	unit	2	1	1	¥400.00	¥400.00	Onsite Wifi & power supply单独搭建无线网络，独享专网，上下带宽保证300兆以上速度
III B 7	Laser pen 激光笔	unit	2	2	1	¥100	¥200.00	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	955	1	¥150	¥147,250.00	Provide a list of commercial souvenir, 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。 Around RMB 150 for each, according to 150人民币左右， 根据实际人数和实际出席情况，以最终实际人数为准
III B 9	souvenir摆放		1	1	1	¥1,000	¥2,000.00	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	
III	Total Logistics & Operations						[illegible]	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Venue 会场	pax	1	1	2	[illegible]	¥60,000.00	Capital city International 5 Star Hotel 省会城市或最佳市区五星级酒店 Opening time within 8 years 开业时间在8年内 [illegible] [illegible] Meeting room layout should get pre-confirmation 会议室摆台需要事先确定与主办沟通，需要确认台型CI 会议安排：全年预计2次会议： 第一次：Q1（可根据主任合节约日期或后1-2周），每场3天，3天为1天，每场上限150人，根据每年实际人数计算场次（可按4-5天预估，以实际人数为准），每天，1次4天，期间连续开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	pax	2	565	1	[illegible]	¥71,500.00	全天上下午两次茶歇； 茶歇，根据早餐30开始全天预估；点心4种，饮品水果；需要提前与酒店确定；茶歇应在会场外设每年根据实际人数参考报价模板，随时以实际人数为准
IV A 3	Lunch	pax	1	565	1	[illegible]	¥120,430.00	In one restaurant of the meeting hotel 酒店内自助午餐，餐厅用餐； [illegible]
IV A	Subtotal						¥280,930.00	
IV	Total Hospitality						[illegible]	

	Setup / Construction							Setup Tender
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	Building Board 指引牌	unit	2	2	1	1,000	¥4,000.00	EN CI, 0.8m*2m 需符合宝马CI，木质结构，0.8*2米；
V A 2	Backboard签到背板	平米	2	4	1	15,00	¥10,000.00	EN CI, 3m*4m 需符合宝马CI，木质结构，3米*4米
V A 3	Registration desk/ Table 签到桌和签到单	unit	2	1	1	[illegible]	¥12,000.00	EN CI, 0.8*0.8m 需符合宝马CI，桌面方形，0.8*0.8米
V A 4	演讲台		2	1	1	[illegible]	¥6,000.00	EN CI 需符合宝马CI
V A 5	Stage set up 舞台搭建	unit	2	1	1	[illegible]	¥6,000.00	EN CI, 6m*3.6m 需符合宝马CI，9*3.6米，高度0.4米，灰色地毯地板，木质扫边，舞台板3个；
V A 6	Manpower for setup working staff 场地搭建人员		2			[illegible]	¥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）
V A 7	往返运输	unit	2	2	1	[illegible]	¥600.00	
V A	Subtotal Setup/ Construction						¥38,400.00	
V	Total Setup / Construction						[illegible]	

VI	AV							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
VI 1	LED	unit	2	1	1	[illegible]	¥20,000.00	need 1 large High solution P3 LED screen (backboard size) . 需要和背板同尺寸的，P3 高清LED大屏投影设， 需要有技术人员现场支持
VI 2	Manpower for setup working staff 场地搭建人员		2	1	1	[illegible]	¥1,000.00	根据需求填写
VI 3	笔记本电脑		2	1	1	[illegible]	¥1,200.00	Laptop for presentation 笔记本电脑用于投屏演示，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	[illegible]	¥0.00	High quality audio power replifier equipment 需要高音质外放设备；
VI 5	麦克	unit	2	2	1	[illegible]	¥1,200.00	At least 2 wifi mic 至少2个无线麦克风
VI A	Subtotal AV						¥23,400.00	
VI	Total AV						[illegible]	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	
	Photo &Video crew							
VII 1	Vedio & photo 摄影摄像	day/person	2	1	1	3,500	¥7,000.00	All time onsite support, provide edited get document later 现场支持，之后提供编辑好的文件
VII A	Subtotal Photo &Video crew						¥7,000.00	
VII	Total Photo & Video						[illegible]	

*Vendor should have capabilities of handling event date change in the circumstances of unexpected matter occurs. For 2024-2029, date not fixed yet.
*Attendees 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 max

	Total Net Price						¥1,032,999.80	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	2	25	¥1,000.00	¥50,000.00	根据活动需求安排
I A 2	Creative Director	pax/day	1	2	25	¥1,000.00	¥50,000.00	根据活动需求安排
I A 3	2d / 2.5 / 3 D Designer	pax/day	1	1	1	¥2,339.80	¥2,339.80	根据活动需求安排
I A	Sub-Total Agency Fees (Preparation)						¥102,339.80	
	Agency Fees (On site)							
I B 1	Account Director	pax/day	1	1	5	¥500.00	¥2,500.00	根据活动需求安排
I B 2	Account Manager	pax/day	2	1	5	¥500.00	¥5,000.00	根据活动需求安排
I B 3	Project Manager	pax/day	4	1	5	¥600.00	¥12,000.00	根据活动需求安排
I B 4	Reception girls	pax/day	6	1	1	¥1,200.00	¥7,200.00	签到台及晚宴礼仪 12小时/人/天
I B	Sub-Total Agency Fees (On site)						¥26,200.00	
I	Total Agency Fees						¥128,539.80	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of participants
II A1	Open flights for event (Economy class)	Round trip	3	1	1	¥1,500	¥4,500.00	根据活动需求安排
II A2	Agency Staff Accom. Ratio 1	Pax/Night	2	1	1	¥125	¥2,500.00	根据活动需求安排
II A3	Agency Staff working on site traffic	unit	3	1	1	¥100	¥300.00	根据活动需求安排
II A	Sub-Total Onsite Event						¥8,000.00	
II	Total Travel & Accomodation						¥8,000	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Logistics							
III A 1	Reception for VIP	unit	2	3	1	¥150	¥900.00	VIP接送机服务
III A 2	Staff local car usage	unit	2	10	1	¥150	¥3,000.00	当地会务用车
III A	Sub-Total Logistics						¥3,900.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Materials							
III B 1	Flower	unit	1	4	1	¥450	¥1,800.00	Table flower
III B 2	Mic cover	unit	1	8	1	¥50	¥400.00	Mic cover
III B 3	Office supply	unit	1	700	1	¥15	¥10,500.00	Materials
III B 4	Badge	unit	1	700	1	¥20	¥14,000.00	Badges
III B 5	Table card	unit	1	60	1	¥5	¥300.00	Card CFO Meeting
III B 6	FM Certification	unit	1	500	1	¥150	¥30,000.00	CL star and frame
III B 7	FM award	unit	1	100	1	¥200	¥20,000.00	获奖纪念奖杯
III B 8	Material Transportation	unit	1	1	1	¥2,000	¥2,000.00	物料运输
III B 9	RSVP	package	1	1	1	¥1,000	¥1,000.00	报名/来宾信息收集、短信通知、或入住信息确认、二维码签到、或纸质卡签到
III B 10	Games	package	1	1	1	¥5,000	¥5,000.00	晚宴游戏小程序和相关现场设计
III B 11	Programs	package	1	1	1	¥5,000	¥5,000.00	晚宴舞台表演节目 2个，1-1.5小时
III B 12	KV design	Unit	1	1	1	¥3,000	¥3,000.00	大会主KV图设计
III B 13	3D design	Unit	1	1	1	¥5,000	¥5,000.00	场馆布展3D图设计和确认
III B 14	Mingle design	Unit	1	1	1	¥5,000	¥5,000.00	Mingle区域装饰设计和制作
III B	Sub-Total Materials						¥112,900.00	
III	Total Logistics & Operation						¥116,800	

	Hospitality							
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)	pax	1	1	1	¥10,000	¥10,000.00	DAY1 CFO Meeting 60pax 第1天 CFO研讨会 60人座位 200平 全天使用 会议酒店以二线城市为主，如昆明、长沙、河南等
IV A 2	Tea Break	pax	2	60	1	¥25	¥3,150.00	DAY1 CFO Meeting Tea Break 第1天 CFO会议 当地特色风味茶歇
IV A 3	Lunch	pax	1	60	1	¥125	¥7,450.00	DAY1 CFO Meeting Buffet lunch 第1天 CFO午餐
IV A 4	Venue rental event date(s)	pax	1	1	2	¥150,000	¥150,000.00	DAY 1&2 1 day venue/rehearsal/dinner + 1 day conference DAY 1&2 700人座位 1000平以上，包含排练1天晚宴-彩排+晚宴场地费用，1天大会
IV A 5	Tea Break	pax	2	700	1	¥35	¥49,250.00	DAY2 Conference Tea Breaks DAY2大会 当地特色风味茶歇
IV A 6	Lunch	pax	1	700	1	¥125	¥87,500.00	DAY2 Conference Buffet lunch 第2天 大会自助午餐
IV A 7	Dinner	pax	1	700	1	¥150	¥105,000.00	DAY2 Conference Round Table Dinner 第2天大会晚宴
IV A 8	Beverage	pax	1	700	1	¥30	¥21,000.00	Beverage for dinner 晚宴使用饮品和酒水
IV A 9	Venue rental event date(s)	pax	2	1	1	¥15,000	¥15,000.00	DAY3 Internal Meeting Space 第3天 内部会 50人 半天使用
IV A 10	Tea Break	pax	1	20	1	¥60	¥1,200.00	DAY3 Internal Meeting Tea Break 第3天 内部会 茶歇
IV A 11	Lunch	pax	1	20	1	¥155	¥3,100.00	DAY3 Internal Meeting Buffet lunch 第3天 内部会 自助午餐
IV A	Subtotal						¥518,900.00	
IV	Total Hospitality						¥518,900.00	

	Setup / Construction							Setup Vendor
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work load/ Comments / Deliverables
V A 1	Reception backdrop in hotel lobby 酒店大堂接待台背景板	unit	1	12	1	¥500	¥6,000.00	3x4m，本地制作，符合主题风格
V A 2	Reception backdrop outside conference ballroom 会议室外接待背景板	unit	1	12	2	¥500	¥1,000.00	3x4m，本地制作，符合主题风格
V A 3	Reception counter outside conference ballroom 会议室外接待台	unit	1	1	1	¥8,000	¥8,000.00	本地租赁定制接待台
V A 4	Direction board 指示牌	unit	1	8	1	¥500	¥4,000.00	3.5m*2m，本地制作制作，符合主题风格
V A 5	Main stage stairs 主舞台台阶	unit	1	4	1	¥3,000	¥3,000.00	
V A 6	背台红毯铺设	unit	1	1	1	¥2,000	¥2,000.00	
V A 7	Main stage舞台	unit	1	50	1	¥180	¥9,000.00	15*10m大型舞台
V A 8	The carpet地毯	unit	1	50	1	¥[illegible]	¥1,500.00	18m*3 巴大巴巴巴地毯
V A 9	LED platform LED主舞台	unit	1	1	1	¥3,000	¥3,000.00	
V A 10	Ground waterproof 地面防护	unit	1	1	1	¥2,000	¥2,000.00	
V A 11	Front office building/庭院搭建布置	unit	1	1	1	¥8,000	¥8,000.00	按酒店环境搭建会议桌椅的特色
V A 12	Manpower fee of construction set up 搭建工人费用	unit	1	15	1	¥[illegible]	¥1,500.00	根据需求安排搭建工人
V A 13	Transportation of set up material 运输物料	unit	1	2	1	¥2,000	¥4,000.00	搭建物料运输，根据需求搭建安排
V A	Subtotal Setup/ Construction						¥63,300.00	
V	Total Setup / Construction						¥63,300	

VI	AV							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work load/ Comments / Deliverables
	Video Equipment & Related （会议和晚宴）							
	LED	unit	1	81	2	¥350	¥56,700	71LED屏，不少于3mm，5mLED屏，6mLED屏 One day Rehearsal and one day Dismantling 一天排练 一天拆卸
	LED	unit	1	15	1	¥350	¥5,250	LED screen for CEO VS 用于LED 主会场 CEO会议
	LED	unit	2	15	2	¥350	¥21,000	排练时间，不少于4mins 主会场 排练 one day for rehearsal and one day for meeting—天排练一天正式
	Laser projector and projector screen LED投影仪和投影幕	unit	1	3	3	¥1,[illegible]	¥1,[illegible]	one day for rehearsal and one day for meeting—天排练,会议排练一天排练一天正式会
	LED the processor LED处理器	unit	1	1	2	¥500	¥1,000	one day for rehearsal and one day for meeting—天排练一天会议
	Video console VJ 视频控台VJ	unit	1	1	2	¥500	¥1,000	one day for rehearsal and one day for meeting—天排练一天会议
	AUDIUS ROSTIST 录音棚 12寸液晶桌面显示器	unit	1	1	2	¥500	¥1,000	one day for rehearsal and one day for meeting—天排练一天会议
	MACBOOK pro苹果笔记本电脑	unit	1	2	2	¥500	¥2,000	one day for rehearsal and one day for meeting—天排练一天会议
	Power Distributor 配电箱	unit	1	1	2	¥500	¥1,000	one day for rehearsal and one day for meeting—天排练一天会议
	All Necessary Patching Cable & Power Distro所有信号线及电源	unit	1	1	2	¥500	¥1,000	one day for rehearsal and one day for meeting—天排练一天会议
	Lighting Equipment & Related （会议和晚宴）							
	follow spot 追光灯	unit	1	2	2	¥[illegible]	¥[illegible]	one day for rehearsal and one day for meeting—天排练一天会议
	moving 移动灯 电脑灯 (1500W)	unit	1	32	2	¥[illegible]	¥3,120	one day for rehearsal and one day for meeting—天排练一天会议
	Beam 295 FAR Beam灯	unit	1	16	2	¥[illegible]	¥2,560	one day for rehearsal and one day for meeting—天排练一天会议
	ETC FAR 四色Par灯	unit	1	18	2	¥[illegible]	¥2,880	one day for rehearsal and one day for meeting—天排练一天会议
	LED PAR LED Par灯	unit	1	12	2	¥[illegible]	¥1,920	one day for rehearsal and one day for meeting—天排练一天会议
	Lighting console 灯光控制台	unit	1	1	2	¥300	¥600	one day for rehearsal and one day for meeting—天排练一天会议
	DMXSS 信号	unit	1	100	2	¥[illegible]	¥1,000	one day for rehearsal and one day for meeting—天排练一天会议
	All Necessary Patching Cable - Power Distro&Stiffeen box ect. 电源线灯，电	unit	1	1	2	¥100	¥200	one day for rehearsal and one day for meeting—天排练一天会议
	Audio Equipment & Related （会议和晚宴）							
	Wireless head set mic无线手持麦	unit	1	4	2	¥350	¥1,400	one day for rehearsal and one day for meeting—天排练一天会议
	Full frequency line array speaker 线阵列全频音箱	unit	1	6	2	¥[illegible]	¥2,400	one day for rehearsal and one day for meeting—天排练一天会议
	Low frequency linear array speaker 线阵列低频音箱	unit	1	4	2	¥[illegible]	¥1,600	one day for rehearsal and one day for meeting—天排练一天会议
	Back to listen speaker 返送音箱	unit	1	2	2	¥200	¥800	one day for rehearsal and one day for meeting—天排练一天会议
	Sound console 音响控制台	unit	1	1	2	¥1,000	¥2,000	one day for rehearsal and one day for meeting—天排练一天会议
	The power amplifier 功放	unit	1	2	2	¥500	¥2,000	one day for rehearsal and one day for meeting—天排练一天会议
	Wireless head mic 无线头麦克	unit	1	2	2	¥200	¥800	one day for rehearsal and one day for meeting—天排练一天会议
	同声传译 CONFERENCE INTERPRETER 同声传译设备人员和设备	unit	1	1	2	¥200	¥400	one day for rehearsal and one day for meeting—天排练一天会议
	Notebook 笔记本电脑	unit	1	3	2	¥300	¥1,800	one day for rehearsal and one day for meeting—天排练一天会议
	对讲机walkies	unit	1	10	2	¥300	¥6,000	one day for rehearsal and one day for meeting—天排练一天会议
	Wire rod，Silicon box 电源线灯，电箱，硅箱等	unit	1	1	2	¥100	¥200	one day for rehearsal and one day for meeting—天排练一天会议
	Manpower fee for AV 工人费用							
	Manpower fee for AV 工人费用	unit	1	15	2	¥300	¥9,000	根据需求安排AV搭建人工
	transportation for AV 设备运输	unit	1	1	2	¥1,500	¥2,100	AV设备运输
VI	Total AV						¥137,000	

	Photo & Video							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Detailed Work load/ Comments / Deliverables
	Photo &Video crew							
VII 1	Photo crew	day/person	1	1	2	¥2,500	¥5,000.00	1 photo, based on standard requirements, including equipment 云摄影，含设备
VII 2	Video crew	day/person	1	1	2	¥3,500	¥7,000.00	video crew会议录像
VII 3	Video set/design	unit/	1	1	5	¥6,000	¥30,000.00	Video set西装设计制作4个，除装开场设计制作4个
VII 4	Video Editing	unit	1	1	1	¥5,000	¥5,000.00	人物剪辑及特效制作 10分钟 包括 CEO风格
VII A	Subtotal Photo &Video crew						¥57,000.00	
VII	Total Photo & Video						¥57,000.00	

8. Attachments summary

Basic Information and cost overview

Project	BIAN CN MICE Agency 2024-2029
Company	COMFORT INTERNATIONAL U.L.C.F. SERVICE
Quotation Date	2024.2.22
Quotation Version	3rd
Contact	
Name	LAN
Surname	ZHANG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhang.lan@ccl.cn

Clustering in T-shirt Sizes. (XS: 50pax, S: 200pax, M: 300pax, L: 500pax, XL:	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).	Total Person in 5years	price per Person in 5 years
XS1	[illegible]	201,840.73	10	2018407.301	50	XS	500	¥4,036.81
XS2	[illegible]	95,711.00	10	957110	30	XS	300	¥3,190.37
XS3	[illegible]	169,499.00	15	2542485	30	XS	450	¥5,649.97
XS4	[illegible]	222,200.00	15	3333000	80	XS	1200	¥2,777.50
	Total Net			¥8,851,002.30				
	BBA 90% in net			¥7,965,902.07				
	NSC 10% in net			¥885,100.23				
	VAT (6%)**			¥531,060.14				
	Gross Total			¥9,382,062.44				
	BBA 90% in gross			¥8,443,856.19				
	NSC 10% in gross			¥938,206.24				

	Item 项目	Budget 预算	Remark 备注
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	60,091.67	
F	Service Charge 服务费	18,349.16	
	Total 合计(Business Tax excluded)	[illegible]	
G	VAT 税费	12110.41	
	GRAND Total 合计(Business Tax included)	214,951.17	

DETAILS 费用明细

1	本地长途巴	1,200.00	2	2	4,800.00	大巴
2	本地交通	300.00	2	1	600.00	

1	双住房	850.00	20	1	17,000.00	嘉人度假村一栋，以实际在当地的交通区为标准标准参考
2	大住房	800.00	10	1	8,000.00	嘉人度假村一栋，以实际在当地的交通区为标准标准参考

1	午餐 - 两天	185.00	50	0	0.00	会议费价含，两次午餐
2	晚餐 - 一天	2,000.00	4	1	12,000.00	根据需要选用，一次晚餐，6成
3	茶歇 -	88.00	50	0	0.00	会议费价含，两天茶歇，一天两次

1	会议费价	750.00	50	2	75,000.00	根据五星级酒店报价
2	VIP 房	3,000.00	1	2	6,000.00	VIP双间房 + 大套房

1	KT设计	3,000.00	0	1	0.00	
2	接待台	0.00	1	1	0.00	
3	鲜花背景板	5,000.00	1	1	5,000.00	5m*3m木结构喷绘，符合宝马标准
4	会议背板	5,000.00	2	1	10,000.00	5m*3m木结构喷绘，符合宝马标准
5	指示牌	900.00	2	1	1,800.00	0.8m*2m，木结构喷绘，符合宝马标准
6	AV	2,000.00	1	1	2,000.00	按照使用LED屏幕 12m*5m屏幕+音响+舞台灯光 实际场地情况以及使用需求调整或增减部分费用
7	舞台	2,000.00	1	1	2,000.00	按照使用 灰色X型 40/60cm 高舞台，14m*5m 实际场地情况以及使用需求调整或增减部分费用
8	SINGLE 区域设计	2,000.00	1	1	2,000.00	SINGLE 区域设计 1-2个背景区域 实际场地情况以及使用需求调整或增减部分费用
9	讲台	0.00	1	1	0.00	
10	鲜花	500	1	1	500.00	Table flower 桌花花，符合宝马标准
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	pvc挂卡及印logo挂卡绳
13	桌卡	10	50	1	500.00	预估50名卡 250克双面纸 21*29.7CM
14	纸质打印	10	50	1	500.00	预估产生打印纸张打印费用
15	VIP	4000		1	4,000.00	签到系统 收集参会信息
16	签到机及云服务	3500	1	2	7,000.00	会议日 配置+云服务
	投屏设备	4000	1	1	4,000.00	视频会议设备
17	交通/客车/巴士	2500	1	1	2,500.00	预估10个，根据需求定制
18	翻译人员	500.00	10	3	1,500.00	现场翻译2次 10名人工
19	摄影摄像	1,000.00	1	2	2,000.00	活动现场2次 预估1天
20	工作人员交通+住宿	1,130.85	2	3	3,391.57	工作人员机票+住宿 实际反馈
21	活动费用					
22						

1	服务费	18,349.16		1	18,349.16	

1	税费	12,110.41	1	1	12,110.41	

	Item 项目	Budget 预算	Remarks 备注
A	Transportation 交通	0.00	
B	Accomodation 住宿	12,750.00	
C	Food & Beverage 餐饮	3,000.00	
D	Meeting 会议	33,000.00	
E	Others 其他	39,593.00	
F	Service Charge 服务费	8,701.00	
	Total小计(Business Tax excluded)	[illegible]	
G	VAT 税费	5742.66	
	GRAND Total总计(Business Tax Include)	101,456.66	

DETAILS 费用明细

1	本地接送机	1,000.00	[redacted]		0.00	
2	本地交通	200.00			0.00	

1	双床房	650.00	[redacted]		9,750.00	双人豪华房"一晚，以宝马五星当地协议酒店为标准价参考
2	大床房	600.00	[redacted]		3,000.00	单人豪华"一晚，以宝马五星当地协议酒店为标准价参考

1	午餐 - 两天	198.00	30	0	0.00	会议组价含，两次午餐
2	晚餐 - 一天	100.00	30	1	3,000.00	晚宴，每人份
3	茶歇 -	70.00	30	0	0.00	会议组价含，两天茶歇，一天两次

1	会议桌椅	500.00	30	2	31,000.00	

1	KT设计	3,000.00	0	1	0.00	
2	欢迎台	0.00	1	1	0.00	
3	签到背景板	5,000.00	1	1	3,000.00	5m*3m木结构喷绘，符合宝马标准
4	会议背板	5,000.00	1	1	3,000.00	5m*3m木结构喷绘，符合宝马标准
5	指示牌	600.00	2	1	1,800.00	0.8m*2m，木结构喷绘，符合宝马标准
6	AV	5,000.00	0	1	0.00	区域使用LED屏幕 12m*5m且屏+音响+灯光 实际现场地摊报价及使用需求调整或升级报价
7	背台	2,000.00	0	1	0.00	区域使用 灰色地毯 40/60cm 高背台，14m*5m 实际根据场地摊报价及使用需求调整或分项报价
8	MINGLE 区域布置	3,000.00	1	1	3,000.00	MINGLE 区域设置 1-2个拍照区域 实际根据场地摊报价及使用需求调整或分项报价
9	讲台	0.00	1	1	0.00	
10	鲜花桌	500	1	1	500.00	Table flower 鲜花桌，符合宝马标准
11	文具+时间表	150	1	2	300.00	会议时间表的笔或文具，如笔、记号笔、标签等
11	会议日程	10	30	1	300.00	A4彩色单面打印
12	挂卡	50	30	1	1,500.00	pvc挂卡及印刷logo挂卡绳
13	笔卡	10	6	1	60.00	
14	资料打印	10	30	1	300.00	除活产生打印资料费用
15	SSVP	4000	1	1	4,000.00	记录系统收集参会信息
16	酒店住宿云相册	3500	1	2	7,000.00	会议2日 拍照+云相册
17	笔记本/纸张/证书	300	3	1	900.00	按3个，根据需求定制
18	接送人工	300.00	5	2	3,000.00	送场地2次 5人次 人工
19	往返场馆	1,000.00	1	2	2,000.00	往场地往返2次 共计5
20	工作人员交通-住宿	1,000.00	1	3	3,000.00	工作人员代表-住宿 实际发票
21						

1	服务费	8,701.00	1	1	8,701.00	

1	税费	5,742.66	1	1	5,742.66	

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	50,000.00	
B	Accommodation 住宿	39,800.00	
C	Food & Beverage 餐饮	12,000.00	
D	Venues 会议	45,000.00	
E	Others 其他	57,500.00	
F	Service Charge 服务费	15,400.00	
	Total 预计(Business Tax excluded)	[illegible]	
G	VAT 税费	10,169.91	
	GRAND Total 预计(Business Tax included)	179,668.91	

DETAILS 费用明细

1	本地往返机	600.00	10	2	12,000.00	周月车，G18使用
2	本地交通	800.00	10	1	8,000.00	
					0.00	

1	双床房	800.00	0	1	0.00	贵人酒店单一晚，以宝马在当地协议酒店为准或参考
2	大床房	650.00	30	1	19,500.00	贵人酒店单一晚，以宝马在当地协议酒店为准或参考，含双早餐

1	午餐 - 两天	100.00	30	0	0.00	会议包价金，两次午餐
2	晚餐 - 一天	2,000.00	6	1	12,000.00	自定，中餐
3	茶歇 -	80.00	30	0	0.00	会议包价金，两天茶歇，一天两次

1	会议报价	600.00	30	2	36,000.00	
2	VIP 室	1,500.00	3	2	9,000.00	VIP休息室 + 大屏幕

1	桌签计	1,600.00	0	1	0.00	
2	搭台	0.00	1	1	0.00	
3	舞台背景板	4,000.00	1	1	4,000.00	5m*3m本地搭建地毯，符合宝马标准
4	台区背板	4,000.00	1	1	4,000.00	5m*3m本地搭建地毯，符合宝马标准
5	指示牌	900.00	3	1	2,700.00	0.8m*2m，本地搭建地毯，符合宝马标准
6	灯	8,000.00	0	1	0.00	现场使用LED屏幕 12m*5m背屏 + 两侧 + 舞台灯光 具体根据场地情况以及使用需求另报价单报价
7	舞台	2,000.00	0	1	0.00	现场使用 灰色地毯 40/60cm 高舞台，14m*5m 具体根据场地情况以及使用需求另报价单报价
8	MINGLE 区域装饰	3,000.00	1	1	3,000.00	MINGLE 区域装饰 1-2个主题区域 具体根据场地情况以及使用需求另报价单报价
9	讲台	900.00	1	1	900.00	
10	桌封花	500	1	1	500.00	Table flower 鲜花花，符合宝马标准
11	文具/胸牌	150	5	2	1,500.00	活动过程使用的常规文具，笔记本，记号笔，标签等
12	会议日程	10	30	1	300.00	A4彩色单面打印
13	胸卡	50	30	1	1,500.00	pvc胸卡及网绳logo胸卡牌
14	桌卡	10	30	1	300.00	
15	纸张打印	10	30	1	300.00	现场产生打印资料费用
16	ESVP	4000	1	1	4,000.00	定制宣传表演参会信息
17	摄影师及云相册	3500	1	2	7,000.00	会议日 拍照 + 云相册
18	视频制作	6000	1	1	6,000.00	约两分钟会议视频
19	奖杯/奖状/证书	200.00	30	1	6,000.00	预定3个，根据需求定制
20	样手册	100.00	30	1	3,000.00	符合宝马色板要求
21	抽奖礼品	200.00	10	1	2,000.00	符合宝马合法要求
22	搭建人工	400.00	5	2	4,000.00	进场和撤场2次 5组次 人工
23	物理运输	1,000.00	1	2	2,000.00	进场撤场2次 预估1车
24	工作人员交通/住宿	1,500.00	1	3	4,500.00	工作人员机票+住宿 具体实测

1	服务费	15,400.00	1	1	15,400.00	

1	税费	10,169.91	1	1	10,169.91	

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	24,000.00	
B	Accommodation 住宿	45,000.00	
C	Food & Beverage 餐饮	20,000.00	
D	Meeting 会议	44,000.00	
E	Others 其他	74,000.00	
F	Service Charge 服务费	24,264.00	
	[Total] 预计-Business Tax excluded	[redacted]	
G	VAT 税费	13332.00	
	合计Sum: Total费用 (Business Tax included)	245,596.00	

DETAILS 具体明细

1	本地接送车	900.00	[redacted]	[redacted]	18,000.00	大巴
2	本地交通	200.00	[redacted]	[redacted]	2,000.00	

1	国际机票	700.00	[redacted]	[redacted]	24,000.00	双人经济舱*一晚，以实际出发地交通及机票为准，机票参考
2	火车票	600.00	[redacted]	[redacted]	12,000.00	单人单程*一晚，以实际出发地交通及机票为准，机票参考

1	手机 - 一天	195.00	10	0	0.00	会议手机设置，1天手机
2	电脑 - 一天	2,000.00	10	1	20,000.00	电脑
3	耳机 -	10.00	10	0	0.00	会议手机设置，1天耳机，一天耳机

1	会议桌椅	550.00	80	1	44,000.00	
2	VIP 桌	2,000.00	2	1	4,000.00	VIP桌椅 + 大屏幕

1	投影仪	3,000.00	1	1	3,000.00	
2	演讲台	0.00	1	1	0.00	
3	笔记本电脑	5,000.00	1	1	5,000.00	5m*1m,本地采购物品，符合公司标准
4	会议电脑	5,000.00	1	1	5,000.00	5m*1m,本地采购物品，符合公司标准
5	投影幕	900.00	3	1	2,700.00	0.8m*2m，本地采购物品，符合公司标准
6	LED	2,000.00	0	1	0.00	场地提供LED屏幕 12m*3m左侧+后侧+顶部灯光
7	舞台	2,000.00	1	1	2,000.00	场地提供 长宽地台 40/60cm 高度台，14m*5m
8	VIVO主 灯光设备	2,000.00	1	1	2,000.00	LANGLE 使用舞台 1-2个灯光设备
9	讲台	0.00	1	1	0.00	
10	鲜花	500	1	1	500.00	Table flower 鲜花，符合公司标准
11	笔记本 + 笔	150	15	1	2,250.00	给客户长住期间用的笔记本，笔纸，记号笔，标签等
12	会议日程	10	50	1	500.00	A4彩色单面打印
13	胸卡	50	80	1	4,000.00	pvc胸卡及印有logo的卡绳
14	纸张	10	9	1	0.00	
15	会议日程印	10	80	1	800.00	印刷产生的日程表费用
16	RSVP	4000	1	1	4,000.00	零时差用 收集参会信息
17	场地租赁及云服务	3500	1	1	3,500.00	会议场地 主题 + 正式日
18	视频制作	9000	1	1	9,000.00	印刷分钟数视频
19	证书/证书/证件	200.00	30	1	6,000.00	颁奖证书，根据具体定制
20	胸牌	300.00	30	1	9,000.00	符合参与者需要
21	参观礼品	200.00	1	1	1,000.00	符合参与者需要
22	行政人员	200.00	10	2	4,000.00	活动期间以及 5天 人工
23	摄像师	1,000.00	2	2	4,000.00	活动期间以及 摄像师
24	工作人员交通+住宿	1,200.00	3	2	7,200.00	工作人员机票+住宿 实际发票

1	礼品费	20,240.00	1	1	20,240.00	

1	税费	13,332.00	1	1	13,332.00	

10_HS-9 summary

Basic information and cost overview	
Project	BMW CN MICE Agency 2024-2029
Company	COMFORT INTERNATIONAL M.I.C.E. SERVICE CO., LTD.
Quotation Date	2024.2.1
Quotation Version	D1
Contact	
Name	LAN
Surname	ZHONG
Position	Account Director
Mobile	13910193620
Fixed line	
Email	zhonglan@cct.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).	Total Person in 5years	price per Person in 5 years
Project 1 XXX	70,478.33	5	352391.668	25	XS	125	¥2,819.13
xxx							
Total Net			**¥352,391.67**	**1057175.004**	**1057175**	**0.004**	
BBA 55% in net			**¥193,815.42**				
NSC 45% in net			**¥158,576.25**				
VAT (6%) **			**¥21,143.50**				
Gross Total			**¥373,535.17**				
BBA 55% in gross			**¥205,444.34**				
NSC 45% in gross			**¥168,090.83**				

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

No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	1	¥2,148	¥2,148	
I A 2	Creative Director	pax/day	1	1	1	¥2,180	¥2,180	
I A	**Sub-Total Agency Fees (Preparation)**						¥4,328.33	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	1	1	¥600	¥600.00	
I B 2	Project Manager	pax/day	1	1	1	¥600	¥600.00	
I B	**Sub-Total Agency Fees (On site)**						¥1,200.00	
I	**Total Agency Fees**						¥5,528.33	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days		Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expense, provide list of parti
II A	**Sub-Total Onsite Event**						¥0.00	
II	**Total Travel & Accomodation**						¥0	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
	Logistics							
III A 1	Shuttle bus for dealer arrival and leave	unit	2	1	1	¥800	¥1,600.00	商务转车 小车交通
III A	**Sub-Total Logistics**						¥1,600.00	
	Materials							
III B 1	Flower	unit	1	1	1	¥450	¥450.00	Table flower 每场算到花一份，符合宝马标准
III B 2	Material Transportation	unit	1	1	1	¥500	¥500.00	物料运输，以实际产生为准
III B 3	External Speaker	Person	1	1	1	¥39,500	¥39,500.00	外部讲师平均费用
III B	**Sub-Total Materials**						¥40,450.00	
III	**Total Logistics & Operation**						¥42,050	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
IV A 1	Venue rental event date(s)	pax	1	1	1	¥5,000	¥5,000.00	会议场地
IV A 2	Tea Break	pax	2	25	1	¥68	¥3,400.00	上下午两次茶歇
IV A 3	Lunch	pax	1	25	1	¥158	¥3,950.00	自助午餐
IV A 4	Dinner	pax	1	25	1	¥258	¥6,450.00	晚宴
IV A 5	Wine	pax	1	25	1	¥150	¥3,750.00	10瓶红酒费用
IV A	Subtotal						¥22,550.00	
IV	**Total Hospitality**						¥22,550.00	

	Setup / Construction							**Setup Vendor**
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	Direction Board指示牌	unit	1	1	1	¥350	¥350.00	0.8m*2m，木结构喷绘，符合宝马标准
V A	**Subtotal Setup/ Construction**						¥350.00	
V	**Total Setup / Construction**						¥350	
VI	**AV**							
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
VI A	**Subtotal AV**						¥0.00	
VI	**Total AV**						¥0	
	Photo & Video							
	Item	Unit	Number of time	Quantity/Time			Sum	
	Photo &Video crew							
VII A	**Subtotal Photo &Video crew**						¥0.00	
VII	**Total Photo & Video**						¥0.00	

	Item 项目	Budget 预算	Remark 备注
A	Transportation 交通	72,000.00	
B	Accommodation 住宿	54,000.00	
C	Food & Beverage 餐饮	18,500.00	
D	Meeting 会议	45,000.00	
E	Others 其他	15,825.00	
F	Service Charge 服务费	20,612.50	
	Total预计(Business Tax excluded)	225,937.50	
G	NSC (22%)	49682.25	
	BBA (78%)	176655.25	
	VAT 税费	13604.25	
	GRAND Total预计(Business Tax incl)	240,341.75	

DETAILS 费用明细

A. Transportation 交通	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB) 总价（人民币）	Description 描述
1	江苏各地交通	1,100.00	50	2	66,000.00	预估费用：交通方式根据客户所在地灵活选择飞机、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	2	2	4,000.00	预估费用：19座考斯特：酒店-机场往返接送，2辆2趟，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
A. Transportation 交通					72,000.00	

B. Accommodation 住宿	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB) 总价（人民币）	Description 描述
1	大床房-上海	900.00	30	2	54,000.00	单人单间，以宝马在当地协议酒店为标准和参考
B. Accommodation 住宿					54,000.00	

C. Food & Beverage 餐饮	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB) 总价（人民币）	Description 描述
1	午餐	0.00			0.00	Workshop当天午餐（一般为酒店自助餐）
2	晚餐 抵达日两餐	150.00	50	1	7,500.00	预估费用，以实际结算为准（KOL人数30+陪同客人数20）
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（KOL人数30+陪同客人数20）
4	茶歇	88.00			0.00	Workshop当天会议茶歇
C. Food & Beverage 餐饮					18,500.00	

D. Meeting 会议	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB)	Description 描述
1	会议包价	900.00	50	1	45,000.00	预估五星级酒店报价，含50人内一次午餐，两次茶歇，以及场地费用，现场摄影/投影等
D. Meeting 会议					45,000.00	

E. Others 其他	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB)	Description 描述
1	签到背景板	5,000.00	1	1	5,000.00	4m*3m，木结构制作，符合宝马标准
2	指示牌	900.00	3	1	2,700.00	0.8m*2m，木结构制作，符合宝马标准
3	桌牌	15	50	1	750.00	A4三折桌卡，250克铜版纸 21*29.7CM
4	签到台	450	1	1	450.00	Table flower 签到台，符合宝马标准
5	会议日程	20	5	1	100.00	A4彩色单面打印
6	本册	15	5	1	75.00	定制，黑色笔记本
7	笔记	15	5	1	75.00	定制，带M标笔
8	马克笔&白板纸等	15.00	5	1	75.00	
9	外围桌椅	0.00			0.00	
10	现场用酒水	0.00			0.00	
11	搭建运输-人工	2,000.00	1	1	2,000.00	预估费用：进场撤场2次 4人工 进场3次
12	工作人员交通-住宿	3,000.00	1	1	3,000.00	预估费用：工作人员机票+住宿 实际实销
13	会务支持	800.00	1	3	2,400.00	预估费用，以实际结算为准
E. Others 其他					15,825.00	

F. Service Charge 服务费	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB) 总价（人民币）	Description 描述
1	服务费	20,612.50	1	1	20,612.50	
F. Service Charge 服务费					20,612.50	

G. VAT 税费	Item 项目	Unit Price (RMB) 单价（人民币）	QTY 数量	Time 次数	Total Price (RMB) 总价（人民币）	Description 描述
1	税费	13,604.25	1	1	13,604.25	
G. VAT 税费					13,604.25	

Basic Information and cost overview	
Project	B&W CN 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	13910193820
Fixed line	
Email	zhonglan@cct.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).	Total Person in 5years	price per Person in 5
Project 1 CVFC Workshop	62,600.00	5	313000	30	XS	150	¥2,086.67
Project 2 Auto Show Workshop	151,765.20	5	758826	40	XS	200	¥3,794.13
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						¥62,500.00	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	5	¥1,200	¥6,000	前期沟通
I A	Sub-Total Agency Fees (Preparation)						¥6,000.00	
	Agency Fees (On site)							
I B 1	Translator	pax/day	1	2	1	¥12,000	¥24,000.00	翻译，8小时内
I B 2	Project Manager	pax/day	1	1	1	¥600	¥600.00	准备半天，活动半天
I B	Sub-Total Agency Fees (On site)						¥24,600.00	
I	Total Agency Fees						¥30,600.00	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expents, provide list of participants
II A5	Agency Staff working on site traffic	unit	1	1	1	¥300	¥300.00	
II A	Sub-Total Onsite Event						¥300.00	
II	Total Travel & Accomodation						¥300	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
	Logistics							
	Materials							
III B 1	Flower	unit	1	1	1	¥150	¥150.00	Table flower 每场签到桌一台，符合宝马标准
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	¥300	¥300.00	Agenda等预估费用
III B 4	Material Transportation	unit	1	1	1	¥300	¥300.00	物料运输，以实际产生为准
III B 5	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
III B 6	Gift	unit	1	30	1	¥100	¥3,000.00	伴手礼
								备注
III B	Sub-Total Materials						¥8,100.00	
III	Total Logistics & Operation						¥8,100	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
IV A 1	Venue rental event date(s)	pax	1	1	1	¥8,000	¥8,000.00	佳得广场国际酒店，120平
IV A 2	Tea Break	pax	1	30	1	¥68	¥0.00	
IV A 3	Dinner	pax	1	20	1	¥200	¥4,000.00	10人/桌中式四菜，不含酒水
IV A 4	Dinner	pax	1	20	1	¥50	¥1,000.00	红酒
IV A 5	Dinner	pax	1	10	1	¥100	¥1,000.00	工作人员晚餐
IV A	Subtotal						¥14,000.00	
IV	Total Hospitality						¥14,000.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	月饼周booth	unit	1	1	1	¥6,000	¥6,000.00	
V A	Subtotal Setup/ Construction						¥6,000.00	
V	Total Setup / Construction						¥6,000	

VI	AV							
	Item	Unit	Number of time	Quantity/Time			Sum	Details / Comments
VI 1	AV	unit	1	36	1	¥100	¥3,600.00	酒店基础音响设备，含视频控台技术人员 Sony 55 LED 43 or 65寸电视屏幕带支架-50寸电视屏幕带支架，每人1
VI A	Subtotal AV						¥3,600.00	
VI	Total AV						¥3,600	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time			Sum	
	Photo &Video crew							
VII A	Subtotal Photo &Video crew						¥0.00	
VII	Total Photo & Video						¥0.00	

	Total Net Price						¥151,785.20	
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Detailed Work load/ Comments / Deliverables
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	3	¥1,308.40	¥3,925	
I A 2	Creative Director	pax/day	1	2	3	¥1,400.00	¥8,400	
I A 3	DTP / 2 D / 3 D Designer	pax/day	1	2	1	¥1,200.00	¥2,400	
I A	Sub-Total Agency Fees (Preparation)						¥14,725.20	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	2	3	¥600.00	¥3,600.00	
I B	Sub-Total Agency Fees (On site)						¥3,600.00	
I	Total Agency Fees						¥18,325.20	

	Travel & Accomodation							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Site Check&Onsite Event:							Transportation, hotel and air ticket, all related expenses, provide list of participant
II A1	Agency Staff working on site traffic	unit	1	1	3	¥300	¥900.00	
II A	Sub-Total Onsite Event						¥900.00	
II	Total Travel & Accomodation						¥900	

	Logistics & Operations							
No.	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
	Logistics							
III A 1	Shuttle bus for dealer arrival and leave	unit	1	5	2	¥800	¥8,000.00	GL8接机送机
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	每张票100元
III A	Sub-Total Logistics						¥43,000.00	
	Materials					Unit price		
III B 1	Flower	unit	1	1	1	¥450	¥450.00	Table flower 每场签到花一台，有在宝马接送
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	¥500	¥500.00	Agenda等预估费用
III B 4	Material Transportation	unit	1	1	1	¥500	¥500.00	物料运输，以实际产生为准
III B 5	Gift	Unit	1	30	1	¥100	¥3,000.00	伴手礼
III B 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
								杂费
III B	Sub-Total Materials						¥8,600.00	
III	Total Logistics & Operation						¥51,600	

	Hospitality							
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments
IV A 1	Venue rental event date(s)	pax	1	1	1	¥5,000	¥5,000.00	上午彩排，下午开会
IV A 2	Tea Break	pax	1	30	1	¥68	¥2,040.00	
IV A 3	Lunch	pax	1	30	3	¥128	¥11,520.00	Buffet lunch
IV A 4	Dinner	pax	1	30	2	¥298	¥17,880.00	10人/桌中式圆桌，不含酒水
IV A 5	Accommodation	pax	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，但延庆四万寨
IV A 6	Accommodation	pax	1	6	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，但延庆四万寨
IV A 7	Accommodation	pax	1	10	2	¥500	¥10,000.00	北京酒店住宿差补，距离顺义新国展车程1小时内，但延庆四万寨
IV A	Subtotal						¥78,440.00	
IV	Total Hospitality						¥78,440.00	

	Setup / Construction							Setup Vendor
	Item	Unit	Number of time	Quantity/Time	Days	Unit price	Sum	Details / Comments All descriptions shall be written in EN and CN
V A 1	车头转	unit	1	2	1	¥50	¥100.00	
V A 2	挂机转	unit	1	5	1	¥50	¥250.00	
V A	Subtotal Setup/ Construction						¥350.00	
V	Total Setup / Construction						¥350	

VI	AV							
	Item	Unit	Number of time	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，各区域存在技术人员，实时保障
VI A	Subtotal AV						¥2,250.00	
VI	Total AV						¥2,250	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time			Sum	
	Photo &Video crew							
VII A	Subtotal Photo &Video crew						¥0.00	
VII	Total Photo & Video						¥0.00	

	Total Net Price						**¥194,640.00**	
No.	**Item**	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Detailed Work load/ Comments / Deliverables**
	Agency Fees							
	Agency Fees (Preparation)							
I A 1	Account Director	pax/day	1	1	3	¥1,500.00	¥4,500	
I A 2	Creative Director	pax/day	1	2	3	¥1,500.00	¥9,000	
I A 3	DTP / 2 D / 3 D Designer	pax/day	1	2	1	¥1,500.00	¥3,000	
I A	**Sub-Total Agency Fees (Preparation)**						**¥16,500.00**	
	Agency Fees (On site)							
I B 1	Account Manager	pax/day	1	2	3	¥600.00	¥3,600.00	
I B	**Sub-Total Agency Fees (On site)**						**¥3,600.00**	
I	**Total Agency Fees**						**¥20,100.00**	

	Travel & Accomodation							
No.	**Item**	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Details / Comments**
	Site Check&Onsite Event:							**Transportation, hotel and air ticket, all related expense, provide list of participant**
II A1	Agency Staff working on site traffic	unit	1	1	3	¥300	¥900.00	
II A	**Sub-Total Onsite Event**						**¥900.00**	
II	**Total Travel & Accomodation**						**¥900**	

	Logistics & Operations							
No.	**Item**	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**¥2.00**	**Sum**	**Details / Comments**
	Logistics							
III A 1	Shuttle bus for dealer arrival and leave	unit	1	5	2	¥600	¥6,000.00	GL8接机送机
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	每张票100元
III A	**Sub-Total Logistics**						**¥41,000.00**	
	Materials					**Unit price**		
III B 1	Flower	unit	1	1	1	¥450	¥450.00	Table flower 每桌放置花一盆，打合宝马活动
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	¥500	¥500.00	Agency导师团费用
III B 4	Material Transportation	unit	1	1	1	¥500	¥500.00	物料运输，以实际产生为准
III B 5	Gift	Unit	1	30	1	¥150	¥4,500.00	礼手礼
III B 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
								杂费
III B	**Sub-Total Materials**						**¥10,000.00**	
III	**Total Logistics & Operation**						**¥51,000**	

	Hospitality							
	Item	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Details / Comments**
IV A 1	Venue rental event date(s)	pax	1	1	1	¥5,000	¥5,000.00	上午彩排，下午开会
IV A 2	Tea Break	pax	1	30	1	¥68	¥2,040.00	
IV A 3	Lunch	pax	1	30	3	¥128	¥11,520.00	Buffet lunch
IV A 4	Dinner	pax	1	30	2	¥258	¥17,880.00	10人/桌中式围桌，不含酒水
IV A 8	Accommodation	pax	1	16	1	¥1,800	¥28,800.00	北京酒店住宿，例如塔金
IV A 9	Accommodation	pax	1	10	1	¥1,300	¥13,000.00	北京酒店住宿差异，例如塔金
IV A 10	Accommodation	pax	1	16	1	¥1,800	¥28,800.00	高级酒店
IV A 11	Accommodation	pax	1	10	1	¥1,300	¥13,000.00	高级酒店，差价
IV A	**Subtotal**						**¥120,040.00**	
IV	**Total Hospitality**						**¥120,040.00**	

	Setup / Construction							**Setup Vendor**
	Item	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Details / Comments** **All descriptions shall be written in EN and CN**
V A 1	手卖牌	unit	1	2	1	¥50	¥100.00	
V A 2	接机牌	unit	1	5	1	¥50	¥250.00	
V A	**Subtotal Setup/ Construction**						**¥350.00**	
V	**Total Setup / Construction**						**¥350**	

VI	AV							
	Item	**Unit**	**Number of time**	**Quantity/Time**	**Days**	**Unit price**	**Sum**	**Details / Comments**
VI 1	AV	unit	1	15	1	¥150	¥2,250.00	酒店基础音响设备，含投影仪右技术人员，92寸屏幕
VI A	**Subtotal AV**						**¥2,250.00**	
VI	**Total AV**						**¥2,250**	

	Photo & Video							
	Item	Unit	Number of time	Quantity/Time			Sum	
	Photo &Video crew							
VII A	Subtotal Photo &Video crew						¥0.00	
VII	Total Photo & Video						¥0.00	