



致/To: 姓名/Name: 郭燕雷
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主题/Subject:

尊敬的郭女士
Dear Ms.Guo

大理俊发铂尔曼酒店向您致以诚挚的问候！
Greetings from Pullman dali.

大理俊廷酒店管理有限责任公司大理俊发铂尔曼酒店,坐落于大理市下关区洱海南路,紧邻大理港,苍山和洱海美景尽收眼底,是法国雅高集团旗下国际品牌高星级酒店。
Pullman Dali is ideally located by the famous scenic spot – Erhai Lake, opposite of Dali Port with stunning view of Cangshan Mountain and Erhai Lake, it is an international hotel belongs to Accor Hotels & Resorts.

我们非常荣幸为阁下及贵公司提供自本活动 **2023年3月7日至3月13日**止的团队协议。
It gives us great pleasure to provide you and your company with special group agreement rates for the period from **07 to 13th on March,2023**

请签字盖章后传真或邮寄回酒店。如需更多帮助,请随时与我们联系。
Please return the copy to hotel with your signature and company stamp by fax or email at your earliest convenience. If we can be of any further assistance, please do not hesitate to contact us.

我们期待您和您的客人光临大理俊发铂尔曼酒店。
We are looking forward to welcome you and your guests to Pullman Dali.

您诚挚的
Yours sincerely

中文名/Name: 李苓玲
职位/Title: 销售总监 Director of Sales
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会议团队合同书 MICE Group Contract

感谢阁下选择大理俊廷酒店管理有限责任公司大理俊发铂尔曼酒店作为康辉集团北京国际会议展览有限公司代理汽车之家团队承接团队下榻及会议的场所。根据贵方的要求，我们提供以下方案供您确认。

Thank you for choosing Pullman Dali as the venue for your specific requirements, we have outlined the following arrangement for your approval.

住宿安排 ACCOMMODATION ARRANGEMENT

大理俊发铂尔曼酒店

Pullman Dali

日期 Date	房型 Room type	预计房数 Estimated room No	保证房数 Guaranteed room No	含税房间优惠价 (人民币) Room Rate (RMB)
2023-3-7	豪华双床房 1 间	1 间	1 间	豪华客房 800 元/间/晚
2023-3-8	豪华双床房 1 间 豪华湖景大床房 1 间 精选湖景双床房 1 间	3 间	3 间	豪华客房 800 元/间/晚 豪华湖景房 1,100 元/间/晚 精选湖景房 1,200 元/间/晚
2023-03-9	豪华双床房 9 间 豪华湖景大床房 10 间 豪华湖景双床房 14 间 精选湖景大床房 24 间 精选湖景双床房 18 间 行政湖景套房 1 间	76 间	71 间	豪华客房 800 元/间/晚 豪华湖景房 1,100 元/间/晚 精选湖景房 1,200 元/间/晚 行政湖景套房 2,450 元/间/晚
2023-03-10	豪华双床房 9 间 豪华湖景大床房 10 间 豪华湖景双床房 16 间 精选湖景大床房 30 间	86 间	81 间	豪华客房 800 元/间/晚 豪华湖景房 1,100 元/间/晚 精选湖景房 1,200 元/间/晚 行政湖景套房 2,450 元/间/晚

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	精选湖景双床房 20 间 行政湖景套房 1 间			
2023-03-11	豪华双床房 8 间 豪华湖景大床房 7 间 豪华湖景双床房 16 间 精选湖景大床房 26 间 精选湖景双床房 20 间	77 间	72 间	豪华客房 800 元/间/晚 豪华湖景房 1100 元/间/晚 精选湖景房 1200 元/间/晚
2023-03-12	豪华双床房 1 间 豪华湖景大床房 1 间	2 间	2 间	豪华客房 800 元/间/晚 豪华湖景房 1100 元/间/晚
总计		预计 245 间夜, 保底 230 间夜		
合计费用		RMB:270,200 元 (含税价)		

- 预留房间在到店前3天未确认，我方酒店有权取消预留房间。
The extimated room has to be confirmed before 3 day on the check in date. Hotel has rights to cancel the estimated room if the confirmation is not made on time.
- 以上价格包含2份早餐，另加1份早餐需付128元净价。
Includes two buffet breakfast for Room. Pullman additional one breakfast charge RMB128 per person/per meal.
- 若预订于入住当日 18:00 前取消或未到，我方酒店将收取一晚房费作为赔偿金额。
One night room charge will be collected as compensate if the reserved room is cancelled before 18:00 or no show on the arrival date.
- 请于团队入住前 24 小时内提供入住客人名单。
Please provide guest name list 24 hours in advance before the check in date.
- 根据国家相关规定，入住客人必须在前台登记相关信息。
According to government request, guest registration at front desk is needed.
- 此团队入住首晚，所有房间安排一份欢迎水果，按照人民币 98 元每间每晚收费。
On the first night of stay, All rooms will be provided with a welcome fruit, charge at RMB98net per room per night.





客房提供给客人的设施及免费服务项目：

Room amenities available to guests and free services:

- 房间内提供咖啡和茶
Provide coffee and tea in the room
- 提供本地矿泉水
Provide local mineral water in room
- 包含宽带及无线网络
Provide broadband and Wi-Fi
- 提供健身房及游泳池使用
Provide free use of gym and swimming pool

宴会安排 EVENTS ARRANGEMENT

大理俊发铂尔曼酒店

Pullman Dali

日期 Date	时间 Time	活动 Activity	地点 Venue	摆台 Set up	预计人数 Exp	保证人数 Gtd	优惠价(人民币) Price(RMB)	小计 Total
2023年 3月9日 (周四)	12:00 - 14:00	商务套餐	俊廷轩 (五层)	固定	10	5	人民币 158 元/位/次 (不含酒水及饮料)	RMB1,580
	18:00 - 21:00	自助晚餐	三月西餐厅 (二层)	固定	70	50	人民币 198 元/位	RMB13,860
2023年 3月10日 (周五)	12:00 - 14:00	自助午餐	三月西餐厅 (二层)	固定	120	100	人民币 168 元/位 (含饮料)	RMB20,160
	14:00 - 18:00	会议	大宴会厅 (五层)	课桌	140	140	人民币 35,000 元/半天 (不含 LED)	RMB35,000
	15:30 - 15:45	下午茶歇		--	120	100	人民币 98 元/位/次	RMB11,760

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2023年 3月 10 日 (周五)	19:00 - 21:00	中式 晚宴	大宴会厅 (五层)	圆桌	130	120	人民币 3,500 元/桌/10 位 (不含酒水及饮料)	RMB45,500
预计总消费	人民币 127,860 (含税价)							

- 请于用餐前 72 小时(3 天)确认保证人数，若实际出席人数超过保证人数，酒店将按实际出席人数收费，否则按保证人数收费。

Please confirm the guaranteed number of attendees 72 hours in advance, hotel will charge the total amount base on the actual attendees if is over the guaranteed number.

- 出于为贵方客人健康着想，请恕店方不允许客人自带食品、水果到店内消费。
For health reasons, the hotel does not allow guests to bring food, fruits from outside.
- 根据国家相关规定，酒店公共区域禁止吸烟。
According to the relevant provisions of the state, smoking is prohibiting in the hotel public areas.

价格保密 Prices Confidential

以上价格只对此次活动有效，贵公司有责任对价格保密。

The above price is only valid for this event, your company has the responsibility to keep prices confidential.

费用预算 EXPENSES BREAKDOWN

项目名称 Items	小计 Sub-total
房间费用 Rooms fee	RMB270,200 元
场租费用 Rental fee	RMB35,000 元
餐饮费用 Meal fee	RMB101,288 元
总计 Total	RMB 406,488 (含税价)

付款方式 PAYMENT INSTRUCTION

- 如无特别说明团队的费用皆由公司提前支付
There is no special explanation for the advance payment by the company.
- 酒店银行账户信息
Hotel Bank Account Information





账户名称: 大理俊廷酒店管理有限责任公司

账户号码: 2515029619200008119

开户银行: 中国工商银行股份有限公司大理牡丹支行

开户行地址: 大理白族自治州大理市建设西路 30 号

SWIFT 码: ICBKCNBJYUN

- 请按下列时间支付团队款项。

Please make the following payment to the Hotel according to the schedule below.

付款时间 Payment Schedule	付款内容 Payment Items
2023 年 2 月 14 日 14 th Feb, 2023	已支付团队部分定金, 即人民币 20,000 元 Has been paid RMB 20,000net as deposit
2023 年 3 月 03 日 03 March, 2023	支付团队预计费用的 90%, 即人民币 365,839.2 元 Prepay 90% of estimated total charge RMB 365,839.2net
2023 年 3 月 9 日 09 March, 2023	预授权担保活动尾款及杂项押金担保, 即人民币 40,000 元 The pre-authorized deposit is RMB 40,000net
2023 年 3 月 12 日 12 th March, 2023	支付团队入住期间所产生的费用尾款 All consumptions during the group meeting in hotel

团队取消 GROUP CANCELLATION

- 若团队于合同签订后取消, 酒店将收取团队预计总费用的50%作为违约金;
If the group is cancelled after contract signed, hotel will charge 50% of group estimate expenses as penalty fee.
- 如团队于入住前10天内取消, 酒店将收取团队预计总费用的80%作为违约金。
If the group is cancelled within 10 days prior to group arrival, hotel will charge 80% of group estimate expenses as penalty fee.

场地布置 VENUE SET UP

- 酒店将于布场前向主办方指定供应商收取人民币2万元作为场地布置押金; 如无任何损坏, 押金将于布置撤离后归还。
Hotel will collect the deposit of RMB 20,000 from your appointed contractor prior to function set up. Deposit will be returned after the set up removed subject to no damage of hotel

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facility.

- 若主办方的客人或指定供应商在这次活动期间对本酒店的财产造成任何的损毁，酒店将向主办方索赔修理或置换的费用。

Should there be any damage to hotel property made by your guests or your appointed contractor during the event, hotel will charge for any repair / replacement costs to the sponsor.

未履行协议 NON-COMPLIANCE

如果主办方未能在规定期限内交付预付款，酒店将保留取消团队预订权利。恢复预订将在酒店收付款后视酒店的预订情况而定。

If the pre-payment is not received by the date indicated, regrettably the reservation for the group may be subject to cancellation. Reinstatement of the reservation can only be made upon receipt of payment and to the extent that guest rooms and function space are subject to availability.

不可抗力因素 EXCLUSION OF LIABILITY

在超过本酒店控制所发生的战争、罢工、暴乱或不可抗拒力因素，本酒店将对此中直接或间接引起的未能履行义务恕不负责。由于上述原因所引起的不履行，店方将如数返还此次宴会的全部预付款。

The Hotel will not be held responsible for failure to execute obligations specified herein directly or indirectly, occasioned by or through or consequence of war, the order of the Chinese Government, natural calamities such as earthquake, flooding, riots or conditions beyond the control of the Hotel.

会议举办期间，若因新冠疫情导致客户始发地或举办地有限制出行举办政策，双方可协商活动改期，若情节严重双方可酌情协商活动取消不产生损失费用，若参会人员出行城市因限制出行未能参会，需提供相关限行通知，航班取消证明等方可免费取消。

During the contract period, if due to the new Covid-19 epidemic issues , the customer's origin city or hotel destination have the restricting policy ,the two parties may negotiate rescheduling the meeting, if serious epidemic, the two parties can negotiate canceling without cancellation fees.

if the attendance is unable to participate due to Covid-19 travel restrictions, Free cancel must provide relevant travel restriction notices, flight cancellation certificates. Otherwise Cancellation fee will be charged accordingly.

感谢选择大理俊廷酒店管理有限责任公司大理俊发铂尔曼酒店，我们将致力于确保您的活动完美进行。

We look forward to welcoming you and your guests. We are looking forward to working together for the success of your event at the Pullman Dali.

本合同约定书以中文版本为主准。



公司代表签章 Accepted for and on behalf of

大理俊廷酒店管理有限责任公司

Dali Junting Hotel Management Co., Ltd



李苓玲 / Lily Li

销售总监 / Director of Sales

康辉集团北京国际会议展览有限公司

姓名 / 郭燕雷

关向阳 / Sunny Guan

市场营销总监 / Director of Sales & Marketing

张颖 / Lucia Zhang

总经理 / General Manager

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