



NATIONAL PRODUCTIVITY COUNCIL, NEW DELHI

Tender Reference no: ES/01/RFQ/2026-27

Sub-: Request for Quotation (RfQ) for providing rooms for conduct of Residential Training Program at Ayodhya (UttarPradesh) during the financial year 2026-27

1. **Introduction:** National Productivity Council of India (NPC), established in the year 1958, is an autonomous organization under Department for Promotion of Industry & Internal Trade, Ministry of Commerce and Industry, Government of India. It regularly organises Residential Training Programs (with a duration of 4 nights-5 days stay). NPC invites quotations in two bid system (i.e. Technical & Financial) for competitive hotel room rates and other training related facilities (including conference hall for at least 20-25 participants) from **Private Hotels and Government owned Hotels / Training Institutes** having facilities/properties equivalent to 3 star /4 star rating and having prior experience in providing such services required for conduct of Executive Training Programs for Senior/ Middle/ Junior Level employees.

All interested parties are invited to send their competitive rates at the earliest as per the terms & conditions mentioned in the format provided at **Annexure-I & II**. The interested parties are advised to examine all instructions, terms and conditions mentioned in this document. Any deviation from requirement as per **Annexure-I & II** may kindly be highlighted.

Please note that Agents are not allowed to submit the rates.

2. **Validity of Empanelment:** The empanelment shall initially be valid for a period of one year from the date of acceptance by the Private Hotels or Government owned Hotels/Training Institutes. **The hotel rates shall be applicable for all NPC Programs throughout the one-year empanelment period.** However, NPC shall have the right to terminate the empanelment based on non-performance or shortcomings in services of the Hotel.

The validity period/empanelment may be extended for any further period after completion of one year, on mutual agreement and/or on any mutually modified terms & conditions.

3. **How to apply:** The bid may be submitted through an email with two separate attachments (in pdf format password protected) i.e. **first attachment titled as 'Technical Bid and second attachment titled as 'Financial Bid.**

The first sealed envelope/ password protected PDF attachment-I (technical bid) should provide details of the facilities/infrastructure as per the prescribed format (Annexure-III).

The second sealed envelope/ password protected PDF attachment-II (financial bid) should contain quotation in terms of rates (in INR) as per the format (Annexure IV).

In case, the rates are variable during the year, such variation in the rates applicable in the respective month, must be clearly mentioned in the relevant column Annexure -IV.

4. **Where to submit Bid:** The sealed envelope should be sent by post to the address mentioned below at para no. 6 or emailed to rajesh.sund@npcindia.gov.in within stipulated date and time by offline mode or online mode by password protected PDFs/speed post.

After submission of quotation by the end date & time and on successfully qualifying the technical evaluation process, NPC shall request the qualified hotels to share the password of financial quotation for financial evaluation. The password is to be shared through return email only upon NPC's request.

No email shall be sent from NPC to share the password of financial quotation if the vendor does not qualify the technical evaluation/ criteria(s).

5. **Selection Criteria:** The eligibility of hotels for considering the financial quotations will be decided after evaluation of the technical proposal as per evaluation criteria (refer Annexure- V). Only those hotels who are found eligible as per technical evaluation will be considered for financial evaluation.
6. **Right to extend Dates:** NPC has the right to extend or postpone the last date for submission of the quotation. NPC has right to reject any bid(s) that are found to be incomplete and not have requisite details for the technical evaluation. The NPC reserves the right to cancel this RfQ at any time / stage or amend / withdraw any of the terms and conditions contained in the T&C of both Technical & Financial information for which will be sent to all concerned in advance.
7. **Right to cancel RfQ:** NPC reserves the right to further negotiate the financial terms / other facilities with the Hotels as per the specific requirement of the residential training Program.

Application Address: The bids should be addressed to the following address:

Shri Rajesh Sund
Director (Economic Services and Program Coordinator)
National Productivity Council
New Delhi - 110003
Phone -011-24607303/8799784715
Email: rajesh.sund@npcindia.gov.in

8. **Last date to Apply:** Please send your technical and financial quotation on or before **7th August, 2026 at 1500 hrs** preferably by email as explained at para 3 above. The

Technical and Financial bids must be two separate documents as per attached Annexure -III and Annexure -IV. **The financial bid should be mandatorily password protected, if submitted online.**

9. **Important Dates:** The quotation must be submitted within stipulated date and time (Tentative)
- i. Advt. published date: 24/07/2026 ; 1500 hrs
 - ii. Bid submission start date & time : 24/07/2026; 1500 hrs
 - iii. Bid submission end date & time : 08/08/2026; 1500 hrs
 - iv. Technical proposal opening date & time : 10/08/2026; 1100 hrs
 - v. Financial proposal opening date & time : 10/08/2026; 1500 hrs (tentative)

NPC Standard Package Requirements

1. National Productivity Council (NPC) organizes its residential training programmes (duration of 4 nights – 5 Days stay each) for a group of 15-25 participants.
2. The check-in time as on or after 12:00 noon on Monday and the check-out time from the hotel are before 12:00 noon on Friday.
3. Welcome Drink on arrival.
4. Rooms on single occupancy basis on APAI plan with standard accommodation amenities like air conditioning, 24 hours hot water and cold water facility, clean bedsheet, 2 soaps, toiletries and dental kit, hand towel, bath towel, two mineral water bottles (1 Ltr. each) daily in each room, each day to each occupant.
5. Rooms on double occupancy basis on APAI plan (Minimum Spouse rates to be quoted separately to be settled by delegates directly with the hotel)
6. Children policy with age to be quoted separately with extra bed and without extra bed, which will be settled by delegates directly with the hotel.
7. Bed Tea with Cookies/Tea/Coffee maker in each room.
8. Buffet Breakfast, Lunch and Dinner with good spread of itemized menu (veg. and non-veg.)
9. 2 times Tea/Coffee with Cookies/snacks during the conference (i.e. one service each during FN & AN)
 - FN – Tea/Coffee with Cookies
 - AN – Tea/Coffee with Snacks
10. U-Shape/ Round Table seating arrangement in conference hall with basic conference facilities like LCD projector, screen, whiteboard / flipcharts with markers, mints/toffees, water bottle, ampli-speaker sound system for all 5 days.
11. Arrangement of collar / cordless mike and audio system on demand.
12. One evening networking dinner with 2 Veg. & 2 Non-Veg snacks, juices, soft drinks.
13. One Complimentary room for Programme Director on APAI plan.
14. 2 nos. half day site-seeing to cover all important spots of tourist with good (bus /car) vehicles.
15. Pick up & Drop facility from the airport to the hotel and vice versa for the faculty and NPC coordinator.
16. Additional Charges of Breakfast, Lunch and Dinner for Non-Resident Guests.
17. **Rates should be inclusive of all taxes with clear mention of the tax rates applied for each item.**
18. Rates to be applicable for one year.
19. Any other complementary services provided by the hotel.

A. Payment Terms & Condition of NPC

1. Billing of pax on actual check-in/check-out basis
2. No retention charges are payable by NPC.
3. No advance payment would be made by NPC.
4. 90% Payment will be made before check out and rest 10% will be made after processing of the final bill after the conduct of the training programme within 15 days.
5. The bills raised by the Hotel shall clearly mention the billing components (basic tariff, taxes etc) Check-in, Check-out details of guest(s).
6. Billing to be done to: NATIONAL PRODUCTIVITY COUNCIL, NEW DELHI

B. General Terms & Conditions of NPC, Training Programs

1. NPC will pay only for the boarding and lodging for the participants on APAI basis. Any personal expense including family expenses (spouse, family & relatives if any) would be borne by the individuals/participants only and to be collected by the Hotel/Resort before checking out. NPC shall be in no way be responsible for such payments.
2. No Minimum Guarantee for Number of Rooms, however regular update of increase/decrease in room requirements will be made to the Contact person of the Hotel by the NPC in advance.
3. Rates to be applicable for one year initially. It may be extended for another one year on mutually agreed terms & conditions.
4. Any other complementary services (non-chargeable) provided by the hotel need to be mentioned by hotel.
5. The Hotel accommodation will have facility to provide first aid and doctor on call facility for medical emergencies.

Format for Technical Proposal

QUOTATION FOR PROVIDING ROOM BOOKING FOR THE RESIDENTIAL TRAINING PROGRAMMEMES DURING THE YEAR 2024-25

(To be submitted on company/Hotel letterhead)

A) HOTEL PROFILE

Details	Property 1	Property 2 (optional)	Property 3 (optional)
1. Hotel Name:			
2. Hotel Address:			
3. Hotel Contact Person (Single Point of Contact for all purpose):			
4. Hotel Phone No.:			
5. Hotel Fax No.:			
6. Distance of the hotel from airport / railway station / main bus stand			
a) Nearest airport and distance :			
b) Nearest railway station and distance :			
c) Nearest main bus station and distance :			

“Hotel” refers to the interested Private Hotels or Government owned Hotels as referred in this document.

B) Please select only one appropriate option against each: -

1. Category of Hotel/ Resort (3 Star / 4 Star & equivalent)

Details	Property 1	Property 2 (optional)	Property 3 (optional)
4 Star category	☐	☐	☐
3 Star Category	☐	☐	☐
Less than 3 Star Category	☐	☐	☐

2. Number of Restaurants with capacity to accommodate 25-30 person at the same time.

Details	Property 1	Property 2 (optional)	Property 3 (optional)
Number of restaurants Two or more	☐	☐	☐
Number of restaurants only one	☐	☐	☐
No restaurant facility	☐	☐	☐

3. Availability of in-house travel desk for management of local transportation towards local sightseeing arrangements & for pick- up & drop from the nearest major Airport/Railway station/Bus stand.

Details	Property 1	Property 2 (optional)	Property3 (optional)
If owned, in-house local transportation facility	☐	☐	☐
If hired, local transportation facility	☐	☐	☐
If No transportation facility	☐	☐	☐

4. Availability of double rooms with standard accommodation amenities on single occupancy basis with Breakfast, Lunch and Dinner (APAI basis) for 5 Days and 4 nights.

Details	Property 1	Property 2 (optional)	Property 3 (optional)
Number of standard double rooms 25 and above	☐	☐	☐
Number of standard double rooms less than 25 and more than or equal to 15	☐	☐	☐
Number of standard double rooms less than 15	☐	☐	☐

5. Conference Hall with capacity to accommodate participants in U-shaped setting with chair and table along with LCD projector, Screen, Sound Systems, Cordless mike, White Board, marker, Flip Charts, Marker– (for entire duration of residential training/conference).

Details	Property 1	Property 2 (optional)	Property 3 (optional)
Conference Hall capacity 25 plus/ above participants in U-shaped setting	☐	☐	☐
Conference Hall capacity less than 25 and more than or equal to 15 participants in U-shaped setting	☐	☐	☐
Conference Hall capacity less than 15 in U-shaped setting	☐	☐	☐

6. Number of years of experience in conducting similar Residential Trainings/ Conferences for State Govt. /Central Govt. / PSU's/ Public Sector Bank/ National Institute of repute during preceding years.

Details	Property 1	Property 2 (optional)	Property 3 (optional)
Number of years 7 & above	☐	☐	☐
Number of years Less than 7 & more than or equal to 5 years	☐	☐	☐
Number of years Less than 5 & more than or equal to 3 years	☐	☐	☐
Number of years Less than 3 & more than or equal to 1 year	☐	☐	☐
Number of years below 1 year	☐	☐	☐

7. Numbers of Residential Trainings/ Conferences conducted during last seven years for National Productivity Council

Details	Property 1	Property 2 (optional)	Property 3 (optional)
Number of trainings/conferences conducted for NPC is 9 and above	☐	☐	☐
Number of trainings/conferences conducted for NPC is less than 9 & more than or equal to 7	☐	☐	☐
Number of trainings/conferences conducted for NPC is less than 7 & more than or equal to 5	☐	☐	☐
Number of trainings/conferences conducted for NPC is less than 5 & more than or equal to 3	☐	☐	☐
Number of trainings/conferences conducted for NPC is less than 3 & more than or equal to 1	☐	☐	☐
No such trainings/conferences conducted for NPC	☐	☐	☐

Date: _____

(Signature of Authorized Signatory)
Name and Designation

Format for Financial Proposal

**QUOTATION FOR PROVIDING ROOM BOOKING FOR THE RESIDENTIAL TRAINING
PROGRAMMEMES DURING THE YEAR 2024-25
(To be submitted on company letterhead)**

	Details	Property 1	Property 2 (optional)	Property 3 (optional)
1	Name of the hotel			
2	Category of the hotel (e.g. Star rating etc.)			
3	Complete Address			
4	Phone No.			
5	Mobile No.			
6	Email			
7	Website			
8	PAN No.			
9	GST Reg. No.			
10	Bank Account No.			
11	Name of Bank & Address			
12	Branch Address and Code with ECS Details, IFSC Code			

Hotel Details

No.	Particulars on APAI basis	Rates (in Rs.)		
		Property 1	Property 2 (optional)	Property 3 (optional)
1	Rates per person per night - Single occupancy Room (APAI)			
2	Rates per person per night - Double occupancy Room (APAI)			
3	Extra Charges for Non- Resident Guest			
	a. Extra Breakfast charges for non- resident guest			
	b. Extra Lunch charges for non- resident guest			
	c. Extra Dinner charges for non- resident guest			
	d. Extra charges for non- resident • FN – Tea/Coffee with Cookies • AN – Tea/Coffee with Snacks			
4.	Billing of pax on actual check-in/check-out basis (Please select one)	Agreed/Not Agreed	Agreed/Not Agreed	Agreed/Not Agreed

5	One complementary room (double occupancy) for Program Director/Program Coordinator (Please select one)	Agreed/Not Agreed	Agreed/Not Agreed	Agreed/Not Agreed
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No.	Particulars on APAI basis	Rates (in Rs.)		
6	Agreement & Acceptance of NPC Standard Package Requirements for conduct of Residential Training Program as mentioned in this document (refer Annexure-I) (Please select one)	Agreed/Not Agreed	Agreed/Not Agreed	Agreed/Not Agreed
6.1	Whether Agreeing to all the terms and Conditions given in NPC Standard Package Requirements (Annexure I); if not, List out the deviations proposed.			
7	Agreement & Acceptance of NPC's Payment Terms and Conditions as mentioned in this document (refer Annexure-II-A) (Please select one)	Agreed/Not Agreed	Agreed/Not Agreed	Agreed/Not Agreed
8	Agreement & Acceptance of General Terms and Conditions as mentioned in this document (refer Annexure-II-B) (Please select one)	Agreed/Not Agreed	Agreed/Not Agreed	Agreed/Not Agreed
9	Any other chargeable facility			

Date: _____

(Signature with seal of Authorised Signatory)
Name and Designation

Evaluation and Selection Criteria

The quotes shall be evaluated on the following parameters of the Hotel/bidder:

Sl. No	Description	Score calculation	Max. Marks
1.	Category of Hotel/ Resort	➤ 4 Star category – 10 marks ➤ 3 Star Category – 05 Marks ➤ Less than 3 Star Category – No Marks	10
2.	Number of Restaurants with capacity to accommodate 25-30 person at the same time	➤ Number of restaurants Two or more: 10 Marks ➤ Number of restaurants only one: 5 Marks ➤ No restaurant facility: No Marks	10
3.	Number of Conference Hall with capacity to accommodate more than 25 persons at the same time	➤ Number of Conference Hall - Two or more: 15 Marks ➤ Number of Conference Hall - only one: 10 Marks ➤ No Conference Hall - facility: No Marks	15
4.	Availability of in-house travel desk for management of local transportation towards local sightseeing arrangements & for pick- up & drop from the nearest major Airport/Railway station/Bus stand	➤ If owned, in-house local transportation facility: 10 Marks. ➤ If hired, local transportation facility: 5 marks. ➤ If No transportation facility: No marks	10
5.	Availability of number of double rooms with standard accommodation amenities* on single occupancy basis with breakfast, Lunch and dinner (APAI basis) for 5 Days and 4 nights	➤ Number of standard double rooms 25 and above: 15 Marks ➤ Number of standard double rooms less than 25 and more than or equal to 15: 10 Marks ➤ Number of standard double rooms less than 15: No Marks	15

Sl. No	Description	Score calculation	Max. Marks
6.	Conference Hall with capacity to accommodate participants in U-shaped/Cluster setting with chair and table along with LCD projector, Screen, Sound Systems, Cordless mike, white board, marker, Flip Charts, Marker– (for entire duration of residential training/conference).	➤ Conference Hall capacity for 50 plus/ above participants – 15 marks ➤ Conference Hall capacity for less than 50 but more than 25 participants – 10 marks ➤ Conference Hall capacity less than 25 and more than or equal to 15 participants – 5 Marks ➤ Conference Hall capacity less than 15 participants – No marks	15
7.	Experience in conducting similar residential trainings/ Conferences for Govt. /Central Govt. / PSU's/ Public Sector Bank/ National Institute of repute during preceding 7 years	➤ 7 years or above: 15 marks ➤ Less than 7 years and more than or equal to 5 years: 10 marks ➤ Less than 5 years and more than or equal to 1 year: 5 marks ➤ Below 1years: No marks	15
8.	Experience in conducting residential trainings/ Conferences for NPC during last seven years	➤ 5 years or above: 10 marks ➤ Less than 5 years: 5 marks ➤ Below 1 year : No marks	10
			100

Note:- ***Standard accommodation amenities** - shall be inclusive of facilities like air conditioning, 24 hour hot water and cold water facility and power supply, cleaned pressed bed sheet, bath towel, hand towel, 2 soaps, toiletries and dental kit, 2 mineral water bottles of 1 litre each, each day to each occupant. Accommodation will have facility to provide first aid.

- **In order to qualify technically, the Hotel must score 60 marks out of a total 100 as above.**
- **The Hotel quoting the lowest rates out of the technically qualified Hotels will be selected.**