



National Productivity Council, New Delhi

(Under Ministry of Commerce & Industry, Govt. of India)

5-6 Institutional Area, Lodi Road, New Delhi – 110003

Email: npctraining@npcindia.gov.in

Website: www.npcindia.gov.in

Advertisement No. - NPC/26-27/RFQ/01

Request for Quotation (RfQ) for Empanelment of 3 Star / 4 Star and equivalent Hotels during FY 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 (duration of 4 nights-5 days stay) at various destinations across India for a group of around 10-30 participants from Government/Private Organisations. A total number of around 100 training programs are planned to be organised during FY 2026-27.

NPC invites quotations in two bid system (i.e. Technical & Financial) for competitive hotel room rates including other training related facilities (conference hall, field visit etc) from **i) Private Hotels, ii) Government owned Hotels and iii) Renowned Training Institutes** having facilities/properties equivalent to 3 star /4 star rating and having prior experience in providing such services for conduct of Executive Training Programs (senior 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**. Any deviation from requirement as per Annexure-I & II may kindly be highlighted.

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

2. **Important Dates:** The quotation must be submitted within stipulated date and time (Tentative)
 - i. Advt. published date : 09.02.2026 (1700 hrs)
 - ii. Bid submission start date : 09.02.2026 (from 1800 hrs)
 - iii. Prebid Meeting : 18.02.2026 (online)
 - iv. Bid submission end date : 28.02.2026 (1500 hrs)
 - v. Technical proposal opening date & time : 04.03.2026 (1600 hrs) (tentative)
 - vi. Financial proposal opening date & time : 09.03.2026 (tentative)

3. **Validity of Empanelment:** The rates shall be applicable for all NPC Programs at the empanelled property throughout the one-year empanelment period from date of acceptance by hotels. 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, based on the performance and feedback of the NPC officials/ participants/ faculties.

4. **How to apply:** Bids may be submitted either through physical mode or electronic mode. In case any bidder submits both hard and soft copy of bid, the hard copy shall be considered.

4.A Physical Mode

Bid may be submitted through physical mode in 2-bid format (One top outer sealed envelope containing two inner sealed envelopes) for each location i.e first inner sealed envelope containing technical bid and titled as '**Technical Bid for <location name>**' as per **Annexure III** and second inner sealed envelope containing financial quote and titled as '**Financial Bid for <location name>**' as per **Annexure-IV**. The top outer envelope must be titled as '**Bid for empanelment at <Location name>**'.

(In case the bids are not submitted as instructed above i.e. technical bid and financial bid are not submitted in separate sealed envelopes, the bids shall be summarily rejected).

The sealed envelope should be sent by post/by hand to the following address

Head -Training
National Productivity Council,
(Under Ministry of Commerce & Industry, Govt. of India)
5-6 Institutional Area, Lodi Road, New Delhi – 110003
Email: npctraining@npcindia.gov.in
011-24607344/364/337

4.B Electronic Mode

The bid may also be submitted through a mail with two separate attachments (*in password protected pdf format*) i.e. first attachment titled as '**Technical Bid for <location name>**' as per **Annexure-III** and second attachment titled as '**Financial Bid for <location name>**' as per **Annexure-IV**. ***The financial bid should be MANDATORILY password protected else shall be summarily rejected. The password is to be shared through return email only upon NPC's request.***

The bid may be emailed to npctraining@npcindia.gov.in. After submission of quotation by the end date & time and on successfully qualifying the technical evaluation process, NPC shall request the qualified hotels vide email to share the password of financial quotation for financial evaluation.

No email shall be sent from NPC asking to share the password of financial quotation if the hotel/Institute does not qualify in the technical evaluation.

Explanation –

- i. **Separate bid must be submitted for each of the properties that the hotel intends to submit.**
- ii. In case the hotel is applying for multiple properties at a particular location then also **separate bids** for each property need to be submitted.
- iii. In case, the rates are variable during the year, such variation in the rates applicable in the respective month(s), must be clearly mentioned in the relevant column in Annexure-IV.

5. **Locations:** The quotations are invited for the following locations:

1.	Ayodhya	2.	Bhubaneswar	3.	Gangtok
4.	Goa	5.	Jaisalmer	6.	Kolkata
7.	Kovalam	8.	Kodaikanal	9.	Kochi
10.	Leh	11.	Manali	12.	Mussoorie
13.	Mount Abu	14.	Munnar	15.	Ooty
16.	Puri	17.	Shillong	18.	Srinagar
19.	Sri Vijaya Puram (Port Blair)	20.	Udaipur		

For each of the location lowest bidder (L1) shall be identified based on total cost to NPC per pax for the standard package as provided at Annexure I (section A). The other bidders shall be given the opportunity to match the lowest bidder for all locations where more than one bids are received provided the properties and infrastructures are of standard equivalent /better than the lowest bidder. All such properties shall be empanelled for FY 2026-27.

Once processing of bids received against this RfQ is completed and L1 has been identified for a particular location, NPC may empanel additional hotels subsequently during FY 2026-27 which qualify the technical criteria and match the L1 bidder.

6. **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.
7. **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 having requisite details for the technical evaluation. NPC reserves the right to cancel this RfQ at any time / stage or amend / withdraw any of the terms and conditions contained in the both Technical & Financial information.
8. **Right to Negotiate:** 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.
9. **Right to Blacklist Hotel:** NPC reserves the right to cancel the empanelment and blacklist the hotel if the hotel changes the terms and conditions / rates of empanelment during its validity period.

Annexure-I

A. NPC Standard Package Requirements (termed as “APAI Plan”)

National Productivity Council (NPC) organizes its residential training programmes (mostly in duration of 4 nights – 5 Days stay each) for a group of around 15-30 participants. The following are standard requirements:

1. The check-in time to be 'on or after 12:00 noon and the check-out time from the hotel to be before 12:00 noon.
2. Welcome Drink on arrival.
3. Double-bed Rooms on single occupancy basis on APAI plan with standard accommodation amenities like air conditioning, 24 hours hot water and cold water facility, clean bedsheets, 2 soaps, toiletries and dental kit, hand towel, bath towel, two mineral water bottles (1 Ltr. each) daily in each room with free wi-fi / internet services and like facilities.
4. Tea/Coffee maker with sachets in each room for bed tea.
5. Buffet Breakfast, Lunch and Dinner with good spread of itemized menu (veg. and non-veg.)
6. 2 times Tea/Coffee with Cookies/snacks during the conference (i.e. one service each during FN & AN)
 - FN – Tea/Coffee with Cookies/Snacks
 - AN – Tea/Coffee with Cookies/Snacks
7. U-Shape or Round Table seating arrangement in conference hall with basic conference facilities like LCD projector, Board/LCD screen, whiteboard / flipcharts with markers, mints / toffees, water bottle, Audio (ampli-speaker sound system) for 4 days.
8. One Complimentary room for Programme Director on APAI plan.
9. Complimentary Pick up & Drop facility from the airport to the hotel and vice versa for the Faculty / NPC coordinator.
10. 1 nos. evening networking / gala dinner with 2 Veg. & 2 Non-Veg snacks, juices, soft drinks.

B. Additional Package Requirements on Chargeable Basis

1. 2 nos. half day site-seeing to cover all important spots of tourist in good vehicles (AC bus /AC car).
2. Arrangement of collar / cordless mike on demand.
3. Rooms on double occupancy basis on APAI plan (Minimum rates for accompanying spouse to be quoted separately to be settled by delegates directly with the hotel).
4. 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)
5. Additional Charges of Tea/Coffee, Cookies, Breakfast, Lunch and Dinner for non-resident Guests.

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. 90% payment would be made by NPC before last day of the program.
4. Balance payment will be made within 15 working days after processing of the final bill after the conduct of the training programme.
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

B. General Terms & Conditions of NPC, Training Programs

1. NPC will pay for the actual boarding and lodging for the participants ONLY. 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. Also, expenses on account of individual needs like laundry, telephone usage charges and such other expenses of personal nature should be billed directly to the occupant.
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

Request for Quotation (RfQ) for Empanelment of 3 Star / 4 Star or equivalent Hotels during FY 2026-27

(To be submitted on company/Hotel letterhead)

A) HOTEL PROFILE

Details	
1. Hotel Name:	
2. Hotel Address:	
3. Hotel Contact Person (Single Point of Contact for all purpose):	
4. Hotel Phone No.:	
5. Email Id :	
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/Training Institute as referred in this document.

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

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

4 Star category	<input type="checkbox"/>
3 Star Category	<input type="checkbox"/>

2. Number of Restaurants with capacity to accommodate around 20-25 persons at the same time.

Number of restaurants Two or more	<input type="checkbox"/>
Number of restaurants only one	<input type="checkbox"/>

3. Number of conference hall(s) with capacity to accommodate 10-30 persons at the same time 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)

Number of Conference Hall - Two or more	<input type="checkbox"/>
Number of Conference Hall - only one	<input type="checkbox"/>

4. Size of Conference Hall (s) 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).

Conference Hall capacity for 30 plus/ above participants in U-shape setting	<input type="checkbox"/>
Conference Hall capacity less than 30 but more than or equal to 15 participants in U-shaped setting	<input type="checkbox"/>
Conference Hall capacity less than 15 in U-shaped setting	<input type="checkbox"/>

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

Number of double rooms 30 and above	<input type="checkbox"/>
Number of double rooms less than 30 but more than or equal to 15	<input type="checkbox"/>
Number of double rooms less than 15	<input type="checkbox"/>

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

Owned / in-house local transportation facility	<input type="checkbox"/>
Hired local transportation facility	<input type="checkbox"/>
No transportation facility	<input type="checkbox"/>

7. 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.

5 years & above	<input type="checkbox"/>
Less than 5 years but more than or equal to 2 years	<input type="checkbox"/>
Less than 2 years	<input type="checkbox"/>

8. Numbers of Residential Trainings/ Conferences conducted during last five years for National Productivity Council

5 numbers and above	<input type="checkbox"/>
less than 5 but more than or equal to 2	<input type="checkbox"/>
No such trainings/conferences conducted for NPC	<input type="checkbox"/>

9. Complementary room on APAI plan

Please indicate the number of rooms on confirmed booking on which complimentary room shall be provided.

_____nos. of rooms

(Please note that hotel shall provide one complimentary room for every minimum booking of rooms. For example: if hotel mentions 10 as the minimum number of rooms on which 1 nos. complimentary room shall be provided, then on booking of 20 rooms, 2 complimentary rooms are to be provided by the hotel.)

Date: _____

(Signature of Authorized Signatory)

Name and Designation

Format for Financial Proposal

Request for Quotation (RfQ) for Empanelment of 3 Star / 4 Star Hotels during FY 2026-27

(To be submitted on Hotel's letterhead)

A. Hotel Details

1	Name of the hotel	
2	Star Rating of the hotel	
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	

B. Rates and Terms & Conditions Acceptance

Please quote the rates on APAI Plan including the Standard Package Requirement only.

S. No.	Particulars on APAI Plan	Rates (in Rs.)
1	Rates per person per night - Single occupancy Room (APAI) along with Standard Package requirement mentioned at Annexure-I (A)	
2	Rates per person per night - Double occupancy Room (APAI) along with Standard Package requirement mentioned at Annexure-I (A)	
3	Rates per person for pick up and drop for both sides	
4	Charges for the following items (Per Vehicle) <ul style="list-style-type: none"> i. Site seeing Charges – By Bus (More than 25-seater) ii. Site seeing Charges – By Bus (Less than 25-seater) iii. Site seeing charges – By 7 Seater Car iv. Site seeing charges – By 5 Seater Car 	
5	Charges for the following items on demand (including taxes) <ul style="list-style-type: none"> i. Cordless Mike per piece per day ii. Collar Mike per piece per day 	

S. No.	Particulars on APAI Plan	Rates (in Rs.)
6	Extra Charges for Non- Resident Guest /Participant (including taxes) <ul style="list-style-type: none"> i. Extra Breakfast charges ii. Extra charges for 2 times tea / coffee with cookies/snacks iii. Extra Lunch charges iv. Extra Dinner charges 	
7	One complementary room (double occupancy) for Program Director/Program Coordinator (Please select one) <i>(If not agreed , List out the deviations proposed)</i>	Agreed/ Not Agreed
8	Agreement & Acceptance of NPC Standard Package Requirements for conduct of Training Program as mentioned in this document (refer Annexure-I section-A) (Please select one) <i>(If not agreed, List out the deviations proposed.)</i>	Agreed/ Not Agreed
9	Agreement & Acceptance of NPC's Payment Terms and Conditions as mentioned in this document (refer Annexure-II section-A) (Please select one) <i>(If not agreed, List out the deviations proposed.)</i>	Agreed/ Not Agreed
10	Agreement & Acceptance of General Terms and Conditions as mentioned in this document (refer Annexure-II section B) (Please select one) <i>(If not agreed, List out the deviations proposed.)</i>	Agreed/ Not Agreed
11	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	<ul style="list-style-type: none"> ➤ 4 Star category : 20 marks ➤ 3 Star Category : 10 Marks 	20
2.	Number of Restaurants with capacity to accommodate 20-25 person at the same time	<ul style="list-style-type: none"> ➤ Number of restaurants Two or more: 10 Marks ➤ Number of restaurants only one: 5 Marks 	10
3.	Number of Conference Hall with capacity to accommodate 10-30 persons at the same time	<ul style="list-style-type: none"> ➤ Number of Conference Hall - Two or more: 15 Marks ➤ Number of Conference Hall - only one: 10 Marks 	15
4.	Size of Conference Hall with capacity to accommodate participants in U-shaped/Cluster at the same time	<ul style="list-style-type: none"> ➤ Conference Hall capacity for 30 and above participants: 10 marks ➤ Conference Hall capacity less than 30 but more than or equal to 15 participants: 05 Marks ➤ Conference Hall capacity less than 15 participants : 03 marks 	10
5.	Availability of number of double rooms with standard accommodation amenities* on single occupancy basis with breakfast, lunch and dinner (APAI Plan)	<ul style="list-style-type: none"> ➤ Number of standard double rooms 30 and above: 15 Marks ➤ Number of standard double rooms less than 30 and more than or equal to 15: 10 Marks ➤ Number of standard double rooms less than 15: 05 Marks 	15
6.	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	<ul style="list-style-type: none"> ➤ If owned, in-house local transportation facility: 5 Marks. ➤ If hired, local transportation facility: 3 marks. ➤ No transportation facility: No marks 	5

Sl. No	Description	Score calculation	Max. Marks
7.	Experience in conducting similar residential trainings/ Conferences for Govt. /Central Govt. / PSU's/ Public Sector Bank/ National Institute of repute during preceding years	<ul style="list-style-type: none"> ➤ 5 years or above: 10 marks ➤ Less than 5 years and more than or equal to 2 years: 7 marks ➤ Less than 2 years: 5 marks 	10
8.	Experience in conducting residential trainings/ Conferences for NPC during last five years	<ul style="list-style-type: none"> ➤ 5 nos. and above: 5 marks ➤ Less than 5 but more than or equal to 2: 3 marks ➤ No such trainings/conferences conducted for NPC: No marks 	5
9.	Complimentary room on minimum booking of rooms	<ul style="list-style-type: none"> ➤ Every 10 nos rooms: 10 marks ➤ Every 15 nos rooms: 05 marks ➤ Above 15 nos. rooms: 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.

- i. In order to qualify technically, the Hotel must score 55 marks out of a total 100 as above. The financial bids of only the qualified hotels shall be opened.
- ii. The Hotel quoting the lowest rates out of the technically qualified Hotels will be selected for empanelment.
- iii. All the remaining bidders, for a particular location, shall be given the opportunity to match L1 rates.