

Greetings from OYO!!



Thank you for your prompt response on our mail. Please find below a proposal we have drafted specifically for your event.

1) **Direct, fixed B2B rates from a variety of hotels near your event venue:** We have taken these Fixed B2B Rates from our hotels in the vicinity of your Venue for that specific duration. We have considered budget as well as premium properties. We have provided room rates on Single to Triple Occupancy basis to suit different needs:

S.No	OYO Hotel Names	Hotel Category	Distance	Availability	Single Occupancy	Double Occupancy	Triple Occupancy
1	Hotel Blue Ocean	Budget	2.5 KM	8	1800	2000	2300
2	Hotel Blue Inn Residence	Budget	2.5 Km	16	1800	2000	2300
3	Hotel GK Residency	Budget	3.5 Km	10	1800	2000	2300
4	Hotel Blue Bay	Budget	2.0 Km	7	1800	2000	2300
5	Hotel Lake Bloom Residency	Budget	4.0 km	50	2000	2200	2600
6	Hotel Aromas	Premium	6.0 Km	26	2600	2900	3200

Please Note : All rates are inclusive of Taxes and Breakfast

2) **24x7 Assistance + Dedicated Accommodation Managers:** Every OYO property has an OYO Captain who is available 24x7 to assist each guest. Besides the captain, throughout the event a minimum of 3 dedicated managers would be made available to ensure comfortable stays for all attendees. The Managers would take care of the entire accommodation related responsibilities right from making the bookings, helping with early check-ins/late check-outs, ensuring timely meals, to smooth check-outs. Suggestion: The chart of these hotel rates along with the following manager names can be shared on your website so that the guests can call us directly

and we can assist them or alternatively, your guest details can be shared with us and we can call them on behalf of the conference.

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3) **Cashback:** An amount of the total booked business through your event will be returned to you in the form of cashback/discount.

4) **Gala Evening:** We can help you organize the opening and closing/award/R&R ceremonies for your event through our team of expert Event Organizers.

5) **Association with OYO:** For organizations that have frequent MICE requirements or organize events and where the employees travel can get associated with us for B2B rates by providing us simple documents: Pancard and GST Certificate of the company (only if you want to claim GST input).

6) **Importance of Fixed pricing and Reservation:** We can internally reserve hotel rooms with a minimum advance to guarantee availability and low prices to guests (not possible through website, app or hotels). *As these two factors are dynamic, hence we request you to please let us know your requirements as soon as possible.*

OYO offers rooms at prices that no other player in the budget segment can. Besides, budget segment hotels, **we also have premium 3 star, 4 star, 5 star properties** which focus on higher quality, better value and cater to the premium mid-market segment.

Please find below our B2B offering for your event:

- **B2B Rates:** We can provide direct, exclusive company to company rates of our hotels for your event guests/delegates/visitors. These rates would be fixed (irrespective of hotel price fluctuations) and much lesser than the customer app and website rates. We can offer both budget as well as premium property segment hotels and in the closest vicinity of your venue.
- **Dedicated Accommodation Managers:** We assign a team of dedicated managers for your event so that your administrative and operational workload with regards to accommodation is reduced. Their direct contact details can be shared on your event page/brochures/tickets etc. These managers take care of the entire responsibility right from booking till check-out.
- **24x7 Ground Staff:** At every OYO property, we have a dedicated OYO Captain who is available on a direct line 24x7 to ensure smooth stays.
- **MICE Event Organization:** OYO has hired event planners and taken up properties like banquets/conference halls/garden properties/pools properties and we can help organize gala evenings/R&R ceremonies/inauguration/closing ceremonies/cocktail dinner etc for your event. We help with the venue, catering and decor.
- **Advance Reservation** of hotels with minimum token amount: We can assist with bulk blocking of rooms for your guests to ensure availability of hotels during your event.
- **Cashback:** With minimum amount of documentation required (pancard + cancelled cheque) we can provide certain cashback on the number of bookings we receive through your event.

**please note that this facility comes to you absolutely free of cost*

**this is the only kind of barter system we engage in wherein we provide direct rates plus our services, in return for a volume of business.*

**our company does not engage in sponsorship and marketing tie-ups.*

Request you to please revert on my mail or call me so that we can discuss this proposal further. I look forward to working with you. Wishing you a great day ahead.