

Central Office, Marketing Department:

3rd Floor, Yogakshema Building, West Wing, Jeevan Bima Marg, Nariman Point, Mumbai 400 021.

Ref: Mktg./Oprns/Pre_Bid_17.09.2025

Date: 17.09.2025

Minutes of Pre- Bid Meeting and Clarification based on discussions with the Tour Operators for Austria Tour, held on 17.09.2025 at 4th Floor, East Wing, LIC of India, Yogakshema, Nariman Point, Mumbai 400021.

Participants :-

Shri A. Chatterjee	Chief (Marketing)
Shri Sujay Dutta	Secretary (Mktg/FP)
Smt Bindhu Robert	Secretary (Mktg/Oprn)
Shri. Ravindra Khonde	Asst. Secretary (Mktg/Oprns)
Smt Rohini Shetty	AO (Mktg./FP)
Smt Anjali Kshirsagar	AO (Mktg./FP)
Shri Sachin Bodas	AO (Mktg/Oprns)
Shri Jayaviknesh	AO (Mktg/Oprns)
Shri Vivek Shrivastava	Zenith Leisure Holidays Ltd.
Smt Vipula Todankar	Zenith Leisure Holidays Ltd
Shri Amit Chaudhary	Axplore Travel Plus
Shri Mahendra Ingale	Kesari MICE D/O Kesari Tours
Smt Harshada Bedekar	Kesari MICE D/O Kesari Tours
Shri Sriram Sundaram	Mach Conferences & Events Ltd.
Shri Pritam Gotpagar	Eventrip Priority
Smt Asmita Jha	Eventrip Priority
Shri Sourav Naik	Balmer Lawrie & Co Ltd Travel & Vacations
Shri Kunal Rangare	Balmer Lawrie & Co Ltd Travel & Vacations
Shri Aseem Singh	Tefla's Experiences
Shri Akshay Bhutda	Desired Destinations
Shri Dharmendra	VGS Holidays
Shri Vijay Navaney	Travel Plus
Shri Sohel Manasiya	Akbar Travel
Shri Abdul Aziz	Akbar Travel
Shri Mustaqim	Akbar Travel

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Points Discussed :

1) Based on discussions with the representatives of Tour Operators, it was decided that the flights should be made available on **Emirates, Qatar airways, Etihad or any other European Airlines** as these Airlines have flights with suitable timings which will enable passengers to reach and depart as per the RFP conditions.

2)Based on discussion with the Tour Operators, the Revised itinerary is made and mentioned hereunder :

	Old Itinerary	Revised Itinerary
Day 1	Arrive at Vienna Airport, Check in to the Hotel, Leisure Time to freshen up and proceed for Lunch at Indian Restaurant, Visit Prater Amusement Park with Ferry wheel Ride, Evening Horse Carriage Ride, Dinner at Indian Restaurant and overnight stay at Hotel.	No Change
Day 2	Breakfast at Hotel, Tour to Vienna Woods, Seegrotte Underground Lake, HeiligenKreuz Monastery, Hofburg Palace, Opera House, Lunch at Indian Restaurant, Visit Schonbrunn Palace, Wiener Riesenrad, St. Stephens Cathedral, Belvedere Museum, Stephen Platz, Schwede Paltz, Conference & Dinner at Indian Restaurant	Breakfast at Hotel, Tour to Vienna Woods, Seegrotte Underground Lake with entry fee, HeiligenKreuz Monastery, photo stop at Hofburg Palace, Opera House, Lunch at Indian Restaurant, Visit Schonbrunn Palace with entry fee , Wiener Riesenrad, St. Stephens Cathedral, photo stop at Belvedere Museum, Stephen Platz, Schwede Paltz, Conference & Dinner at same hotel where stay is arranged.
Day 3	Breakfast at Hotel, Proceed for the visit to Bratislava, City Guised Tour and visit UFO Tower, Lunch at Indian Restaurant, Danube River Cruise, Leisure time for shopping, Dinner at Indian Restaurant and overnight stay at Vienna.	No Change
Day 4	After Breakfast, check out form the Hotel, Proceed to Weinviertel Wine Region, Lunch at Indian Restaurant and transfer to the Airport.	After Breakfast, check out form the Hotel, Proceed to outlet shopping, Lunch at Indian Restaurant and transfer to the Airport.

2) It is agreed to cover Weinviertel Wine Region on any day of the tour as per the availability of time.

3) Group (I) – 199 paxs (+/-20% variation)

- The Hub wise distribution of the passengers -
Group I- Mumbai – 13, Chennai -66, Delhi-40 & Kolkata – 80
- Flight Class : Business (2 pax), Economy (197 pax)
- Room Occupancy – Single Occupancy (No 3) & Twin sharing (No 98)

Group (II) – 133 paxs (+/-20% variation)

- The Hub wise distribution of the passengers -
Group II- Mumbai – 133,
- Flight Class : Business (2 pax) Economy (131 pax)
- Room Occupancy – Single Occupancy (No 3) & Twin sharing (No 65)



भारतीय जीवन बीमा निगम
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Group (III) – 139 paxs (+/-20% variation)

- The Hub wise distribution of the passengers -
Group III- Mumbai – 26, Chennai- 13,Kolkata – 11, Bangalore – 35,
Hyderabad – 33, Delhi-21
- Flight Class : Economy (139 pax)
- Room Occupancy – Single Occupancy (No 3) & Twin sharing (No 68)

Except for all the above, the tour operators did not raised any points on other contents of the Tender document of Austria.