



CLIENT	GROUPS2GO
PROJECT	OCTOBER PYLC INCENTIVE 25
DESTINATION	MADRID, SEVILLA
EVENT DATES	9 - 16 Oct 2025
PARTICIPANTS	40 PAX
REF	02660MADSVQ
PROPOSAL DATE	16 Jul 2025 20:09

## DETAILS OF ACCOMMODATION

### MADRID

#### GRAN MELIA FENIX HOTEL

ACCOMMODATION FROM OCT 9 TO OCT 12	UNIT PRICE	NIGHTS	ROOMS	PRICE	VAT	TOTAL
Standard Room for Double Use including Buffet Breakfast - Price per room and night	450,00	3	20	27.000,00€	10,00%	29.700,00€
ESTIMATED TOTAL FOR ACCOMMODATION FROM OCT 9 TO OCT 12				27.000,00€	2.700,00€	29.700,00€
ESTIMATED TOTAL FOR GRAN MELIA FENIX HOTEL				27.000,00€	11.082,06€	29.700,00€

#### HOTEL MELIA CASTILLA

ACCOMMODATION FROM OCT 9 TO OCT 12	UNIT PRICE	NIGHTS	ROOMS	PRICE	VAT	TOTAL
Standard Room for Double Use including Buffet Breakfast - Price per room and night	280,00	3	20	16.800,00€	10,00%	18.480,00€
ESTIMATED TOTAL FOR ACCOMMODATION FROM OCT 9 TO OCT 12				16.800,00€	1.680,00€	18.480,00€
ESTIMATED TOTAL FOR HOTEL MELIA CASTILLA				16.800,00€	11.082,06€	18.480,00€

### SEVILLA

#### HOTEL GRAN MELIA COLON

ACCOMMODATION FROM OCT 12 TO OCT 16	UNIT PRICE	NIGHTS	ROOMS	PRICE	VAT	TOTAL
Standard Room for Single Use including Buffet Breakfast - Price per room and night	320,00	4	0	0,00€	10,00%	0,00€
Standard Room for Double Use including Buffet Breakfast - Price per room and night	350,00	4	20	28.000,00€	10,00%	30.800,00€
ESTIMATED TOTAL FOR ACCOMMODATION FROM OCT 12 TO OCT 16				28.000,00€	2.800,00€	30.800,00€
ESTIMATED TOTAL FOR HOTEL GRAN MELIA COLON				28.000,00€	11.082,06€	30.800,00€

#### HOTEL GIRALDA CENTER

ACCOMMODATION FROM OCT 12 TO OCT 16	UNIT PRICE	NIGHTS	ROOMS	PRICE	VAT	TOTAL
Standard Room for Double Use including Buffet Breakfast - Price per room and night	220,00	4	20	17.600,00€	10,00%	19.360,00€
ESTIMATED TOTAL FOR ACCOMMODATION FROM OCT 12 TO OCT 16				17.600,00€	1.760,00€	19.360,00€
ESTIMATED TOTAL FOR HOTEL GIRALDA CENTER				17.600,00€	11.082,06€	19.360,00€

	PRICE	VAT	TOTAL
ESTIMATED TOTAL AMOUNT FOR RECOMMENDED HOTELS:	34.400,00€	3.440,00€	37.840,00€
<ul style="list-style-type: none"><li>HOTEL MELIA CASTILLA</li><li>HOTEL GIRALDA CENTER</li></ul>			



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02660MADSVQ  
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## GROUND SERVICES QUOTATION

### Day 1 Thursday, October 09, 2025

CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
TRANSFER FROM MADRID AIRPORT TO MADRID CITY OR VICE VERSA BY DELUXE A/C MOTORCOACH (ONE WAY SERVICE)					
Deluxe A/C motorcoach 50 seats (One Way Service) – Price per coach	339,05€	2	678,10€	10,00%	745,91€
<i>* Nighttime service: from 9:00 PM to 7:00 AM</i>					
STAFF FOR TRANSFER FROM MADRID AIRPORT TO MADRID CITY OR VICE VERSA (ONE WAY SERVICE)					
Spanish Speaking staff (One Way Service) - Price per staff	254,24€	2	508,48€	Not subject	508,48€
<i>* Nighttime Services: from 0:00 AM to 7:30 AM</i>					
ROUND TRIP TRANSFER FOR DINNER IN MADRID BY DELUXE A/C MOTORCOACH (4 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (4 Hours Service) - Price per coach	699,02€	1	699,02€	10,00%	768,92€
STAFF FOR ROUND TRIP TRANSFER TO DINNER IN MADRID (4 HOURS SERVICE)					
Spanish Speaking staff (4 Hours Service) - Price per staff	288,14€	1	288,14€	Not subject	288,14€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
POSADA DE LA VILLA RESTAURANT					
3- Course Menu 1 (including: Wines, Water and Coffee) - Price per person from	98,49€	40	3.939,60€	10,00%	4.333,56€
3 Course Menu 2 (including: Wines, Water and Coffee) - Price per person from	101,00€	0	0,00€	10,00%	0,00€
4 Course Menu 3 (including: Wines, Water and Coffee) - Price per person from	101,65€	0	0,00€	10,00%	0,00€
ENTERTAINMENT - TUNA BAND					
Tuna band - Price per 2 hours performance with breaks, during dinner	546,88€	1	546,88€	Not subject	546,88€

### Day 2 Friday, October 10, 2025

CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
HALF DAY CITY TOUR (6 HOURS SERVICE) - MADRID					
Deluxe A/C motorcoach 50 seats (4 Hours Service) - Price per coach	467,17€	1	467,17€	10,00%	513,89€
Extra hour - Price per hour and coach	138,14€	2	276,28€	10,00%	303,91€
GUIDE FOR HALF DAY TOUR (6 HOURS SERVICE) - MADRID					
Guide (4 Hours Service) - Price per guide	389,83€	2	779,66€	Not subject	779,66€
Guide Extra hour - Price per hour and guide	67,80€	4	271,20€	Not subject	271,20€
Meal Allowance - Price per meal and staff	31,91€	2	63,82€	Not subject	63,82€
<i>* Languages included: English/French/Italian/Portuguese/Spanish For other languages a Supplement will be applied. Maximum 25 guests per guide.</i>					
WIRELESS RADIO GUIDE FOR TOUR					

Headset (minimum 35 pax) - Price per unit	6,48€	46	298,08€	Not subject	298,08€
VISIT TO THE ROYAL PALACE					
Entrance Ticket (Including Handling Fee) - Price per ticket	17,07€	40	682,80€	10,00%	751,08€
* <i>*Subject to availability</i>					
CHOOSE ONE OF THESE OPTIONS					
A) LA LONJA DEL MAR RESTAURANT					
● 3-course Menu 1 (Including: Wines, Beer, Soft Drinks, Water and Coffee) - Price per person	70,00€	46	3.220,00€	10,00%	3.542,00€
● 3-course Menu 2 (Including: Wines, Beer, Soft Drinks, Water and Coffee) - Price per person	80,00€	0	0,00€	10,00%	0,00€
● 3-course Menu 3 (Including: Wines, Beer, Soft Drinks, Water and Coffee) - Price per person	91,25€	0	0,00€	10,00%	0,00€
Total for option A)					3.542,00€
B) CAFE DE ORIENTE RESTAURANT					
● 3- Course Menu 1 (Including: Wine, Beer, Soft Drinks, Mineral Water and Coffee) - Price per Person	75,65€	46	3.479,90€	10,00%	3.827,89€
● 3- Course Menu 2 (Including: Wine, Beer, Soft Drinks, Mineral Water and Coffee) - Price per Person	77,61€	0	0,00€	10,00%	0,00€
● 3- Course Menu 3 ( Including: Wine, Beer, Soft Drinks, Mineral Water and Coffee) - Price per Person	84,78€	0	0,00€	10,00%	0,00€
● Terrace supplement per person from	21,09€	0	0,00€	10,00%	0,00€
Total for option B)					3.827,89€
CHOOSE ONE OF THESE OPTIONS					
A) ABYA RESTAURANT					
● 3-Course Menu "Abya" (Including: Wines, Beers, Soft Drinks and Mineral Water) - Price per person	151,53€	40	6.061,20€	10,00%	6.667,32€
● 3-Course Menu "Saldana" (Including: Wines, Beers, Soft Drinks and Mineral Water) - Price per person	126,26€	0	0,00€	10,00%	0,00€
● 3-Course Menu "Premium" (Including: Wines, Beers, Soft Drinks and Mineral Water) - Price per person	176,81€	0	0,00€	10,00%	0,00€
● 3-Course Menu "Experiencia" (Including: Wines, Beers, Soft Drinks and Mineral Water) - Price per person	252,53€	0	0,00€	10,00%	0,00€
* <i>*Subject to availability</i>					
Total for option A)					6.667,32€
B) PABBLO RESTAURANT					
● 3-Course Menu 1 (Including Wine, Beer, Soft Drinks, Mineral Water) - Price per person	75,76€	40	3.030,40€	10,00%	3.333,44€
● 3-Course Menu 2 (Including Wine, Beer, Soft Drinks, Mineral Water) - Price per person	88,39€	0	0,00€	10,00%	0,00€
● 3-Course Menu 3 (Including Wine, Beer, Soft Drinks, Mineral Water) - Price per person	107,33€	0	0,00€	10,00%	0,00€
* <i>*Subject to availability</i>					
Total for option B)					3.333,44€
ROUND TRIP TRANSFER FOR DINNER IN MADRID BY DELUXE A/C MOTORCOACH (4 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (4 Hours Service) - Price per coach	699,02€	1	699,02€	10,00%	768,92€
Extra hour - Price per hour and coach	205,10€	0	0,00€	10,00%	0,00€
STAFF FOR ROUND TRIP TRANSFER TO DINNER IN MADRID (4 HOURS SERVICE)					
Spanish Speaking staff (4 Hours Service) - Price per staff	288,14€	1	288,14€	Not subject	288,14€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€

## Day 3 Saturday, October 11, 2025

CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
FULL DAY EXCURSION TO TOLEDO (8 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (8 Hours Service) - Price per coach	1.000,41€	1	1.000,41€	10,00%	1.100,45€
Extra hour - Price per hour and coach	138,14€	0	0,00€	10,00%	0,00€
WIRELESS RADIO GUIDE FOR TOUR					

Headset (minimum 35 pax) - Price per unit	5,47€	40	218,80€	Not subject	218,80€
GUIDE FOR FULL DAY EXCURSION TO TOLEDO (8 HOURS SERVICE)					
Guide (8 Hours Service) - Price per guide	601,69€	2	1.203,38€	Not subject	1.203,38€
Guide Extra hour - Price per hour and guide	67,80€	0	0,00€	Not subject	0,00€
Meal Allowance - Price per meal and staff	31,91€	2	63,82€	Not subject	63,82€
<i>* Languages included: English/French/Italian/Portuguese/Spanish For other languages a Supplement will be applied. Maximum 25 guests per guide.</i>					
CIGARRAL DE SANTA MARIA (TOLEDO)					
3-course Menu Cigarral (including: Wines, Mineral Water and Coffee) - Price per person from	88,89€	40	3.555,60€	10,00%	3.911,16€
3-course Menu Castilla (including: Wines, Mineral Water and Coffee) - Price per person from	94,44€	0	0,00€	10,00%	0,00€
3-course Menu Carlos V (including: Wines, Mineral Water and Coffee) - Price per person from	102,08€	0	0,00€	10,00%	0,00€
3-course Menu Toledo (including: Wines, Mineral Water and Coffee) - Price per person from	109,03€	0	0,00€	10,00%	0,00€
ROUND TRIP TRANSFER FOR DINNER IN MADRID BY DELUXE A/C MOTORCOACH (4 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (4 Hours Service) - Price per coach	699,02€	1	699,02€	10,00%	768,92€
Extra hour - Price per hour and coach	205,10€	0	0,00€	10,00%	0,00€
STAFF FOR ROUND TRIP TRANSFER TO DINNER IN MADRID (4 HOURS SERVICE)					
Spanish Speaking staff (4 Hours Service) - Price per staff	288,14€	1	288,14€	Not subject	288,14€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
CHOOSE ONE OF THESE OPTIONS					
A) TATEL RESTAURANT					
● 4-Course Reduced Menu (Including: Welcome Drink, 1/2 Bottle of Wine, Beer, Soft Drinks, Mineral Water and Coffee)- Price per person	82,08€	40	3.283,20€	10,00%	3.611,52€
● 4-Course Premium Menu (Including: Welcome Drink, 1/2 Bottle of Wine, Beer, Soft Drinks, Mineral Water and Coffee) - Price per person	94,69€	0	0,00€	10,00%	0,00€
● 4-Course Elite Menu (Including: Welcome Drink, 1/2 Bottle of Wine, Beer, Soft Drinks, Mineral Water and Coffee) - Price per person	113,63€	0	0,00€	10,00%	0,00€
<i>* **Subject to availability</i>					
Total for option A)					3.611,52€
B) RHUDO RESTAURANT					
● 3-Course Menu 1 (Including Wine, Beer, Soft Drinks, Mineral Water) - Price per person	101,97€	40	4.078,80€	10,00%	4.486,68€
● 3-Course Menu 2 (Including Wine, Beer, Soft Drinks, Mineral Water) - Price per person	125,95€	0	0,00€	10,00%	0,00€
● 4-Course Menu 1 (Including Wine, Beer, Soft Drinks, Mineral Water) - Price per person	167,93€	0	0,00€	10,00%	0,00€
<i>* ATENCION Menus 3 -Course, 4-Course y Menu to share: disponibles a partir de 12 comensales Cocktail Menus: disponibles a partir de 25 comensales</i>					
Total for option B)					4.486,68€

Day 4 Sunday, October 12, 2025					
CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
TRANSFER FROM MADRID HOTEL TO STATION BY DELUXE A/C MOTORCOACH (ONE WAY SERVICE)					
Deluxe A/C motorcoach 50 seats (One Way Service) – Price per coach	339,05€	1	339,05€	10,00%	372,96€
<i>* Nighttime service: from 9:00 PM to 7:00 AM</i>					
STAFF FOR TRANSFER FROM MADRID AIRPORT TO MADRID CITY OR VICE VERSA (ONE WAY SERVICE)					
Spanish Speaking staff (One Way Service) - Price per staff	254,24€	1	254,24€	Not subject	254,24€
<i>* Nighttime Services: from 0:00 AM to 7:30 AM</i>					
TRAIN TICKETS WAY & BACK					

Economy Class (Turista), approx (includes management fee)	82,28€	40	3.291,20€	10,00%	3.620,32€
MOTORCOACH CORDOBA STATION-TOUR-SEVILLA					
Deluxe A/C motorcoach 50 seats (Upto 8 Hours Service) - Price per coach	1.008,47€	1	1.008,47€	10,00%	1.109,32€
Deluxe A/C motorcoach 50 seats - Extra Hour - Price per hour and coach	177,97€	0	0,00€	10,00%	0,00€
GUIDE FOR HALF DAY TOUR (4 HOURS SERVICE) - CORDOBA					
Guide (4 Hours Service) - Price per guide	338,98€	2	677,96€	Not subject	677,96€
* Maximum 25 guests per guide.					
GUIDE FOR FULL DAY TOUR (8 HOURS SERVICE) - CORDOBA					
Guide (8 Hours Service) - Price per guide	644,07€	1	644,07€	Not subject	644,07€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
* Maximum 25 guests per guide.					
VISIT TO THE MOSQUE-CATHEDRAL OF CORDOBA					
Mosque Entrance Ticket (Including Handling Fee) - Price per ticket	15,85€	40	634,00€	10,00%	697,40€
* <i>Subject to availability</i>					
WIRELESS RADIO GUIDE FOR TOUR					
Headset (minimum 35 pax) - Price per unit	6,48€	40	259,20€	Not subject	259,20€
BODEGAS CAMPOS RESTAURANT					
3-Course Menu 1 (Including: Wines, Beers, Soft Drinks, Water and Coffee) - Price per person	80,56€	40	3.222,40€	10,00%	3.544,64€
3-Course Menu 2 (Including: Wines, Beers, Soft Drinks, Water and Coffee) - Price per person	86,11€	0	0,00€	10,00%	0,00€
ROUND TRIP TRANSFER FOR DINNER IN SEVILLA BY DELUXE A/C MOTORCOACH (5 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (5 Hours Service) - Price per coach	635,59€	1	635,59€	10,00%	699,15€
Deluxe A/C motorcoach 50 seats - Extra Hour - Price per hour and coach	177,97€	0	0,00€	10,00%	0,00€
CHOOSE ONE OF THESE OPTIONS					
A) CASA MANOLO LEON RESTAURANT (GUADALQUIVIR)					
• Welcome drink and Appetizers (25 min) - Price per person	12,50€	47	587,50€	10,00%	646,25€
• 3-Course Menu Including Wine, Beer, Mineral Water and Coffee - Price per person	58,07€	47	2.729,29€	10,00%	3.002,22€
• 3-Course Menu Including Wine, Beer, Mineral Water and Coffee - Price per person	58,71€	0	0,00€	10,00%	0,00€
• 3-Course Menu Including Wine, Beer, Mineral Water and Coffee - Price per person	60,60€	0	0,00€	10,00%	0,00€
Total for option A)					3.648,47€
B) ALABARDERO RIVER CLUB RESTAURANT					
• 3-Course Menu 1 (Including: 1/3 Wine, Beer, Soft Drinks and Mineral Water) Price per person	47,50€	39	1.852,50€	10,00%	2.037,75€
• 3-Course Menu 2 (Including: 1/3 Wine, Beer, Soft Drinks and Mineral Water) Price per person	52,50€	0	0,00€	10,00%	0,00€
Total for option B)					2.037,75€

Day 5 Monday, October 13, 2025					
CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
HALF DAY TOUR (4 HOURS SERVICE) - SEVILLA					
Deluxe A/C motorcoach 50 seats (4 Hours Service) - Price per coach	550,85€	1	550,85€	10,00%	605,94€
Deluxe A/C motorcoach 50 seats - Extra Hour - Price per hour and coach	177,97€	0	0,00€	10,00%	0,00€
GUIDE FOR HALF DAY TOUR (4HOURS SERVICE)					
Guide (4 Hours Service) - Price per guide	386,44€	2	772,88€	Not subject	772,88€
Meal Allowance - Price per meal and staff	31,91€	2	63,82€	Not subject	63,82€
* Maximum 25 guests per guide.					

VISIT TO THE CATHEDRAL OF SEVILLA					
Entrance Ticket (Including Handling Fee) - Price per ticket	14,63€	40	585,20€	10,00%	643,72€
<b>* *Subject to availabiliy</b>					
VISIT TO THE ROYAL ALCAZAR OF SEVILLA					
Entrance Ticket (Including Handling Fee) - Price per ticket	17,68€	40	707,20€	10,00%	777,92€
WIRELESS RADIO GUIDE FOR TOUR					
Headset (minimum 35 pax) - Price per unit	6,48€	40	259,20€	Not subject	259,20€
ABADES TRIANA RESTAURANT					
Welcome Drink (Including: Snacks, Cheeses and Appetizers) - Price per person from	27,78€	46	1.277,88€	10,00%	1.405,67€
3-course Menu 1 (including: Wines, Beers, Soft Drinks, Mineral Water and Coffee) - Price per person	78,26€	46	3.599,96€	10,00%	3.959,96€
3-course Menu 2 (including: Wines, Beers, Soft Drinks, Mineral Water and Coffee) - Price per person	84,78€	0	0,00€	10,00%	0,00€
TRANSFER TO DINNER BY HORSE CARRIAGE					
Transfer to Dinner by Horse Carriage (4 pax per carriage) - Price per carriage	148,44€	17	2.523,48€	Not subject	2.523,48€
Decoration for Carriage - Price per carriage from	101,45€	0	0,00€	Not subject	0,00€
<b>* 45 minutes promenade on the way to the venue</b>					
CHOOSE ONE OF THESE OPTIONS					
A) CASA CARMEN SEVILLA RESTAURANT					
● 3-Course Menu 1 - Price per person	32,82€	40	1.312,80€	10,00%	1.444,08€
● 3-Course Menu 2 - Price per person	37,81€	0	0,00€	10,00%	0,00€
● 3-Course Menu 3 - Price per person	44,13€	0	0,00€	10,00%	0,00€
<b>* Unlimited drinks include wine, beer, soft drinks and water *Subject to availability</b>					
Total for option A)					1.444,08€
B) RIO GRANDE RESTAURANT					
● 3-Course Menu 1 (Including: Wine, Soft Drinks, Beer, Mineral Water and Coffee) - Price per person	69,44€	67	4.652,48€	10,00%	5.117,73€
● 3-Course Menu 2 (Including: Wine, Soft Drinks, Beer, Mineral Water and Coffee) - Price per person	69,44€	0	0,00€	10,00%	0,00€
● 3-Course Menu 3 (Including: Wine, Soft Drinks, Beer, Mineral Water and Coffee) - Price per person	76,39€	0	0,00€	10,00%	0,00€
Total for option B)					5.117,73€
STAFF FOR ROUND TRIP TRANSFER TO DINNER IN SEVILLA (4 HOURS SERVICE)					
English Speaking staff (4 Hours Service) - Price per staff	271,19€	1	271,19€	Not subject	271,19€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
COMPULSORY for Nighttime Services - Transportation Allowance - Price per staff	21,28€	1	21,28€	Not subject	21,28€
A/C DELUXE MOTORCOACH FOR TRANSFER BACK TO HOTEL (3 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (3 Hours Service) - Price per coach	466,10€	1	466,10€	10,00%	512,71€
Deluxe A/C motorcoach 50 seats - Extra Hour - Price per hour and coach	177,97€	0	0,00€	10,00%	0,00€

## Day 6 Tuesday, October 14, 2025

CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
FULL DAY EXCURSION TO JEREZ AND REAAE (12 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (10 Hours Service) - Price per coach	1.008,47€	1	1.008,47€	10,00%	1.109,32€
GUIDE FOR FULL DAY EXCURSION (8 HOURS SERVICE)					
Guide (8 Hours Service) - Price per guide	472,88€	2	945,76€	Not subject	945,76€

Guide Extra hour - Price per hour and guide	69,49€	4	277,96€	Not subject	277,96€
Meal Allowance - Price per meal and staff	31,91€	2	63,82€	Not subject	63,82€
<i>* Maximum 25 guests per guide.</i>					
FUNDACION REAL ESCUELA ANDALUZA DEL ARTE ECUESTRE					
Visit and show, per person from	29,27€	40	1.170,80€	21,00%	1.416,67€
VISIT TO BODEGAS TIO PEPE-GONZALEZ BYASS WINE CELLAR WITH TASTING					
Guided Visit of the Wine Cellar with Tasting of 2 Wines (more than 30 pax) - Price per person from	12,93€	40	517,20€	10,00%	568,92€
PEDRO NOLASCO RESTAURANT					
3- Course VIÑAS DE JEREZ menu (Including: Wines, Mineral Water) - Price per person	73,24€	40	2.929,60€	10,00%	3.222,56€
ROUND TRIP TRANSFER FOR DINNER IN SEVILLA BY DELUXE A/C MOTORCOACH (5 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (5 Hours Service) - Price per coach	635,59€	1	635,59€	10,00%	699,15€
Deluxe A/C motorcoach 50 seats - Extra Hour - Price per hour and coach	177,97€	0	0,00€	10,00%	0,00€
CHOOSE ONE OF THESE OPTIONS					
A) ROBLES ALJARAFE RESTAURANT					
● 3-course Menu 1 (including: Wines, Beer, Soft Drinks, Mineral Water and Coffee) - Price per person from	58,13€	40	2.325,20€	10,00%	2.557,72€
● Exclusivity of the restaurant for the group - Price per service	69,38€	0	0,00€	10,00%	0,00€
● 4-course Menu 1 (including: Wines, Beer, Soft Drinks, Mineral Water and Coffee) - Price per person from	63,13€	0	0,00€	10,00%	0,00€
● 4-course Menu 2 (including: Wines, Beer, Soft Drinks, Mineral Water and Coffee) - Price per person from	73,13€	0	0,00€	10,00%	0,00€
● 4-course Menu 3 (including: Wines, Beer, Soft Drinks, Mineral Water and Coffee) - Price per person	83,13€	0	0,00€	10,00%	0,00€
<i>* The exclusivity of the restaurant is included on Menu price for group of minimum 175 guests. *Subject to availability</i>					
Total for option A)					2.557,72€
B) CASA OZAMA RESTAURANT					
● 4-Course Menu 1 Including Wine, Soft Drink, Beer, Mineral Water and Coffee - Price per person	65,65€	46	3.019,90€	10,00%	3.321,89€
● 4-Course Menu 2 Including Wine, Soft Drink, Beer, Mineral Water and Coffee - Price per person	74,49€	0	0,00€	10,00%	0,00€
● 4-Course Menu 3 Including Wine, Soft Drink, Beer, Mineral Water and Coffee - Price per person	85,85€	0	0,00€	10,00%	0,00€
Total for option B)					3.321,89€
STAFF FOR ROUND TRIP TRANSFER TO DINNER IN SEVILLA (4 HOURS SERVICE)					
English Speaking staff (4 Hours Service) - Price per staff	271,19€	1	271,19€	Not subject	271,19€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
COMPULSORY for Nighttime Services - Transportation Allowance - Price per staff	21,28€	1	21,28€	Not subject	21,28€

Day 7 Wednesday, October 15, 2025					
CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
FULL DAY EXCURSION TO FINCA MIRANDILLA (8 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (8 Hours Service) - Price per coach	1.008,47€	1	1.008,47€	10,00%	1.109,32€
GUIDE FOR FULL DAY EXCURSION (8 HOURS SERVICE)					
Guide (8 Hours Service) - Price per guide	472,88€	1	472,88€	Not subject	472,88€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
<i>* Maximum 25 guests per guide.</i>					
FINCA MIRANDILLA					
Rental fee Half Day (Maximum 6 hours) - From 40 to 99 pax - Price per pax	20,83€	40	833,20€	21,00%	1.008,17€

Visit La Mirandilla by tractor with trailer - Price per person	18,06€	40	722,40€	Not subject	722,40€
Welcome by Horseman and Flamenca - Total Price	347,22€	1	347,22€	Not subject	347,22€
Rumberos Show (Four dancers) - Total Price	1.041,67€	1	1.041,67€	Not subject	1.041,67€
Guitar player - Total Price	416,67€	1	416,67€	Not subject	416,67€
Paella Cooking Workshop - Price per group of 6 pax	208,33€	40	8.333,20€	10,00%	9.166,52€
<b>* ****Supplement 25% for groups less than 15 pax***** Drinks included in cocktail menu 2 and 3: Manzanilla, Sangria, Beer, Soft Drinks and Mineral Water Drinks included in Lunch/Dinner Menu: 1/3 Bottle of wine and Mineral Water per person</b>					
ROUND TRIP TRANSFER FOR DINNER IN SEVILLA BY DELUXE A/C MOTORCOACH (5 HOURS SERVICE)					
Deluxe A/C motorcoach 50 seats (5 Hours Service) - Price per coach	635,59€	1	635,59€	10,00%	699,15€
Deluxe A/C motorcoach 50 seats - Extra Hour - Price per hour and coach	177,97€	0	0,00€	10,00%	0,00€
STAFF FOR ROUND TRIP TRANSFER TO DINNER IN SEVILLA (4 HOURS SERVICE)					
English Speaking staff (4 Hours Service) - Price per staff	271,19€	1	271,19€	Not subject	271,19€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
COMPULSORY for Nighttime Services - Transportation Allowance - Price per staff	21,28€	1	21,28€	Not subject	21,28€
TABERNA DEL ALABARDERO RESTAURANT (SEVILLA)					
Welcome Drink (including Appetizers) - Price per person from	16,88€	40	675,20€	10,00%	742,72€
Gala Dinner Menu (including: Wines, Cava, Beers, Soft Drinks, Mineral Water and Coffee) - Price per person from	73,75€	40	2.950,00€	10,00%	3.245,00€
Gala Dinner Menu including: Wines, Cava, Beers, Soft Drinks, Mineral Water and Coffee - Price per person from	71,28€	0	0,00€	10,00%	0,00€
Gala Dinner Menu including: Wines, Cava, Beers, Soft Drinks, Mineral Water and Coffee - Price per person from	78,72€	0	0,00€	10,00%	0,00€
Open Bar (1 Hour Service) - Price per person from	15,00€	2	30,00€	10,00%	33,00€
Open Bar - Extra Hour - Price per hour and person from	11,25€	40	450,00€	10,00%	495,00€
Flower decoration per table	74,32€	5	371,60€	Not subject	371,60€
Room rental	1.666,67€	1	1.666,67€	Not subject	1.666,67€
Opera Carmen Entertainment (singer & two dancers)	3.437,50€	1	3.437,50€	Not subject	3.437,50€
Sound	1.492,19€	1	1.492,19€	Not subject	1.492,19€

Day 8 Thursday, October 16, 2025					
CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
TRANSFER FROM SEVILLA AIRPORT TO SEVILLA CITY OR V.V. BY DELUXE A/C MOTORCOACH (ONE WAY SERVICE)					
Deluxe A/C motorcoach 50 seats (One Way Service) – Price per coach	347,46€	1	347,46€	10,00%	382,21€
Supplement for Nighttime service - Price per coach	93,22€	0	0,00€	10,00%	0,00€
<b>* Nighttime service: from 9:00 PM to 7:00 AM</b>					
STAFF FOR EVENT COORDINATION & TRANSFER					
English Speaking staff (4 Hours Service) - Price per staff	271,19€	1	271,19€	Not subject	271,19€
English Speaking staff (8 Hours Service) - Price per staff	355,93€	0	0,00€	Not subject	0,00€
Meal Allowance - Price per meal and staff	31,91€	1	31,91€	Not subject	31,91€
ROUND TRIP TRANSFER TO CORTEVA BY DELUXE A/C MOTORCOACH (4 HOURS SERVICE)					

Deluxe A/C motorcoach 50 seats (5 Hours Service) - Price per coach	557,38€	1	557,38€	10,00%	613,12€
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Miscellaneous					
CONCEPT	UNIT PRICE	QUANTITY	PRICE	VAT	TOTAL
TROPHY					
Toro trencadis	45,90€	46	2.111,40€	Not subject	2.111,40€
personalized plate	5,26€	46	241,96€	Not subject	241,96€
laton	126,10€	1	126,10€	Not subject	126,10€
3d	216,42€	1	216,42€	Not subject	216,42€
resina	97,46€	1	97,46€	Not subject	97,46€
LUGGAGE TRANSFER IN MADRID					
Truck for luggage transfer from Madrid to Sevilla - Price per truck and service	2.542,37€	1	2.542,37€	Not subject	2.542,37€

	PRICE	VAT	TOTAL
ESTIMATED TOTAL AMOUNT FOR GROUND SERVICES	102.517,08€	7.642,06€	110.159,14€



CLIENT	GROUPS2GO
PROJECT	OCTOBER PYLC INCENTIVE 25
DESTINATION	MADRID, SEVILLA
EVENT DATES	9 - 16 Oct 2025
PARTICIPANTS	40 PAX
REF	02660MADSVQ
PROPOSAL DATE	16 Jul 2025 20:09

## PROJECT OVERVIEW

CONCEPT	PRICE	VAT	TOTAL
ESTIMATED TOTAL AMOUNT ON ACCOMMODATION	34.400,00€	3.440,00€	37.840,00€

CONCEPT	PRICE	VAT	TOTAL
ESTIMATED TOTAL AMOUNT ON GROUND SERVICES	102.517,08€	7.642,06€	110.159,14€

CONCEPT	PRICE	VAT	TOTAL
ESTIMATED TOTAL AMOUNT	136.917,08€	11.082,06€	147.999,14€



CLIENT  
PROJECT  
DESTINATION  
EVENT DATES  
PARTICIPANTS  
REF  
PROPOSAL DATE

GROUPS2GO  
OCTOBER PYLC INCENTIVE 25  
MADRID, SEVILLA  
9 - 16 Oct 2025  
40 PAX  
02660MADSVQ  
16 Jul 2025 20:09

## GENERAL REMARKS

### PRICES

- All rates are net and non-commissionable.
- All prices are quoted in euros.
- The corresponding VAT taxes have been applied to this quotation. IMPORTANT NOTE: The VAT taxes applied to this quotation have been calculated according to the country your company is based in, as informed by you in your RFP. Please, keep in mind that in case there is a change of the country we are invoicing to this may lead to a price alteration.
- Hotel room rates are valid for 15 days from the date of this proposal, on a first-option basis and for the dates requested. Function space is subject to availability upon confirmation.
- Ground services rates are valid for the dates of the event as specified in the RFP. In case of any change of dates please contact your Project Manager to confirm costs.
- Any decrease or increase of the number of participants may change the estimated total when prices are quoted per person.
- Prices do not include gratuities or tips to guides, drivers, restaurants, etc. If you wish to get more information on how to calculate gratuities amounts in Spain, please look at "Tips & Gratuities" section of General Remarks. If you would like us to include gratuities in the budget, please let your Account Manager know.
- Additional services requested on-site will be charged at net cost plus a 15% handling fee (plus taxes if applicable, actually 21% VAT would apply to the 15% handling fee).

### TRANSPORTATION

- Bottled mineral water can be provided at a cost and prearranged. From April to October the temperatures in Spain are generally very high. As we care about our guests' health and well-being, we strongly recommend to add mineral water to all tours and activities.
- Vehicles have restricted space for luggage. When travelling with luggage, we recommend a maximum of 30 guests per 50 seats coach.
- For airport transfers we do recommend a maximum of 2 passengers plus luggage in a car and 4 passengers plus luggage in a Van, due to the size of European cars.
- Luggage trucks are available at a cost and must be pre-arranged to ensure availability.
- Daytime for coaches and cars is considered between 7:00 AM and 9:00 PM. Out of this range there is a supplement of 20% (dinner services already includes the corresponding supplement).
- As a DMC fully dedicated to service it is our philosophy not to provide transportation services when our staff (either internal or external) is not involved in the operation.

### STAFF

- Meet & Greet service and escorted assistance are needed at the airport, station and during transfers and are provided at a cost.
- Uniformed staff is always provided.
- Porterage Service is available at a cost at certain airports and needs to be prearranged. Please check with your Project Manager.
- Custom logo's signage can be provided at a cost.
- Daytime for staff is considered between 7:00 AM and 9:00 PM. Out of this range there is a supplement of 20%.
- For all staff there will be a supplement of 20% for Saturday, Sunday, local and National holidays. Any of those current dates are noted in your budget.
- Meal allowance for all staff will need to be added when the staff services coincide with lunch and/or dinner time. The Meal allowance should be already included in your budget when needed.
- A 24/7 mobile phone of the Project Manager assigned to the project will be provided prior to the operation of the group.
- All staff are legally registered and authorized to work in Spain.

### TOURS & ACTIVITIES

- All our guides are licensed following the different regulations in each region of Spain.
- If headsets are contracted for tours, these will be subject to penalty fees in case of loss or damage.
- A handling fee is included in the cost of the entrance tickets.
- All tickets for monuments, museums and public events (Formula 1, football matches, shows, concerts, etc.) are subject to availability upon their confirmation.

### F&B & RESTAURANTS

- Unless otherwise stated, the menus include 1/3 bottle of wine, mineral water and coffee or tea per person.
- Custom printed menus can be provided at a cost.
- We can cater all the dietary requirements upon prior request. These details need to be provided in advance.

## MISCELLANEOUS

- No pre-bookings have been made, unless otherwise stated.
- All the services booked and organized by Spanish Heritage DMC must be supervised by Spanish Heritage DMC staff.
- One Spanish Heritage DMC staff to supervise throughout the entire program is included at no cost, with a minimum program spend. Your Project Manager will advise of this within the proposal.

## TIPS & GRATUITIES

**Guidelines for Tips & Gratuities in Spain:** In general terms, tips and gratuities in Spain are **customary** but **not compulsory**. It is completely up to the guest whether to give the tip or not.

However, giving out tips is quite a common practice within the hospitality industry in Spain.

We suggest the following guidelines to calculate the appropriate tip depending on the type of service and, in some cases, depending on the size of the group.

- **Drivers (private car, minivan and coach):** 1€ per guest and service.
- **Staff (escort, dispatchers and any additional ground staff):** 2€ per guest and service. In case of a full-day service: 50€ per day.
- **Official guides:** 2€ per guest and service.
- **Restaurants:** for the groups of up to 40 guests: 5€ per guest. Starting from 41 guests: 3€ per guest; groups from 100 guests and up: 2€ per guest.
- **Catering service:** 3€ per guest and service.
- **Hotel services:** international tipping rules apply for the hotel services in Spain; tipping is expected only at the hotel establishments belonging to the 5-star Grand Luxury category.

We can work on a tips included budget, please inform your Project Manager accordingly.

## SITE INSPECTION

- Site inspections will be invoiced at special prices and we will negotiate the best possible pricing, concessions, and terms. In many cases these prices are dependent on the realization of the actual services and the total turnover of the project.