

Frankfurt, dated 30/05/2018

**REQUEST FOR SERVICE OFFER**

To: \_\_\_\_\_

Branch of Vietnam Airlines JSC in Germany would like to send the best wishes and respectfully invite you to participate in price quotation for service package "Shuttle bus service for Vietnam Airlines crew in Frankfurt, Germany from July, 2018 to February, 2020" with the following information:

| Seq          | Routes                     | Number of Flights | Number of busses per day | Total number of busses |
|--------------|----------------------------|-------------------|--------------------------|------------------------|
| <b>I</b>     | <b>From 7/2018-12/2018</b> |                   |                          |                        |
|              | HAN-FRA                    | 150               | 2                        | 300                    |
|              | SGN-FRA                    | 105               | 2                        | 210                    |
| <b>II</b>    | <b>From 1/2019-12/2019</b> |                   |                          |                        |
|              | HAN-FRA                    | 300               | 2                        | 600                    |
|              | SGN-FRA                    | 209               | 2                        | 418                    |
| <b>III</b>   | <b>From 1/2020-2/2020</b>  |                   |                          |                        |
|              | HAN-FRA                    | 50                | 2                        | 100                    |
|              | SGN-FRA                    | 35                | 2                        | 70                     |
| <b>Total</b> |                            | <b>849</b>        |                          | <b>1698</b>            |

Pickup locations: Frankfurt International Airport and Hotel NH Frankfurt Airport West, Kelsterbacher Str. 19-21, 65479 Raunheim

Offer documents include:

+ Service offer letter, discount letter (if any) ... to be printed and signed by the authorized person

+ Required documents: business registration, proof of capability to provide services...

**Evaluation criteria:**

| Seq | Required criteria   |
|-----|---|
| 1   | Number of operating years in (passenger) transportation   |
| 2   | 02 similar contracts in recent 3 years with other customers   |
| 3   | Certificate for passenger transport and operating at Frankfurt International Airport  |
| 4   | License for minimum 24-seater busses  |
| 5   | Insurance license for passengers and 3rd party  |
| 6   | Pick up locations: Terminal 2 Frankfurt International Airport, Hotel NH Frankfurt Airport West, pickup time following the agreement and details provided by Vietnam Airlines. |
| 7   | Payment terms: Vietnam Airlines pays 100% monthly service bill within one month after receiving non-dispute invoice   |
| 8   | Requesting invoices, payment vouchers (legal, regulated)  |

Please submit your offer by 15h00 (Frankfurt time) on June 13, 2018 (during office hours) to:

- Postal address: Rossmarkt 5, Frankfurt am Main

- Contact person: Mr. Banh Tam Son

- Tel: +49 (0) 69 297 256 31

- Fax: +49 (0) 69 297 256 ~~31~~ 20

- Email: [sonbanhtam@vietnamairlines.com](mailto:sonbanhtam@vietnamairlines.com)

For more information please contact us at the address above.

GENERAL MANAGER   
  
\* **Phạm Thị Nguyệt**