



INVITING APPLICATIONS for **DISTRIBUTORS** in various states

BUREAU OF PHARMA PUBLIC SECTOR UNDERTAKINGS OF INDIA
(Set up under the Department of Pharmaceuticals, Govt of India)
IDPL corporate office Complex, Old-Delhi-Gurgaon Road, Dundaheera, Gurgaon 122016
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I. JAN AUSHADHI – GENESIS

The branded (Generic) medicines are sold at significantly higher prices than their un-branded generic equivalents, though are identical in the therapeutic value. Given the widespread poverty across the country, making available reasonably priced quality generic medicines in the market would benefit everyone. With this objective, the Pharma Advisory Forum in its meeting held on 23rd April, 2008, decided to launch the Jan Aushadhi Campaign - starting with the sale of generic medicines through dedicated sales outlets called **JAN AUSHADHI STORES (JAS)** in various districts of the country. Govt of India is committed to open 3000 Jan Aushadhi stores across India by end of 2016-17.

II. BPPI- Bureau of Pharma Public Sector Undertakings of India (BPPI)

BPPI, the implementation agency for Jan Aushadhi was established in December, 2008 under the Department of Pharmaceuticals, Government of India, with the support of all the CPSUs and has been registered as an independent society under the Societies Registration Act, 1860 as a separate independent legal entity in April, 2010. BPPI follows the provisions of GFR, 2005 as amended from time to time, the CVC guidelines, and instructions from the Department of Pharmaceuticals. The defined roles of BPPI are as follows:

- Make quality generic medicines available at affordable prices for all
- Marketing of generic drugs through the Jan Aushadhi Stores (JAS)
- Procurement of medicines from Central Pharma PSUs and Private Sectors
- Monitoring proper running of JAS

III. List of Locations

To ensure proper and timely availability to 3000 planned to be opened in next one year, Applications are invited for appointment of “Distributors” for various cities in following states of India:

1. Punjab
2. Haryana
3. Delhi
4. Rajasthan
5. Uttar Pradesh
6. Uttarakhand
7. Bihar
8. Gujarat
9. Kerala
10. Tamil Nadu
11. Karnataka
12. Telangana
13. Andhra Pradesh
14. Chhattisgarh
15. Jharkhand
16. West Bengal
17. Madhya Pradesh
18. Assam
19. All North Eastern states except Arunachal Pradesh

IV. Eligibility criteria

S.No	ELIGIBILITY CRITERIA	SUPPORTING DOCUMENTS TO BE SUBMITTED ALONG WITH APPLICATION
1	Valid wholesale Drug License (20B and 21B) as per Drugs and Cosmetic Act.	Self-attested Photocopy of Valid wholesale Drug License (20B and 21B) as per Drugs and Cosmetic Act.
2	Valid VAT Registration	Self-attested Photocopy of Valid VAT Registration

3	Applicant should have been operating as authorized distributor for not less than three years for reputed pharmaceutical companies. Should be dealing with minimum 2 reputed Pharmaceutical companies with all India Operations	List of the Pharmaceutical companies for whom application is operating as distributor with documentary proof
4	The annual average sale turnover of pharmaceutical items handled by the applicant should not be less than Rs.2.5 Crores for Metro cities, For other cities, it should be minimum 1 Crores per annum	Annual sales turnover handled by the applicant for last three financial year's i.e.2013-14, 2014-15, and 2015-16 duly certified by Chartered Accountant in the format given in Annexure- I
5	Storage facility as per Drugs and Cosmetic Act	Yes / No
6	Consent for co branding with JAS by JAS printing JAS MISSION statement on sales Invoice.	The design/ logo will be approved by BPPI
7	Financial standing with reference from bank.	Certificate from Bank
8	Should have efficient delivery system with 12 working hrs refill Capacity for local retailers	Applicant will provide affidavit on letter head duly self-attested which will be verified at the time of field visit.
9	The applicant should be an income tax assesses for last 3 years.	Copy of Income Tax Returns filed for the last 3 Years
10	The applicant should not have been convicted by any court of law or any statutory authorities under Drugs & Cosmetic Act related offences of Pharma Companies.	The Non- Conviction Certificate from the applicant has to be submitted in support of declaration stating that the applicant is not convicted by any court of law or any statutory authority under Drugs & Cosmetic Act related offences of Pharma Companies duly countersigned by the Public Notary

V. General Terms and conditions

- (i) The DISTRIBUTOR shall be required to keep adequate average stock of 30 days on monthly sales to meet demand of the retail stores.

- (ii) The DISTRIBUTOR Agent will send advance cheque in favour of Bureau of Pharma Public Sector Undertakings of India (BPPI), payable at par all over India along with the Order to BPPI.
- (iii) BPPI will give credit period of 60 days from date of dispatch of goods and deposit the Cheque on the 60th day from the date of despatch of the goods. Interest of 10% p.a will be charged after the due date.
- (iv) Distributor Margin will be 10% of PTD.
- (v) Distributor will be required to use Billing software for sales and stock management provided free of cost by BPPI.
- (vi) BPPI will take back Expiry/Breakage to the maximum extent of up to 2% of the total purchase value of distributor. Similarly, Distributor will be obliged to take back total expiry/breakage from retailers to the tune of maximum 2% of the sales made by him, However, if a product of short expiry (less than 1 year of shelf life) is supplied by BPPI, same will be taken back within three months of expiry date.
- (vii) The appointed distributor shall facilitate opening minimum 20 JAS in his area within 1 year of their appointment, failing of which their distributorship shall be cancelled.

VI. EVALUATION OF APPLICATIONS

Step -I

1. All applications will be scrutinized to check eligibility conditions. Applications which fulfil eligibility conditions will be short listed and
 - A) BPPI will constitute a Technical committee to evaluate all eligible applications
 - B) Team of BPPI officials will visit shortlisted applicants

Step -II

2. Premises of shortlisted applicants will be visited by team of officials of BPPI and technical eligibilities will be evaluated on following parameters:
 - a. Veracity of information submitted in the documents to BPPI.
 - b. Required infrastructural facilities like computer, Internet (minimum 1 mbps speed), fax, printers, scanner, telephone, storage facility for storing medicines in controlled temperature.
 - c. Number of manpower deployed for existing infrastructure
 - d. Existing procedure being followed for receipt of orders and execution.
 - e. Current sale volume transaction handled by the applicants.

- f. Availability/tie up with the Transporter/courier services
3. Application form seeking information from distributor
4. undertaking for sale through computerize billing using scanning through Bar code.
5. BPPI reserves the right to accept or reject application without assigning any reason.

Step –III

Based on evaluation reports of BPPI team's field visit, applicant will be selected for each location and informed in writing about his selection. The selected applicant shall execute an agreement on a non-judicial stamp paper of value of Rs.100/- (stamp duty to be paid by the applicant) within 10 days from the date of the intimation from BPPI informing that his application has been accepted. The Specimen form of agreement is available in **Annexure- III**

The Eligible and interested candidates should submit the Application form in prescribed format at (ANNEXURE II).

Although application are invited for various locations. Distributors will be appointed on "Need basis" as per new JanAushadhi store opened in that area.

Complete applications in all respect are to be submitted to BPPI at following address.

BUREAU OF PHARMA PUBLIC SECTOR UNDERTAKINGS OF INDIA
IDPL corporate office Complex, Old-Delhi-Gurgaon Road,
Dundahera, Gurgaon 122016 (Haryana)

Contact persons for Clarification (if any):

1) Mr. Gaurav kumar Agarwal (Manager-Admin)
0124-4556755; email: mlgt.bppi@gmail.com

2) Mr. Satish Kumar (Sr. Executive -Logistics & Supply chain)
Ph: 0124-4556773; email: logistics.bppi@gmail.com

(On Firm/Company Letter Head)

Annexure – II

To,
The CEO,
Bureau of Pharma PSU's of India
IDPL Complex, Dundahera,
Gurgaon-122001

Subject: APPLICATION FOR DISTRIBUTOR OF BPPI FOR-----

Ref: Your EOI no BPPI/DIST-038/2016

Dear Sir,

This is with reference to your EOI no BPPI/DIST-038/2015. I hereby declare that I fulfil all eligibility criteria and interested to become distributor for BPPI as per the scheme and terms & conditions of BPPI. In this purpose I hereby submit my application in prescribed format.

S. No.	Particulars	Details
1	Name of the firm	
2	Nature of the firm (to specify whether Partnership firm/ Proprietorship / Company)	
3	Address of firm	
4	Activities of firm (should have minimum three years operation activities)	
5	Date of Registration (copy of registration to be enclosed)	
6	Contact Person name, address with phone no and email ID	

7	Name of Location for which applied	
8	Address/location of distributor warehouse	
9	Financial capacity supported by last 3 years audited accounts	
10	Details of drug license/TIN no. etc. in the name of the applicant	
	Declaration: I have gone through the terms and conditions as mentioned in the EOI/guidelines of distributorship of Jan Aushadhi and agree to abide by the same.	
	I/We hereby declare that all the information as mentioned above is true to best of my knowledge.	
Place:		Signature of the Competent Person
Date:		(Name & Designation)

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(Haryana)

Documents to be enclosed along with the application

FOR DISTRIBUTOR		
S. No.	Particulars	Attached Yes/No
1	Application form	
2	Copy of Drug License	
3	Copy of VAT Registration	
4	Proof of working for other companies	
5	Copy of Annual sales volume handled during Last 3 Years	
6	Copy of last three years audited accounts	
7	Copies of Income Tax returns filed for the last 3 years	
8	Copy of Declaration of Applicant	

(Signature with Name and designation of the applicant)

Place:

Date: