Guidelines to be followed for submission/processing of applications for opening of Jan Aushadhi Generic Drug Stores

The Jan Aushadhi scheme launched by the Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Govt. of India aims to make available quality generic medicines at affordable prices to all through special outlet known as Jan Aushadhi store opened/to be opened in each district of all the States. The new business plan approved by the Department of Pharmaceuticals in August, 2013 brought out it no. of changes to make the campaign a real success. Following guidelines are being issued for the convenience of those interested in opening of Jan Aushadhi stores as well as for processing of applications.

I. <u>Categories of Jan Aushadhi Stores (JAS)</u>

- (A) JAS to be opened in the premises of Hospitals by NGOs/Institutions/Co-operative Societies, **identified by State Governments.**
- (B) JAS to be opened by other entities- Any reputed NGO/Charitable Society /Institution /Self help group/Individual entrepreneurs (Unemployed pharmacists/Doctors/ Registered medical practitioners would be given preference for running the Stores).

II. Category (A):

Eligibility: The State Government to identify the operating agency and provide free space within the premises of Hospitals.

Procedure to be followed: BPPI writes to all the State Governments along with the salient features of the Jan Aushadhi Scheme with a request to open Jan Aushadhi Stores in their states for the benefit of people. The State Government, Department of Health would make recommendations in favour of the operating agency who would run the Stores and also instruct the District Hospital Authority to provide the minimum space conforming to standards as approved by BPPI in the Hospital premises i.e. 120 sq. ft. The location of the store should be at such a place which is easily accessible to the OPD patients, preferably at the entry of the hospital & given to the agency free of cost. The State Government needs to issue suitable instructions to the Hospitals/ Doctors for prescribing generic medicines. The operating agency should have:-

- (a) Sale license from the competent authority (Retail drug license in the name of the JAS and /or Tin No); and
- (b) Proof of securing a pharmacist with computer knowledge (name of the pharmacist, Registration with the State Council etc to be furnished).

Before the JAS starts functioning and BPPI makes arrangements to supply medicines to JAS, a tripartite agreement as per the format in **Annexure-I** need to be entered into between BPPI, Health Department of the State and the operating agency.

Financial Assistance: A margin of 16% for the JAS on the sale price of JAS is built in the MRP of each drug. In addition, the JAS are eligible for one time financial assistance up to Rs. 2.00 lakh as establishment cost and up to Rs. 50,000/- as one time start up cost for purchase of computer hardware etc. to be released by BPPI directly to the operating agency nominated by the State Government, generally on re-imbursement basis supported by bills of actual purchases/establishment.

III. Category (B):

Eligibility: NGOs/ Charitable Society/Institution /Self help Group should have experience of minimum 3 years of successful operation in welfare activities, supported by audited accounts for the last three years.

Individual entrepreneurs including unemployed pharmacists/Doctors/Registered medical practitioners should have financial capacity to run the Store duly supported by Bank Statements for the last 03 years or sanction letter from Bank for extending loan.

Procedure to be followed: Entities mentioned above may approach BPPI either on the basis of advertisement issued by BPPI or suomoto with a complete application along with the following supporting documents:

- (i) Own space or hired space duly supported by proper lease agreement;
- (ii) Minimum required space conforming to standards as approved by the BPPI i.e. 120 sq. ft.
- (iii) Sale license from competent authority (Retail drug license in the name of the applicant and/or Tin No);
- **(iv)** Proof of securing a pharmacist with computer knowledge (name of the pharmacist, Registration with the State Council etc. needs to be furnished);
- (v) Financial capacity to run the Store supported by audited accounts for the last three years (Bank Statements for the last 03 years or sanction letter from Bank for extending loan in case of individuals).

The premises of those who fulfill the requirements on the basis of documents submitted or further documents as are called for, may be inspected by the officials of BPPI, if felt necessary, to ensure that all the requirements are met. An agreement will also be entered into between BPPI and the eligible applicants as per the format given in **Annexure-II** before the JAS starts functioning and BPPI makes arrangements for dispatch of medicines.

Financial Assistance: A margin of 16% for the JAS on the sale price of JAS is built in the MRP of each drug. In addition, the JAS are eligible for incentive linked to sale of medicines @ 10% of monthly sales amount subject to a ceiling of Rs. 10,000/- pm for a period of first 12 months. In case of Stores opened in North Eastern States and other difficult areas i.e. Naxal affected areas/Tribal areas etc. the rate of incentive would be 15% of monthly sale amount subject to a ceiling of Rs. 15,000/- per month. Such requests for grant of sales incentives should be accompanied with a report from the concerned Nodal Officer of BPPI. The financial assistance would be directly released to the entities from BPPI on receipt of requisite information/documents.

IV. BPPI will ensure timely supply of quality generic medicines etc. to the Jan Aushadhi Stores through Super Stockist/C& Agent/central warehouse.

The list of medicines along with their MRPs is available on the website of the BPPI i.e. *janaushadhi.gov.in*. The list may undergo change depending upon demand received from the Jan Aushadhi Stores for new medicines.

V. Other requirements (for both (A) & (B) categories):

- (a) The store should have sufficient furniture like:
 Racks to store the medicines, counter for issue of bills and medicines to patients, office tables, computer table and chair/stools etc for working of staff.
- (b) There should be minimum two display boards [one horizontal and second vertical] over the store following the language, logo, design & the color combination as provided by BPPI.
- (c) There should be a Computer, Printer and Internet & Telephone connection with the following minimum configuration so that web based Soft-ware can be loaded:

Minimum configuration of the PC is as follows

- a. Pentium IV/Dual Core Processor
- b. 1 GB RAM (2 GB Recommended)
- c. 80GB HDD
- d. TVSE MSP 240/250 series 80 column Dot matrix printer (Recommended)
- e. 500 VA UPS

Software requirements

- a. Windows XP/ Vista /Windows 7 (32 bit)/Windows 8 Operating System Windows 7 (32 bit) is recommended
- b. Anti-virus softwareInternet connection 512kbps

The above said specification is minimum requirement for BPPI web based software. JAS may install computer with higher/latest specifications.

- (d) There should be a Refrigerator in the store for storage of medicines at the required temperature as per Drugs and Cosmetic Act.
- (e) The operating agency will recruit the staff for running the store as per the requirement at their own cost.
- (f) All billings should be done using software provided by BPPI. No medicine can be sold in JAS without using the software provided by BPPI.
- (g) Medicines sourced and supplied only by BPPI, will be allowed to be sold through stores. The list of medicines will be dynamic and may be altered after approval from the competent authority.
- (h) It shall be the responsibility of the operating entity to obtain drug license and other permissions to run a drug store. Compliance to all statutory requirements for storage of drugs shall be ensured by the operating agency.
- (i) The operating agency should be willing to run the stores from 8.00 AM to 8.0 PM or round the clock, if required.
- (j) The operating entity shall furnish the store as far as possible as per the design/layout provided by the BPPI.
- (k) Supplies of medicines to JAS stores will be made as per the following arrangements:
- JAS opened by State Government identified operating agencies: Credit facility not exceeding 60 days from the date of dispatch of medicines.
- JAS opened by other entities Medicines to be supplied only against advance payments.

Submission of application

- 1. Interested parties may send their applications in the relevant format as per **Annexure-III** along with the required documents to the General Manager (A&F), Bureau of Pharma Public Sector Undertakings of India (BPPI), IDPL Corporate Office, IDPL Complex, Old Delhi Gurgaon Road, Dundahera, Gurgaon 122016 (Haryana) accompanied by a Demand Draft for Rs. 2000/- (non-refundable) drawn in favour of BPPI payable at Gurgaon.
- 2. The application should be accompanied by all relevant details/ documents.
- 3. Incomplete applications will not be entertained.

MEMORANDUM OF UNDERSTANDING (MOU)

BETWEEN

GOVERNMENT OF							
DEPARTMENT OF							
	AND						
(Nom	ninated Agency)						
(14011	illiated Agency)						

AND

BUREAU OF PHARMA PUBLIC SECTOR UNDERTAKINGS OF INDIA (BPPI)
SET UP UNDER THE DEPARTMENT OF PHARMACEUTICALS
MINISTRY OF CHEMICALS & FERTILIZERS
GOVERNMENT OF INDIA

ON..... 2014

AT

MEMORANDUM OF UNDERSTANDING (MOU)

BETWEEN

GOVERNMENT OF DEPARTMENT OF
AND
(Nominated Agency)
AND
BUREAU OF PHARMA PUBLIC SECTOR UNDERTAKINGS OF INDIA (BPPI)
SET UP UNDER THE DEPARTMENT OF PHARMACEUTICALS
MINISTRY OF CHEMICALS & FERTILIZERS
GOVERNMENT OF INDIA
The State Government of, DEPARTMENT OF
(Nominated
Agency)and the Bureau of Pharma Public Sector Undertakings of India (BPPI) set up under
Department of Pharmaceuticals (DoP), Ministry of Chemicals and Fertilizers, Government of
India, herein after referred to as the parties.
RECOGNISING that the State Government of, Department of
Health, Medical Education & Family Welfare is the Nodal Department in the Government of
(herein after referred to as the First Party of MOU) for providing co-operation
to Bureau of Pharma Public Sector Undertakings of India (BPPI) in the implementation of the
Jan Aushadhi Scheme in the State of, besides issuing guidelines to the Govt.

Doctors in the hospitals for prescribing medicines based on Generic names and educating general public about the advantages of Jan Aushadhi campaign.

RECOGNISING that the ------ (Nominated Agency), will be the Nodal Agency as decided by the State Government (herein after referred to as the Second Party of MOU) which will be responsible for establishing, managing and successfully running the Jan Aushadhi Generic Drug Stores for making available quality generic medicines at affordable prices for all.

RECOGNISING that the Bureau of Pharma Public Sector Undertakings of India (BPPI) under Department of Pharmaceuticals (DoP) Government of India, (herein after referred to as the Third Party of MOU) is responsible for facilitating the required supply of affordable quality generic (unbranded) medicines etc. through central warehouse/C& agent/Super Stockist of BPPI, to the Jan Aushadhi Generic Drug Stores to be managed by the -----------------(Nominated Agency) with appropriate margins and with the credit facilities for the products upto 60 days from the date of supply.

ALL THE ABOVE PARTIES HAVE REACHED THE FOLLOWING UNDERSTANDING AS OUTLINED IN THE BELOW MENTIONED ARTICLES:

ARTICLE-I

,	Government of	and	spread	in	to
block level etc. as may be decided by the	e State Government.				

Roles and responsibilities of the State Govt.

- 1. The State Government will extend its support and co-operation to -----
 (Nominated Agency) and BPPI in the opening up of Jan Aushadhi Stores and implementation of Jan Aushadhi Scheme.
- 2. The Chief Medical Officer of the District/Medical Superintendent of the Zonal Hospital will provide the space free of charge in the premises of District Hospital or at any other suitable location as may be decided by the State Government for running of Jan Aushadhi Generic Drug Stores by ------ (Nominated Agency)
- 3. It will issue suitable guidelines to ensure that the Government Doctors in the hospitals prescribe unbranded generic medicines and also to educate and popularize, amongst the general public, the advantages of the Jan Aushadhi campaign.

ARTICLE - II

The ------ ((Nominated Agency)) will be responsible for establishing, managing and successfully running the Jan Aushadhi Generic Drug Stores for making available quality generic medicines at affordable prices for all. The ------ (Nominated Agency) will own and manage the system including making necessary provision for maintenance and recurring expenditure from its own resources for running the Jan Aushadhi Generic Drug Stores, out of the margin built in the MRPs of the medicines.

Roles and responsibilities of (Nominated Agency)

- 1. It would ensure that the Jan Aushadhi Generic Drug Store is opened in the selected hospitals/Medical Colleges, as decided by the State Government.
- 2. It will fully furnish the Jan Aushadhi Stores, as may be required to run a medical store with computer and internet facility etc. and follow the designs and layout and the logo etc. as per specifications provided by the Bureau of Pharma Public Sector Undertakings of India (BPPI)
- 3. It will be responsible for running and managing the Jan Aushadhi Stores during hospital timings and thereafter, round the clock, if required.

- 4. It will use the premises solely for the purpose for which it has been allotted and for no other purpose and shall not part with the premises, sub-let the premises to anyone directly or indirectly.
- 5. It will keep the premises in hygienic and functional condition.
- 6. It will obtain the Retail/whole sale Drug License/Sale Tax/VAT numbers from the competent authority to run the stores having a pharmacist and other qualified staff. The first party would provide necessary assistance as may be necessary to obtain the required Drug License/Sale Tax Number.
- 7. It will procure the generic medicines directly from the C&F agent/Super Stockist appointed by BPPI.
- 8. It will ensure that the supply of the medicines made by the Central Warehouse/C&F agent/Super Stockist, the receipts of the medicines in the relevant form(s) is/are sent to the Central Warehouse/C&F agent/Super Stockist as promptly as possible.
- 9. It will sell the unbranded generic drugs manufactured by the CPSUs or other manufacturer as may be supplied or permitted by BPPI as per the Jan Aushadhi Scheme of the Department of Pharmaceuticals, Govt. of India (GOI).
- 10. It will not use the Jan Aushadhi Store for sale of any unauthorized or illegal or extraneous/obnoxious/banned drugs which are spurious, soiled, damaged, post-dated or expired or adopt any unfair means to boost the sale.
- 11. It will issue computer generated receipts, for each sale which will include name of medicine(s), pack and quantity, batch No., date of manufacturing and expiry, sale price, taxes, if any, as per normal procedure.
- 12. It will release the payments to the C&F agent/Super Stockist on regular basis without any default. In case of any default in payment beyond the credit period of sixty days from the date of supply of medicines, the nominated agency will be liable to pay the penal interest of 12% per annum for the defaulted amount.
- 13. It will pay service taxes and other central and local taxes from time to time being imposed or assessed on the premises by the competent authority.
- 14. It will permit access to the BPPI, State and Central Govt. through its authorized person(s)/party at all reasonable times for the purpose of inspecting the premises and also the stock where the trade or business of the store being carried therein. Such

- party or its agents are authorized to seize any unauthorized items being sold in the store without any valid permission or sanction of law.
- 15. It will abide by directions issued by the Govt. of ------- from time to time for proper maintenance of the premises and for running of the stores, besides observing the relevant laws such as drug laws, labour laws, shop and establishment registration etc., as applicable.
- 16. It shall indemnify the central warehouse/C& agent/Super Stockist against all losses and damages caused or sustained to the central warehouse/C& agent/Super Stockist due to any default, negligence, breach of any of the terms and conditions by it.
- 17. It will sell the medicine in the normal course till the date of expiry. However, the -------(Nominated Agency)may return to the respective stockist, the medicine which are not moving or has shelf-life of 3 months or less, failing which the liability to compensate the value of such medicines to the central warehouse/C& agent/Super Stockist will rest on the agency.
- 18. It will regularly submit the reports and returns as the case may be called for by the BPPI and CPSUs, as the case may be.
- 19. Further operational issues, arising from time to time, will be decided with mutual consent of all the concerned parties.

ARTICLE - III

The Bureau of Pharma Public Sector Undertakings of India (BPPI) set up under the Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers, Govt. of India will be responsible for facilitating the supply of affordable quality generic (unbranded) medicines required in health care, through central warehouse/C&F Agent/Super Stockist to the Jan Aushadhi Generic Drug Stores to be managed by the ----------------- (Nominated Agency) with appropriate margins and with the credit facilities for the products up to 60 days from the date of supply.

Functions and responsibility of the BPPI.

1. For proper implementation of the scheme, BPPI would render all required assistance to the ------ (Nominated Agency) for running the drug stores for furthering the objective of the Jan Aushadhi Programme.

- BPPI shall also facilitate the supply of affordable quality generic (unbranded) medicines
 etc. through central warehouse/C& agent/Super Stockist to Jan Aushadhi Generic Drug
 Stores with appropriate margins and credit facilities for the products upto 60 days from
 the date of supply.
- 3. The BPPI shall reserve right to modify, impose or relax any clause to these terms and conditions, as the case may be.

Arbitration

Any dispute arising out of this understanding at any stage shall be referred to the Arbitrator to be mutually decided between all the three parties whose decision shall be final and binding on all the parties. The Arbitration proceedings shall be conducted as per the rules of Arbitration and Conciliation Act, 1996.

ARTICLE IV

The contact persons for three parties:	
For the first party, the contact person is DEPARTMENT OF	
Government of	
For the second party, the contact person is Head/In-charge of the	
(Nominated Agency)	

For the third party, the contact person is General Manager, BPPI, IDPL Corporate office, IDPL Complex, Dundahera, Gurgaon (Haryana)-122016.

ARTICLE V

IN WITNESS THERE	OF, the undersig	ned being duly authorized the	ereto by the resp	ective parties
have hereto signed	this MOU			
Signed at	on this	., 2014 in three originals each	in English.	
(Department of	•	(Shri) Head/In-Charge of	(General Manag Bureau of Pharr Sector Undertal	na Public
Govt. of		(Nominated Agency)	India (BPPI)	
In presence of				
()	()	()

AGREEMENT

BETWEEN

BUREAU OF PHARMA PUBLIC SECTOR UNDERTAKINGS OF INDIA (BPPI) (SET UP UNDER THE DEPARTMENT OF PHARMACEUTICALS) MINISTRY OF CHEMICALS & FERTILIZERS GOVERNMENT OF INDIA

AND
(Applicant Approved for opening of Jan Aushadhi store)

ON..... 2014

AT

AGREEMENT

THIS AGREEMENT is made and entered into on the XX day of XXX month of 2014 between Bureau of Pharma PSU(s) of India, set up under Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers, Government of India as a Society registered under the societies registration act XXI of 1860, having its Registered Office at Core No. 06, 1st Floor, SCOPE Complex, Lodhi Road, New Delhi - 110003, hereinafter referred to as "BPPI" (which expression shall mean and include its successors and assigns) of the ONE PART;

A	AND
The applicant, M/S	Society/Institutiuon/registered
under (Name of the act)	having its registered office at
(ADDRESS) through its (Proprietor /	Partner / Director / President) Mr.
, (here	einafter referred to as "THE APPLICANT" which
the time being and from time to time constit	prietor / Partner / Director / President) for uting the said, the survivors of them, their legal riving partners in business and permitted assigns)
WHEREAS:-	
and drugs including those manufactured b referred to as "The Products") and is desired	nent, marketing, sale & distribution of medicines y other manufacturers (hereinafter collectively ous of opening a "JAN AUSHADHI GENERIC
MEDICINE STORE" (hereinafter referred to a	as Jan Aushadhi store) at in the
district of within the	state of for sale of generic

(b) "THE APPLICANT" has represented and warranted that he has the necessary infrastructure /manpower/ licenses / equipments / furniture & fixtures, Computers and associated peripherals and has also got sound financial status as required to open and operate the Jan Aushadhi store and in that connection is also ready to perform all activities including purchase of medicines after making payment in advance in favour of assigned C&F Agent/Super Stockist appointed by BPPI/BPPI, receive and store the stock under ambient temperature as required for storage of medicines, make retail sale, after generating sale invoice at prices fixed by BPPI from time to time, collect money thereof from customers for the sale value, make necessary transactions entry in computerized software system and deposit the sale proceeds in prescribed bank accounts after deduction of his commission from the sale proceeds and utilize the balance available fund for purchase and replenishment with fresh stock of MEDICINES to run the Jan Aushadhi store on sustainable basis, and has requested BPPI to allocate him/them a Jan Aushadhi store at the aforementioned address as specified in clause (a) of this agreement.

medicines to public.

(c) BPPI after considering the aforesaid req	juest of the "APPLICANT" and has agreed to
allow for establishing and operate Jan Aush	adhi store at in the district of
within the state of	for sale of Generic Medicines . This
agreement remains in force for a period of 36	months commencing from
and applicable till, unless	s terminated earlier as per clause of this
agreement. This agreement can be renewed	for a further period of 36 months after mutual
consent of both the parties in writing.	

- (d) BPPI retains the right to make direct sales and to appoint one or more **Jan Aushadhi store** in the same area / location / town and city.
- (e) Consistent with these introductory Sections and in consideration of the mutual consent contained in this AGREEMENT, BPPI and THE APPLICANT agree to be bound by the terms of this AGREEMENT.

1. Shop Site Selection & Design

THE APPLICANT will adhere to BPPI's procedures and requirements for site selection and design of the SHOP, as stated hereunder:

- 1.1 The site location for opening the Jan Aushadhi store should be either in the hospital premises or near to hospital. If the location does not happens to be a hospital or near to hospital, than the same should be located at a place where high footfall happens and is easily accessible to people along with good site visibility.
- 1.2 The site for **JAN AUSHADHI STORE** should either be owned or taken on lease in the name of Applicant. In case of lease, the same should remain effective and under the possession of Applicant for at least 03 complete years from the effective date of opening.
- 1.3 The minimum area required for opening **JAN AUSHADHI STORE** should be 120 Sq. Ft.
- 1.4 The inside area of **JAN AUSHADHI STORE** premises being utilized for storage and sale transaction of medicines should be in "U" or in "C" shape, so that available stock of medicines in the store should be easily visible to the customers & visitors to the store.
- 1.5 Although the requirement of Air Conditioned premises is not mandatory, however provision for the same is highly desirable as the medicines should be kept or stored under a temperature of less than 25°C to maintain its best efficacy. Applicants with air-conditioned facility in the premises will be preferred over others.
- 1.6 In the case of a successive term being further permitted to the APPLICANT, than the existing structure may be required to be modified in order to comply with the standards applicable and prevailing at that time.

- 1.7 THE APPLICANT shall not commence (or recommence) operations of the Jan Aushadhi store until and unless BPPI approves the same for being reasonably conforming to the planned specifications.
- 1.8 This agreement does not grant "THE APPLICANT" any right to relocate the **Jan Aushadhi store** without any permission in writing from BPPI
- **2.** THE APPLICANT shall, at all times during the applicable term continuously and faithfully operate the JAN AUSHADHI STORE in full compliance with the defined terms & conditions as listed hereunder:

2.1 DESIGNATED SHOP MANAGER.

THE APPLICANT shall at all times have a person on rolls with minimum qualification of Diploma in Pharmacy (i.e. D. Pharm.) or Degree in Pharmacy (i.e. B. Pharm.), designated as **JAN AUSHADHI STORE** Manager having primary responsibility for the day to day operation of the **JAN AUSHADHI STORE** in accordance with this agreement, who shall be reasonably acceptable to BPPI (including, but not limited to, the requirement that such individual possess sufficient experience in the management of a retail pharmacy business, as determined by BPPI in its sole discretion.

2.2 Best Efforts.

The JAN AUSHADHI STORE MANAGER shall furnish personal full time attention and best efforts to the day to day management and operation of JAN AUSHADHI STORE in accordance with the requirements of this AGREEMENT and he must maintain a physical presence at the JAN AUSHADHI STORE

2.3 JAN AUSHADHI STORE Employees.

In addition to the designated JAN AUSHADHISTOREMANAGER, the **JAN AUSHADHI STORE** shall be staffed with qualified, competent employees well versed with working in computerized operation and will assist the JAN AUSHADHI STORE Manager in day to day operations, and who are employed solely by THE APPLICANT and not by BPPI. THE APPLICANT is solely responsible for hiring and discharging employees of the SHOP, and setting their wages and terms of employment. THE APPLICANT shall comply with all applicable laws and regulations as applicable from time to time under respective laws. All employment related documents, including, without limitation, employment applications, schedules, job descriptions, and pay checks, must clearly identify THE APPLICANT, and not BPPI, as the employer

2.4 Operations and Product Standards.

Unless BPPI specifically permits otherwise, in writing, THE APPLICANT shall offer for sale from the SHOP the entire list of medicines as listed periodically by BPPI. THE APPLICANT is permitted to sell from the JAN AUSHADHI STORE only the approved generic medicines duly approved by BPPI. THE APPLICANT is not allowed to offer for sale any other products, services, or business from the **JAN AUSHADHI STORE**. THE APPLICANT will at all times maintain an inventory of all listed medicines of BPPI to satisfy customer demand for any or all medicines required to be sold at the JAN AUSHADHI STORE. THE APPLICANT will adhere to the requirements for medicines & drug storage, its handling as per the applicable Drug & Cosmetic Act 1940, as amended and applicable from time to time. The medicines merchandising, presentation and display will also be managed by THE APPLICANT to make it more informative for the buyer and will have to emphasize the impact in terms of cost advantage between generic and branded medicines. If THE APPLICANT fails to conduct its business in accordance with the requirements of this Section 2.4, then, without limiting the rights of BPPI under this AGREEMENT BPPI may, temporarily suspend THE APPLICANT'S right to operate under this AGREEMENT, or temporarily or permanently suspend THE APPLICANT'S right to sell certain products under this AGREEMENT, or permanently terminate this AGREEMENT. The Applicant have no right whatsoever to challenge this decision of BPPI.

2.5 Sources of Supply.

in the city of in (state) for sale in the JAN AUSHADHI STORE in accordance with the following provisions.										
			in the cit	v of		in		(sta	te) for s	sale
the	medicines	form	designated	C&F	Agent/Super	Stockist	having	it l	ocation	at
items	s associated	with	the JAN AUH	SADHI	campaign, T	HE APPLIC	CANT sha	ll onl	y purch	ase
In or	der to safeg	guard	the integrity	of BPF	$^{ m PI}$, and to ma	intain the	uniformit	y and	d quality	y 0

2.5.1 GENERIC MEDICINES.

THE APPLICANT acknowledges that the generic medicines used in, and offered and sold from the **JAN AUSHADHI STORE**, as authorized by BPPI from time to time, are manufactured using proprietary recipes and processes, and are an inseparable and essential element of the **JAN AUSHADHI campaign**. In order to protect the interests of BPPI, and their respective suppliers, and to ensure the quality, uniformity, and distinctiveness of the medicines, THE APPLICANT agrees to purchase its entire requirements of generic medicines, from BPPI, or the supplier designated by BPPI, at prices, determined by BPPI only.

2.5.2 The applicant acknowledges that payments for supplies to be made to such JAN AUSHADHI STORE shall be made directly to C&F Agent/Super Stockist /Central Warehouse of BPPI.

2.5.3 Supplies and Equipment.

THE APPLICANT shall not use paper goods, packaging, fixtures, equipment, signs, uniforms, and other supplies at the SHOP which do not bear the text and the logo of "JAN AUSHADHI" required by BPPI, in the manner and format required and approved in advance by BPPI.

2.6 <u>Mandatory Participation in Marketing Programs.</u>

THE APPLICANT acknowledges that THE APPLICANT'S participation in promotions and marketing programs established by BPPI is important to enhance the value, recognition, and reputation of the JAN AUSHADHI campaign and agrees that THE APPLICANT shall participate in those promotions and marketing programs established from time to time by BPPI that are appropriate to the **JAN AUSHADHI STORE**, as determined by BPPI

2.7 Compliance with Laws.

THE APPLICANT shall fully, strictly and faithfully comply with all laws (including, but not limited to, statutes, ordinances, regulations, and governmental orders) affecting the operation of the **JAN AUSHADHI STORE**. In particular, THE APPLICANT shall have a Drug Sale Licence from the competent authority and operate and maintain the **JAN AUSHADHI STORE** and its premises in strict compliance with all applicable drug & cosmetic act, health, sanitation, fire and safety codes and requirements. If any law affecting THE APPLICANT'S operation of the **JAN AUSHADHI STORE**does not happen to comply with any specific regulation, then THE APPLICANT shall satisfy the same with applicable regulation by making necessary modifications, changes etc thereof. If THE APPLICANT perceives any law affecting THE APPLICANT'S operation of the **JAN AUSHADHI STORE** to conflict with any of the regulations, then THE APPLICANT shall notify BPPI in writing, identifying the specific law, so that BPPI may determine how to resolve the perceived conflict.

2.8 Remedying damaged and contamination.

If any medicine dispensed at the **JAN AUSHADHI STORE** is soiled, contaminated or in cut, torn or in spillage condition and does not comply with applicable law or regulations, or fails to be maintained in accordance with the requirements then, THE APPLICANT shall immediately eliminate the source of contamination, remedy all unsanitary conditions at the **JAN AUSHADHI STORE**, This remedy is in addition to, and not in lieu of, other rights or remedies that BPPI has for THE APPLICANT'S breach of this AGREEMENT.

2.9 Shop Inspections.

In order to safeguard and determine compliance with the **JAN AUSHADHI STORE**standards BPPI representatives shall have the absolute right to enter, remain in, and inspect the SHOP whenever BPPI deems it appropriate. BPPI representatives may, without prior notice to THE APPLICANT, interview THE APPLICANT'S employees and customers, take photographs, video, and similar recordings, examine, evaluate and take representative sample of the medicines stored or sold. BPPI shall have the right to use all interviews,

photographs, video, and other recordings for any reason BPPI deems appropriate, including in advertising, marketing and other promotional materials. THE APPLICANT shall not be entitled to, and hereby expressly waives, any right that it might otherwise have to be compensated for the use of interviews, photographs, video, and other recordings by BPPI, its advertising agencies.

Being a Government of India campaign, the **JAN AUSHADHI STORE** may also get visited and inspected by Government Officials, Honorable Parliamentarians, without any prior notice to THE APPLICANT.

2.10 Correcting Deficiencies

THE APPLICANT shall at its own expense promptly, and within any period reasonably specified by BPPI, correct any violation of the defined norms. If, during an inspection, BPPI identifies a violation of the norms that:

Is a reoccurrence of a previously identified violation of the defined standards, occurring at the **JAN AUSHADHI STORE** within the preceding 12 months; or

Is a continuation of a previously identified violation of the defined standards, which THE APPLICANT failed to correct within a maximum period of 03 months from the date on which notice has been served by BPPI; In such a case, BPPI may ask THE APPLICANT to reimburse BPPI for the costs of a subsequent inspection of the shop, conducted to determine whether the reoccurring or continuing violation of the defined standards has been cured, at the rate of Rs. 500.00 (Rupees Five Hundred Only) per hour of the BPPI representative's time (including travel time) plus travel and related expenses. This remedy is in addition to, and not in lieu of, other rights or remedies that BPPI has for THE APPLICANT'S breach of this AGREEMENT.

2.11 Repair and Renovation.

THE APPLICANT shall repair, rehabilitate, refurbish, modernize, renovate and upgrade the **JAN AUSHADHI STORE** periodically to maintain it in a clean, attractive and orderly condition, to provide efficient, high-quality service to the public, and to conform to specifications applicable generally to medicine shop. THE APPLICANT must obtain the prior written approval of BPPI if any efforts to be taken under this Section

2.12 Sales and Product Mix Reporting Requirements.

THE APPLICANT shall upon request periodically provide BPPI with any and all requested information related to THE APPLICANT'S sales, costs, earnings and related items. THE APPLICANT acknowledges that BPPI may request this information be provided monthly, and occasionally more often, and in some instances THE APPLICANT may be required to track certain information not regularly tracked by THE APPLICANT.

2.13 Projecting Requirements of Medicines

At the request of BPPI and or designated C&F, THE APPLICANT shall periodically project sales, and product requirements. THE APPLICANT shall endeavor to project quantities of medicines needed, including quantity of each of the MEDICINES, and the anticipated timing of such need. THE APPLICANT acknowledges that this information is important to BPPI so that it or its designated supplier may project quantities to be manufactured.

2.14 Hours of Operation.

THE APPLICANT shall keep the **JAN AUSHADHI STORE**open and in normal operation starting from 08:00 Hrs. to 20:00 Hrs. with the option of a Lunch Break from 13:00 Hrs. to 14:00 hrs. However, it is suggested to have the lunch on rotation basis so that one staff remains always present for the sales operation. THE APPLICANT shall conspicuously post on or within the **JAN AUSHADHI STORE** premises, at a location visible to public about the shop operational and non-operational hours.

2.15 POS (Point of Sale) SYSTEM.

To ensure the efficient management and operation of the **JAN AUSHADHI STORE**, and the reporting of data and information to BPPI, THE APPLICANT shall, at its own expense, install, and during the tenure of association shall properly maintain in good working order, a computerized point of sale system (the "POS SYSTEM") consisting of one or more cash registers, a internet connection / modem, cables, a dedicated telephone line, a printer and other accessories and peripheral equipment, all of which must be approved by BPPI prior to start of operation or otherwise in writing. The software for computerized operation for POS will be uploaded free of cost by BPPI. The applicant will have to ensure that all sales transactions are fed & updated in the system and a sale receipt of cash memo must get generated and handed over to the buyer along with medicines.

2.16 Collecting POS INFORMATION.

THE APPLICANT shall at all times use the POS SYSTEM to accurately, consistently, and completely capture & record (including the name of doctor prescribing the medicine), and structure all data and information that BPPI prescribes from time to time either through automated software or manually.

2.17 BPPI's Access to POS INFORMATION.

THE APPLICANT agrees that BPPI will have the absolute right to retrieve, electronically and manually, any or all of the POS INFORMATION that BPPI deems necessary or appropriate, or desires. THE APPLICANT may retrieve the POS INFORMATION at intervals and times BPPI determines, and without any advance notice to THE APPLICANT. THE APPLICANT shall assist BPPI in initially establishing electronic access to the POS INFORMATION, and shall

thereafter, as required by BPPI, from time to time provide further assistance in connection with the retrieval of the POS INFORMATION.

2.18 Updates. Modifications, and Replacements.

THE APPLICANT shall have no right to update or replace software used by the POS SYSTEM. THE APPLICANT shall make, or at BPPI's direction shall permit the designated person from BPPI to make, any programming changes required from time to time by BPPI.

2.19 BPPI's Ownership and Use of POS Information

THE APPLICANT agrees that all POS INFORMATION provided to BPPI, whether electronically retrieved or otherwise received, will become BPPI's property and the same may be used by BPPI in any manner BPPI considers appropriate.

2.20 Access to Email & Internet; Consent to Communication Medium.

THE APPLICANT acknowledges that the world wide web (www), internet, intranet, extranet, email, and similar medium are becoming an increasingly accepted and normal way of communicating. THE APPLICANT further acknowledges that BPPI may from time to time desire to communicate with THE APPLICANT using any of the foregoing medium. Therefore, THE APPLICANT shall at all times, before and during the tenure of association have ready access to a computer at **JAN AUSHADHI STORE**with internet access and a reasonably current web browser, and:

- **2.20.1** Maintain an email address to which BPPI may send electronic communications; keep BPPI apprised of THE APPLICANT'S current email address; regularly check, at a frequency which may be every day, for email communications from BPP;
- **2.20.2** Timely respond to email communications from BPPI, within a maximum of 48 hours from receipt;
- **2.20.3** In the event BPPI establishes an intranet, extranet, or other means of posting information on a web site or similar on-line medium, then regularly check, at a frequency, which may be every day, for information communicated by BPPI.

Except in the case of a NOTICE, THE APPLICANT hereby consents to receiving any communication or information contemplated by AGREEMENT in any manner contemplated by this Section 2.20, which communication or information shall be deemed communicated upon sending electronically to the email address designated by THE APPLICANT for such purpose, or upon posting on any web site or other on-line medium maintained by BPPI for such purpose.

2.21 Prompt Payment of Obligations.

THE APPLICANT acknowledges that THE APPLICANT'S payment practices can impact the willingness of third parties to do business with, and extend credit to, others. Therefore THE APPLCANT SHALL also timely pay all obligations and liabilities due and payable to vendors, suppliers, distributors, the LANDLORD, and other parties to whom THE APPLICANT incurs obligations in connection with the **JAN AUSHADHI STORE**.

2.22 Significant Event Notifications.

THE APPLICANT will keep BPPI informed of any fact, matter or circumstance that has a significant bearing on THE APPLICANT'S ability to continue to operate the **JAN AUSHADHI STORE**in accordance with this AGREEMENT. Without limiting the preceding requirement, THE APPLICANT shall promptly, and in no event more than 7 days after THE APPLICANT becomes aware of any of the following situations related to the **JAN AUSHADHI STORE**, provide NOTICE to BPPI of the circumstances, and provide BPPI with copies of pertinent documents, and any other information BPPI requires:

- (a) Any notice of default received with respect to the SHOP PREMISES from the LANDLORD, a rental agent, mortgagee, or lender.
- (b) Any claims, lawsuits, or other legal proceedings, asserted or brought by any consumer, employee, governmental agency, or anyone else.
- (c) Any governmental inspections, notices, claims, reports, warnings, or citations.
- (d) Any fires, robberies, injuries, or similar events occurring on or at the **JAN AUSHADHI STORE**.
- (e) Any other matters, including those not related to the **JAN AUSHADHI STORE**that could impair the good will associated with BPPI & Department of Pharmaceuticals under Ministry of Chemicals & Fertilizers, Government of India.

3. Fund Requirements & Earnings by the Applicant

- 3.1 THE APPLICANT will be entitled for Incentives linked with sales. The rate for this incentive will be 10% of monthly sales subject to a ceiling of Rs. 10,000.00 Per Month for all places except for North East states. For North East states and difficult areas, the rate of incentive will be 15% of monthly sales subject to a ceiling of Rs. 15,000.00 This incentive will be given for the first 12 months only and after opening the **JAN AUSHADHI STORE**.
- 3.2 Retail margins will be the earning of Applicants. The retail margins as applicable as per Government notifications will be included in the MRP (Maximum Retail Price) on each product and the applicant will sell all products at printed MRP only. The currently applicable rate of Margins is 16%.

- 3.3 In addition to the investment required for setting up the necessary infrastructure for opening of **JAN AUSHADHI STORE** as per the requirement of this agreement, the applicant should also be in a position to keep aside an amount of Rs. 3.00 Lacs separately in a Bank Account, for exclusive utilization of the same for procurement of supplies for **JAN AUSHADHI STORE**. The sale proceeds earned by selling the initial stock will again be utilized for procurement of next lot of medicines and thus the cycle of replenishment of stock will continue. The APPLICANT is free to utilize the margin money earned by him, the way he desires (either by investing the same in availing more stock or by utilizing the same for his/her other needs). The amount kept reserved for procurement of stock may increase and decrease based on the actual sales......
- 3.4 THE APPLICANT also acknowledges and agrees that this AGREEMENT confers no right to continuation, renewal for a subsequent term on or after the EXPIRATION DATE.

4. Sourcing of Medicines

The C&F Agent/Super Stockist based at ____Address & City Name______ in the state of ______, as appointed by BPPI to perform the wholesale operation of Medicines on behalf of BPPI will be the only designated source from which THE APPLICANT shall purchase medicines in connection with the operation of the **JAN AUSHADHI STORE**,

In-case of any change in source for procurement of Medicines, BPPI will inform THE APPLICANT in writing.

5. Ongoing Advice and Assistance.

During the applicable term of this agreement BPPI shall, at no charge, from time to time provide THE APPLICANT with such advisory assistance, information, techniques, data, and instructional materials concerning the sale of Medicines from **JAN AUSHADHI STORE**, and also marketing programs applicable to the JAN AUSHADHI campaign, local marketing of the **JAN AUSHADHI STORE**, and adherence to the process and guidelines as BPPI deems advisable.

6. Sales Away from JAN AUSHADHISTORE& other medicines & products

This agreement does not permit THE APPLICANT to sell any JAN AUSHADHI Medicines away from the designated **JAN AUSHADHI STORE**. **JAN AUSHADHI STORE**, currently being an exclusive Government of India program and therefore THE APPLICANT cannot sell any other products & merchandise of any other manufacturer, trader, retailer, stockists, distributors etc. from this place.

7. <u>Electronic Funds Transfer (EFT).</u>

If required by BPPI at any time during the term of this agreement, then THE APPLICANT shall promptly take all necessary steps, including completing and signing necessary authorization forms, to enable:

- 7.1 BPPI to electronically deduct, from a financial account maintained by THE APPLICANT, any amounts that become payable to BPPI under this AGREEMENT;
- 7.2 THE APPLICANT shall be responsible for any fees and charges assessed by THE APPLICANT'S financial institution in connection with transactions within this scope of this Section 7.

8 Termination

- 8.1 BPPI shall be entitled to terminate this Agreement immediately forthwith in any one or more of the following events, by giving a notice in writing to the "APPLICANT":
- 8.1.1 If, in the opinion of BPPI, the performance of the "APPLICANT" is found to be unsatisfactory.
- 8.1.2 If the "APPLICANT" commits a breach of any of the terms and conditions of this Agreement.
- 8.1.3 If there is any change (not acceptable to BPPI) in the constitution of the "APPLICANT" without the prior written consent of BPPI.
- 8.1.4 If for any reason, the "APPLICANT" is prevented for a period of three months from performing any of his obligations under this Agreement.
- 8.1.5 If the "APPLICANT" is guilty of any conduct which, in the opinion of BPPI, is prejudicial to BPPI interest or BPPI principles of fair business practices.
- 8.1.6 If the "JAN AUSHADHISTOREAPPLICANT" assigns or purport to assigns its rights, interest or benefits or charge the benefits of the Agreement without obtaining the consent in writing of BPPI .
- 8.1.7 If the "APPLICANT" is declared insolvent or commit any act of insolvency or compound or enter into a scheme of compromise with their creditors.
- 8.1.8 If the "APPLICANT" is charged with committing breach of any law of India or any antibribery or anti-corruption legislation as the case may be.

9 Confidential Information.

THE APPLICANT acknowledges that BPPI will from time to time provide THE APPLICANT with information that is confidential in nature and that if disclosed to third parties might adversely impact the ability of BPPI to remain competitive. THE APPLICANT agrees that, unless otherwise determined BPPI, the marketing strategies and programs developed by BPPI shall be treated as confidential until publicly disseminated in accordance with the instructions of BPPI. THE APPLICANT shall not disclose any confidential information to any person other than THE APPLICANT'S employees as may be necessary to discharge the assigned duties of JAN AUSHADHISTORE operations, and THE APPLICANT agrees not to use any such confidential information for any purpose other than to discharge its obligations under this AGREEMENT.

10. Force Majeure

Neither party shall be in default if a failure to perform any obligation hereunder is caused solely be supervening conditions beyond that party's reasonable control, including acts of god, civil commotion, strikes, acts of terrorism etc.

11. **Dispute Resolution**

This agreement shall be deemed to have been made/executed at Delhi for all purpose. In the event of any dispute related to the interpretation or right or liabilities arising out of this agreement, the same shall, at first instance, be amicably, the same shall be referred to the sole arbitrator to be appointed by the President of BPPI of the first party under the arbitration and conciliation Act, 1956. The award given by the arbitrator shall be final and binding on the parties. The venue for arbitration shall be at Delhi.

12. **Governing Law/Jurisdiction**

The applicable law governing this agreement shall be the laws of India and the court of Delhi shall have the exclusive jurisdiction to try any dispute with respect to this agreement

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APPLICATION FOR OPENING OF JAN AUSHADHI STORE BY STATE GOVERNMENT NOMINATED AGENCY

S. No.	Particulars	Details
1	Name of the State	
2	Name and full address of the Department	
3	Name of the contact person of the Department with full Address and tel. no. & email id	
4	Nature of the agency nominated for operating the Jan Aushadhi store in the State (whether NGO/Charitable trust/Society). Original copy of nomination to be enclosed)	
5 (a)	Name of the operating Agency	
5 (b)	Full address of the operating agency	
6	Name of the contact person along with contact no and email ID	
7	Name of Districts, for which applied for JA Store	
8 (a)	Address/location where store is planned to be opened	

8 (b)	Area of store in sq. feet (minimum should be 120 sq. feet)	
8 (c)	Location map of proposed store (preferably within 300 mtr. Radius of hospital)	
9	Details of the drug license/TIN no. in the name of the operating agency	
10	Financial capacity to run the store (supported by bank statement/audited account for the last three years)	
	Declaration;	
	I have gone through the terms ar of Jan Aushadhi store and agree t	nd conditions as mentioned in the guidelines for opening to abide by the same.
	I/We hereby declare that all the in knowledge.	nformation as mentioned above is true to the best of my
Place:		Signature of the Competent Person
Date:		(Name & Designation)

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, Dundahera, Gurgaon 122016 (Haryana)

Documents to be enclosed along with the application

For State Govt. nominated agency		
S. No.	Particulars	Attached Yes/No
1	Demand draft for Rs. 2000.00	
2	Recommendation letter from the State Government in favour of nominating agency	
3	Registration certificate along with the bylaws of the nominated agency	
4	Map showing location of proposed store with area	
5	Copy of audited account for the last three years	
6	Copy of drug license/TIN no.	

	(Signature with Name and designation
	of the applicant)
Place:	

Date:

APPLICATION FOR OPENING OF JAN AUSHADHI STORE BY NGO/CHARITABLE SOCIETY/INSTITUTION/SELF HELP GROUP (other than State Government nominated agency)

S. No.	Particulars	Details
1	Name of the organization	
2	Nature of the organization (to specify whether NGO/charitable society/institution/self help group)	
3	Address of organization	
4	Activities of organization (should have minimum three years operation in welfare 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 District, for which applied for JA Store	
8	Address/location where store is planned to be opened	
9	Financial capacity to run the store supported by last 3 years audited accounts of the organization (a minimum investment of Rs. 4.00 lakh would be required)	
10 (a)	Details of having own space or hired space(duly supported by	

	proper lease agreement)	
10 (b)	Area in sq. ft. (minimum space required 120 sq. ft.)	
11 (a)	Details of drug license/TIN no. etc. in the name of the applicant	
11 (b)	Name and details of the pharmacist to be engaged	
11 (c)	Location of the proposed store (map to be enclosed)	
	Declaration;	
	I have gone through the terms ar opening of Jan Aushadhi store an	nd conditions as mentioned in the EOI/guidelines for d agree to abide by the same.
	I/We hereby declare that all the in knowledge.	nformation as mentioned above is true to best of my
Place:		Signature of the Competent Person
Date:		(Name & Designation)

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, Dundahera, Gurgaon 122016 (Haryana)

Documents to be enclosed along with the application

FOR NGO/CHARITABLE SOCIETY/INSTITUTION/SELF HELP GROUP		
S. No.	Particulars	Attached Yes/No
1	Demand draft for Rs. 2000.00	
2	Registration certificate	
3	Copy of the bylaws of the agency	
4	Map showing location of proposed store with area	
5	Supporting documents for confirmed space for store viz ownership/lease deed/rent agreement/etc.	
6	Copy of last three years audited accounts.	
7	Copy of drug license/TIN No.	

	(Signature with Name and designation
	of the applicant)
Place:	
Date:	

APPLICATION FOR OPENING OF JAN AUSHADHI STORE BY INDIVIDUALS

S. No.	Particulars	Details
1	Name of the Applicant	
2 (a)	Whether employed/un- employed (if employed, details of employment)	
2 (b)	Whether Un-employed Pharmacist/Doctors/Registered Medical Practitioners/ Individual Entrepreneurs	
3	Address with contact no and email ID	
4	Name of District, for which applied for JA Store	
5 (a)	Activities of the applicant at present	
5 (b)	If registered pharmacist/doctor/medical practitioners, please furnish registration no.	
6	Address/location where store is proposed to be opened	
7 (a)	Details of having own space or hired space(duly supported by proper lease agreement)	
7 (b)	Area in sq. ft. (minimum space required 120 sq. ft.)	
8	Proof of financial capacity to run the store supported by last three years bank statement of	

	the applicant to be furnished. (should have capacity to invest minimum Rs. 4.00 lakh)	
9	Details of drug license/TIN no. etc. in the name of the applicant	
	Declaration;	
	I have gone through the terms ar opening of Jan Aushadhi store an	nd conditions as mentioned in the EOI/guidelines for d agree to abide by the same.
	I/We hereby declare that all the in knowledge.	nformation as mentioned above is true to best of my
Place:		Signature of the applicant
Date:		(Name & Designation)

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, Dundahera, Gurgaon 122016 (Haryana)

Documents to be enclosed along with the application

FOR Un-employed Pharmacist/Doctors/Registered Medical Practitioners/ Individual Entrepreneurs		
S. No.	Particulars	Attached Yes/No
1	Demand draft for Rs. 2000.00	
2	Registration certificate in case of pharmacist/doctor/medical practitioner	
3	Map showing location of proposed store with area	
4	Bank statement of accounts for the last three years	
5	Supporting documents for confirmed space for store viz ownership/lease deed/rent agreement etc.	
6	Copy of drug license/TIN no.	

	(Signature with Name and designation
	of the applicant)
Place:	
Date:	