

**EXPRESSION OF INTEREST INVITED FROM DISTRIBUTORS FOR APPOINTMENT  
AS COMMON SUPER STOCKIST OF CENTRAL PHARMA PUBLIC SECTOR  
UNDERTAKINGS (CPSUs) FOR DISTRIBUTION OF JAN AUSHADHI GENERIC  
MEDICINES , SURGICALS, etc.**

1. A countrywide campaign for ensuring availability of quality generic medicines at affordable prices for all, in the name of “Jan Aushadhi Campaign” was launched by the Department of Pharmaceuticals, Government of India in November, 2008 by opening up of “Jan Aushadhi Generic Drug Stores” in various districts of the country. Since then, 146 “Jan Aushadhi Stores” have already been opened in the twelve States including the UT of Chandigarh and many more are in the pipeline. In the first phase ending March, 2013, it is intended to reach a target of atleast 612 such stores in the country and 3150 stores i.e. atleast 5 stores in each district of the country in the second phase. It is expected that 612 stores would generate a business of approximately Rs.12 crores per month initially, which would increase with the increase in the number of stores and also with increase in awareness about the Jan Aushadhi Campaign of Government of India. Hitherto, Central Pharma Public Sector Units (CPSUs) are the main suppliers of medicines to the Jan Aushadhi Stores. However, to supplement the supply of medicines to meet the demand of the stores already opened/yet to be opened, it is now being contemplated to invite other Central/State PSUs and private manufacturers of Pharmaceuticals/ Surgicals to join hand in the campaign initiated by the Government of India. In order to enable a focused and empowered structure to implement the “Jan Aushadhi Campaign” a Bureau of Pharma PSUs of India (BPPI) has been established under the Department of Pharmaceuticals, Government of India.

2. As of now, Jan Aushadhi Campaign has its presence in the States of Punjab, Haryana, Odisha, Andhra Pradesh, Delhi, Uttrakhand, West Bengal, Jammu & Kashmir, Himachal Pradesh, Jharkhand and UT of Chandigarh and concerted efforts are on to take the campaign to the remaining States/UT Administrations in the country and several of such states have already expressed their interest to open Jan Aushadhi Generic Drug Stores.

**3. Supply Chain System:**

The existing Jan Aushadhi Stores in the country are managed by the NGOs like Indian Red Cross Society, or Hospital committees ( Rogi Kalyan Samities, Chikitsa Prabandhan Samities) or Kendriya Bhandhar and these are primarily located in the Govt. Hospitals. These Jan Aushadhi stores are getting their requirement of medicines from the state level super stockists appointed for all the five CPSUs and these common super stockists are sourcing medicines from the CPSUs. States where such arrangement is not in place, medicines are being directly supplied by the CPSUs. However, to have a proper supply chain system, it has been decided to appoint common super stockists in all the states in the country.

#### **4. Appointment of Common Super Stockists:**

Accordingly, BPPI is looking for the Common Super Stockists to be appointed by the CPSUs in the following States/ UT Administrations, where Jan Aushadhi Stores have already been opened or are being opened, in order to have a proper distribution network for managing supply chain of Jan Aushadhi Generic medicines to the Jan Aushadhi Stores. These States are:

1. Andaman & Nicobar Islands.
2. Assam
3. Mizoram
4. Sikkim
5. Chhattisgarh
6. Madhya Pradesh
7. Uttar Pradesh
8. Uttarakhand
9. Delhi.
10. Punjab & Chandigarh
11. Himachal Pradesh
12. Jammu & Kashmir
13. Odisha

#### **5. Terms and conditions for Common Super Stockist:**

The distributors who are willing to be appointed as state level common super stockists will be required to accept the following terms & conditions for facilitating & ensuring proper supply chain system. They will be required to:-

- i. Provide a security deposit of Rs.5,000/- (non-interest bearing) to the individual CPSU.
- ii. Procure orders from the Jan Aushadhi Stores (JASs) on a regular basis and place demand on the CPSU concerned for procurement. A copy of such indents will be sent to BPPI for monitoring the supplies.
- iii. Execute orders received from JASs expeditiously.
- iv. Keep adequate buffer stock of each medicine to meet urgent demand of the JASs.
- v. Extend credit facility to the Jan Aushadhi stores, not exceeding 60 days from the date of supply of medicines.
- vi. Realize the payment from the JASs for the supplies made, being their exclusive responsibility.

- vii. Release payment to the CPSU concerned by post-dated cheques (PDC) of 60 days from the date of receipt of each consignment of the stock.
  - viii. Monitor movement of stocks at the JASs in order to avoid expiry of medicines by taking pro-active action to transfer such medicines to the other JASs, where they are required. Drugs having less than 3 months shelf-life are to be withdrawn from the JASs. In this context, JASs should furnish the list of medicines "nearing expiry" to the concerned suppliers (CPSU/Common Super Stockist) 3 months before its actual expiry date, failing which the cost would be borne by the concerned JAS. The concerned CPSU would be required to replace the medicines within 30 days of the date of expiry.
6. The common super stockiest would be entitled to the margins on the products i.e. 6% margin for the stockist/distributor and 10% margins for the JAS on PPP products, 8% margin to the stockist/distributor and 16% margins to JAS on Non-PPP scheduled products and 10% margins to the distributor and 20% margins to JAS on non-PPP non-scheduled products, which are already built in the pricing of products. The incidence of VAT is included in the MRP @ 5%, which will prevail uniformly for all CPSUs. No bonus and schemes are applicable on the Jan Aushadhi medicines.
7. Accordingly, applications are invited by BPPI in the prescribed format (copy attached) from those parties, who have their base/ operation of business in the state capitals and are financially sound having atleast 1000 sq.ft. properly built up space, complying with all the requirements under the Drugs & Cosmetic act & rules made there-under, and having a valid Drug Licence, VAT/ CST Number. The interested parties, including the existing common super stockists of CPSUs, if they are willing to accept the aforesaid terms & conditions, are requested to send their applications **so as to reach the undersigned latest by 19.10.2012.**

Sd/-  
(P.K.Khanna)  
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Bureau of Pharma Public Sector Undertakings (BPPI)  
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**Information to be furnished by the applicant for appointment as Common  
Super Stockist of CPSUs for distribution of Jan Aushadhi Medicines**

1. Name & complete address of the firm.
2. Date of Incorporation.
3. Name of the owner / partners/ etc.
4. Contact person with designation along with Phone Number, Mobile Number, Fax Number and email ID.
5. Valid Drug Licence number and CST / VAT Nos. (photocopies to be provided).
6. Number of years of experience of handling distribution business of pharmaceuticals.
7. List of parties with whom associated along with copies of letter of appointment as distributors.
8. Turnover during each of the last three completed financial years.
9. Sales Tax clearance certificate to be provided.
10. Letter of credit worthiness from the bankers to be enclosed.
11. Total built up space available with the firm for storage purpose and whether it is own or on rent.

**Declaration**

I/We hereby accept all the terms & conditions as contained in the expression of interest.

Place:

Date:

Signature of the competent Person

( Name & Designation)