



Guidelines for Opening of New Jan Aushadhi Store (JAS)

For –Unemployed pharmacists, Individual entrepreneurs, Doctors, Registered medical practitioners

S.No.	Details	Page No
I.	Jan Aushadhi- Genesis	2
II.	BPPI- Bureau of Pharma PSUs of India	2
III.	Eligibility Criteria for opening new JAS	3
IV.	Margin & incentive for opening new JAN AUSHADHI STORE	3
V.	Requirements for opening JAS	3
VI.	Important operating terms and conditions	4
VII.	Role of BPPI	5
VIII.	Address for submission of application	5
IX.	Application form	6-7
X.	Draft agreement with terms and conditions	8-21



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. It is proposed that at least one JAS will be opened in each of the 630 districts of the country to be extended to sub-divisional levels as well as major towns and village centers.

II. BPPI- Bureau of Pharma PSUs of India

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. Eligibility Criteria to open Jan Aushadhi Store:

Individual applicants other than doctors and registered medical practitioners, should mandatorily be persons having B. Pharma and D. Pharma Degrees. Any organization applying for a JAS will have to employ B. Pharma / D. Pharma degree holders and produce proof of the same at the time of submitting applications. In govt hospital premises including medical colleges, the preferred agency would be reputed NGOs/Charitable organizations but individuals would also be eligible.

IV. Margins and Incentives

- Operating agency will be provided 20% margin on MRP (Excluding taxes) of each drug.
- JAS run by private entrepreneurs / pharmacists / NGOs / NGOs & Charitable organizations that are linked with BPPI headquarters through internet (using BPPI provided software) will get incentive upto 1.5 lakhs. This will be given @ 10% of monthly sales subject to a ceiling of Rs 10,000/ per month upto total limit of 1.5 lakhs. In NE states, and naxal affected areas, tribal areas, the rate of incentive will be 15% and subject to monthly ceiling of Rs.15,000. upto total limit of 1.5 lakhs

V. Requirements for applying for opening new JAS

- Application on prescribed format duly filled along with demand draft for Rs. 2000/-

- (ii) Own space or hired space (Minimum 120 sq feet) duly supported by proper lease agreement or space allotment letter. Applicant will arrange the space for running the Jan Aushadhi Generic Drug Store & BPPI will have no role for arranging space.
- (iii) Proof of securing a pharmacist with name, Registration with the State Council etc. (or it can be submitted at the time of final approval of JAS)

VI. Important Operating Terms and Conditions

Important operating terms and conditions for operating JAS are given below:

- a) Applicant will enter into agreement before commencing operations of “Jan Aushadhi Store”. All operations of Jan Aushadhi Store will be conducted as per agreement terms and conditions.
- b) It shall be the responsibility of the applicant to obtain drug license in the name of “**Jan Aushadhi Medical Store**” and other permissions to run a drug store. Compliance to all statutory requirements for storage of drugs shall be ensured by the applicant.
- c) Applicant 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.
- d) All billings should be done using software provided by BPPI. No medicine can be sold in JAS without using the software provided by BPPI.
- e) JAS operators will be allowed to sell allied medical products, commonly sold in chemist shops but they are not allowed to sell any medicines other than Jan Aushadhi Medicines.
- f) BPPI’s Distributor will take back Expiry/Breakage to the maximum extent or upto 2% of the total purchase value by JAS.

- g) Credit period of 30 days will be given from date of receipt of medicines by JAS but post dated cheque will be required to be given by JAS in advance against goods supplied.

Detailed terms and conditions are given in draft agreement attached and may be referred by applicant.

VII. Role of BPPI.

- a. For proper implementation of the scheme, BPPI would render all required assistance to the operating agency for running the JAS for furthering the objective of the Jan Aushadhi Program.
- b. BPPI shall also facilitate the supply of affordable quality generic medicines, surgical items, consumable etc through its supply chain to Jan Aushadhi Generic Drug Stores with appropriate margins and credit facilities upto 30 days.

Address for submission of application

1. Application should be sent in the relevant formats along with the required documents to with clearly mention APPLICATION FOR NEW JAS

**DIRECTOR Operations
Bureau of Pharma Public Sector Undertakings of India (BPPI),
IDPL Corporate Office, IDPL Complex,
Old Delhi Gurgaon Road, Dundahera,
Gurgaon – 122016 (Haryana)**

I. APPLICATION FORM

To,

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)

Application for opening “Jan Aushadhi Store” at.....(Name of City)

S. No.	Particulars	Details
1	Name of the Applicant	
2	Whether employed/un-employed (if employed, details of employment)	
3	Please mention if you are Pharmacist or Doctor or Registered Medical Practitioners or Individual Entrepreneurs	(If yes, copy of proof)
4	Address with contact no and email ID of Applicant	
5	Complete Address/location where store is proposed to be opened (with name of place, district and Pin Code)	
6	Details of having own space or hired space(duly supported by proper lease	

	agreement/Allocation Letter)	
7	Location map of the proposed store to be enclosed	
8	Total Area in sq. ft. of proposed space (minimum space required 120 sq. ft.)	
9	Proof of financial capacity to run the store or Affidavit to Invest	
10	Reference/Recommendation if any (Proof to be attached in original)	
11	Demand draft for Rs. 2000.00 in favor of “BUREAU OF PHARMA PUBLIC SECTOR UNDERTAKINGS OF INDIA” and payable to Delhi/Gurgaon	Draft no.....dated..... Bank Name.....
	<p>Declaration:</p> <p>1. I have gone through the terms and conditions as mentioned in the guidelines for opening of Jan Aushadhi store and agree to abide by the same.</p> <p>2. I/We hereby declare that all the information as mentioned above is true to best of my knowledge.</p> <p>3. Supporting documents are attached wherever required for information as provided above.</p>	
	<p>Date:</p> <p>Place:</p>	<p>Signature of the applicant</p> <p>(Name and Designation)</p>

For Unemployed pharmacists, Individual entrepreneurs, Doctors, Registered medical practitioners



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..... 2015

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;

AND

The applicant, M/S. _____ Society/Institution/----- registered under _____ (**Name of the act**) _____ having its registered office at **(ADDRESS)** through its **(Proprietor / Partner / Director / President)** Mr. _____, (hereinafter referred to as "**THE APPLICANT**" which expression shall mean and include the **(Proprietor / Partner / Director / President)** for the time being and from time to time constituting the said, the survivors of them, their legal heirs and legal representatives of the last surviving partners in business and permitted assigns) of the OTHER PART.

WHEREAS:-

(a) BPPI is presently engaged in procurement, marketing, sale & distribution of medicines and drugs including those manufactured by other manufacturers (hereinafter collectively referred to as "The Products") and is desirous of opening a "**JAN AUSHADHI GENERIC MEDICINE STORE**" (hereinafter referred to as Jan Aushadhi store) at _____ in the district of _____ within the state of _____ for sale of generic medicines to public.

(b) "**THE APPLICANT**" has represented and warranted that he has the necessary infrastructure /manpower/ licenses / equipment / 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 favor 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 make available sufficient funds 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.

(c) BPPI after considering the aforesaid request of the **"APPLICANT"** and has agreed to allow for establishing and operate **Jan Aushadhi Medical 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 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 Medical 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 MEDICAL 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 AUSHADHIMEDICAL STORE** should be 120 Sq. Ft.
- 1.4 The inside area of **JAN AUSHADHI MEDICAL STORE** premises being utilized for storage and sale transaction of medicines should be in "U" or in "C" shape, for better visibility to customer & visitor.
- 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 AUSHADHI STORE MANAGER, 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:

- i. THE APPLICANT shall offer for sale from the SHOP the entire list of medicines and other consumables/surgicals items as listed and made available periodically by BPPI.
- ii. THE APPLICANT is permitted to sell from the JAN AUSHADHI STORE only the Medicines which are supplied by BPPI.
- iii. THE APPLICANT will be allowed to sell allied medical products commonly sold in chemist shops but are not supplied by BPPI.
- iv. 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 final decision rests with BPPI and shall be binding on the applicant.

2.5 Sources of Supply.

In order to safeguard the integrity of BPPI, and to maintain the uniformity and quality of items associated with the JAN AUSHADHI campaign, THE APPLICANT shall only purchase the medicines from designated/authorized distributors of BPPI.

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 Jan Aushadhi Store will be extended credit period of 30 days from receipt of goods, but post cheque will be required to be given by JAS in advance against goods supplied.

2.5.3 BPPI's Distributor will take back Expiry/Breakage to the maximum extent or upto 2% of the total purchase value of JAS.

2.5.4 BPPI will not accept any return/exchange of products which are supplied against confirmed orders. However, when product is supplied first time to JAS and same is not sold, BPPI will take back the return within three months of date of first invoice of that product

2.5.3Supplies 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.

2.6Mandatory Participation in Marketing Programs.

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

2.7Compliance 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 MEDICAL STORE**. In particular, THE APPLICANT shall have a Drug Sale License in the name of **JAN AUSHADHI MEDICAL STORE** from the competent authority and operate and maintain the **JAN AUSHADHI MEDICAL 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 MEDICALSTORE** 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 MEDICALSTORE** 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.

2.8Remedying damaged and contamination.

If any medicine dispensed at the **JAN AUSHADHI MEDICALSTORE** 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 MEDICALSTORE**. 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 MEDICALSTORE** 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 MEDICALSTORE** 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 MEDICALSTORE** 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 MEDICALSTORE** 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 Distributor, 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 09:00 Hrs. to 21:00 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 MEDICALSTORE** premises, at a location visible to public about the shop operational and non-operational hours. This should also include contact number displayed prominently so that patient can contact and purchase medicines when shop is closed. In case of metro and big cities, the shop would remain open from 6 am to till 12 midnight. JAS located in big hospitals and medical colleges shall remain open round the clock.

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.

2.17BPPI'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 MEDICALSTORE** 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 APPLICANT 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 MEDICALSTORE**.

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 MEDICALSTORE** 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 MEDICALSTORE**, 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 MEDICALSTORE**.
- (e) Any other matters, including those not related to the **JAN AUSHADHI MEDICALSTORE** 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 Applicant will arrange sufficient funds for smooth running of JAS at all times.

3.2 The JAS linked with BPPI head quarter through internet and BPPI software will get incentives upto Rs. 1.5 lakhs. This will be given 10% of monthly sales subject to a ceiling of Rs. 10,000.00 Per Month upto a limit of Rs. 1.5 lakhs. In any state in North East states. For North East states, naxal affected areas and tribal areas, the rate of incentive will be 15% and subject to monthly ceiling of Rs. 15,000 and total limit of Rs. 1.5 lakhs. .

3.3 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 shall sell all products at printed MRP only. The currently applicable rate of Margins is 20%.

3.4 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, applicant will invest sufficient money to run the store smoothly by making all products available at all times

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 APPLICANT shall purchase medicines in BPPI list in connection with the operation of the JAN AUSHADHI STORE, only from BPPI's authorized Distributor/C&F agent as informed by BPPI.

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. Termination

- 6.1 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":
- 6.2 If, in the opinion of BPPI, the performance of the "APPLICANT" is found to be unsatisfactory.
- 6.3 If the "APPLICANT" commits a breach of any of the terms and conditions of this Agreement.
- 6.4 If there is any change (not acceptable to BPPI) in the constitution of the "APPLICANT" without the prior written consent of BPPI.
- 6.5 If for any reason, the "APPLICANT" is prevented for a period of three months from performing any of his obligations under this Agreement.
- 6.6 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 .
- 6.7 If the "JAN AUSHADHI STORE APPLICANT" 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 .
- 6.7 If the "APPLICANT" is declared insolvent or commit any act of insolvency or compound or enter into a scheme of compromise with their creditors.
- 6.8 If the "APPLICANT" is charged with committing breach of any law of India or any anti bribery or anti-corruption legislation as the case may be.

7. 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.

8. Force Majeure

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

9. 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, 1996. The award given by the arbitrator shall be final and binding on the parties. The venue for arbitration shall be at Delhi.

10. 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

IN WITNESS WHERE OF THE FIRST PARTY AND SECOND PARTY APPEND THEIR SIGNATURE IN TOKEN OF HAVING ACCEPTED THE ABOVE TERMS AND CONDITIONS ON THIS _____ DAY OF _____ 2015 AS MENTIONED ABOVE. IN THE PRESENCE OF THE FOLLOWING WITNESSES.

SIGNED SEALED AND DELIVERED FOR THE FIRST PARTY.

WITNESS

SIGNED SEALED AND DELIVERED FOR THE SECOND PARTY

WITNESS
