

INDIAN DRUGS & PHARMACEUTICALS LTD.

(A Govt. of India Undertaking)

CIN: U24231HR196GOI003418

Head Office: Scope Complex, Core-6, 1st. Floor, 7 Lodi Road, New Delhi

Website: www.idplindia.in

Registered Office: IDPL Complex, Dundahera, Delhi Gurugram Road, Gurugram-122016 (Haryana) (Tel: 0124-4303747, Fax: 0124- 4303744)

INVITING APPLICATIONS FOR DISTRIBUTORSHIP IN VARIOUS STATES

IDP/MKTG /2017-18/01

Dated: 13.08.2017

Indian Drugs & Pharmaceuticals Ltd. (IDPL) is a pharmaceutical Public Sector Undertaking under Deptt. Of Pharma, Ministry of Chemicals & Fertilizers.

At present, the Company is engaged in manufacture of pharmaceuticals formulations in the form of Tablets, Capsules, Powder, ORS and Injectables etc. in its Plants at different locations- Rishikesh, Gurgaon, Chennai and ODCL. Its plant at Hyderabad is also likely to be started shortly.

Applications are invited for appointment of distributors in various states in India to promote sales of its products to Govt. Institutions for a period of one year from the date of signing the agreement, extendable for another one year by mutual consent of both the parties and subject to satisfactory performance.

Scope of Work:-

IDPL shall offer its various products to the distributors for marketing in different states of India. Distributors will market company's products to be provided by the company on demand of distributors.

Interested parties are requested to submit their duly filled application along with documents as per the list of documents fulfilling eligibility criteria contained therein. Application shall be submitted by hand/by post or courier on or before 17.00 hrs on or before 04/09/2017 at below mentioned address failing which the application will be treated as late application and rejected. Party may send duly filled application on the following address:

Marketing Department

IDPL Complex, Old Delhi Gurgaon Road,

Dundahera, Gurgaon (Haryana)

Pin : 122016

Telephone No: 0124-4303747 FAX: 0124-4303744

Envelop should be superscript with:

"APPLICATION FOR THE APPOINTMENT OF DISTRIBUTOR IN IDPL"

IDPL reserves the right to accept or reject application at any stage without assigning any reason.

PROFILE OF APPLICANT:-

Application Form (enclosed). To be filled by applicant

GENERAL INSTRUCTIONS TO APPLICANTS

1. Eligibility Criteria:

Applicant should have:-

- i. Valid Wholesale Drug License as per Drug & Cosmetic Act.
- ii. Valid GST Registration
- iii. The applicant should have one to three year experience in the relevant field. Preference will be given to applicant with higher experience.
- iv. Annual sales turnover for the last three years, not less than 25 Lakhs for Metro Cities and 10 lakhs for other cities.
- v. Adequate office infrastructure like computer, software, internet, fax, telephone, adequate storage facility (as per Drugs & Cosmetic Act) etc.
- vi. Adequate Financial Background

2. **List of documents:**

The applicant should submit the following documents:-

- a) Constitution of Firm
- b) Valid Wholesale Drug License
- c) Annual Sales Turnover for the last three financial years duly certified by Chartered Accountant
- d) Income Tax Returns for the last three years
- e) Details of Information and documents in respect of Govt institutional experience
- f) Copy of PAN Card.
- g) GST No with proof of allotment.
- h) Legal cases ,if any

ALL PAGES OF THE DOCUMENTS MUST BE SIGNED AND STAMPED BY AUTHORISED PERSON AND SUBMITTED WITH APPLICATION. NON SUBMISSION OF ANY OF THE ABOVE DOCUMENTS MAY LEAD TO REJECTION OF THE APPLICATION.

3. **Commercial Terms & Conditions:-**

- i. That Distributor shall be entitled to a discount for the service rendered @ 12% of the value of the order (excluding taxes and other deduction made by indenting authority as per terms and conditions of R.C./Order, such as liquidated damage) provided the Distributor makes the payment at the time of delivery of consignment. This discount will be adjusted in the same bill towards the supply made against the said order.
- ii. An additional 2% discount shall be admissible in case where Distributor makes advance payment to the Company.

4. **Method of Evaluation:-**

1. All the offers received will be scrutinized by a committee constituted for the purpose. After scrutinizing, the applicants qualified on the basis of eligibility criteria and details / credentials provided by the applicants, the distributor ship will be awarded to the suitable shortlisted applicants.
2. The decision of the committee & IDPL management on any matter shall be final and binding on the applicants.
3. After Selection party has to sign an agreement as per draft enclosed

5. **Arbitration:-**

- i. If dispute or difference of any kind shall arise between the Company and the distributor in connection with or relating to the contract, the parties shall make every effort to resolve the same amicably by mutual consultations.

- ii. All disputes and differences of any kind whatever arises out of or in connection with the contract whether before or after the determination or breach of the contract, shall be referred to Chairman & Managing Director of I.D.P.L and his decision shall be binding on both the parties.

7. **Jurisdiction:** In case of any dispute which remains unresolved in arbitration proceedings shall be referred to the appropriate court of Gurugram(Haryana)

FOR, INDIAN DRUGS & PHARMACEUTICALS LTD.

Dy. General Manager (Marketing)

Enclosures:

1. **Draft Agreement of Distributor**
2. **Application Form**