

KENDRIYA BHANDAR
NEW DELHI

SUGGESTIONS INVITED FROM PARTIES INTERESTED IN BECOMING
FRANCHISEES

Proposed Policy Draft ----- Appointing of Franchisees for Kendriya
Bhandar

1) Profile of the Potential Partner / Franchisee :

- a) Financially sound parties, preferably with the shop / premises owned by them. Possessing good infrastructure and suitable manpower.
- b) Well-located shop preferably closer to a residential catchment area comprising of Government employees / families – atleast One kilometers away from the nearest KB store.

2) Range of Products to be offered for sales through Franchisee:

- All products in Kendriya Bhandar packing/Kendriya Bhandar Brand eg. Pulses, Spices, Atta, Sugar, Rice, Student Stationery etc.
- Branded products being supplied to KB stores through KB godowns.

3) Commercial Terms :

- a) All supplies will be supplied to the Franchisee against full advance payment.
- b) The selling price of the items purchased from Kendriya Bhandar will be same as the Kendriya Bhandar selling price at the KB stores.
- c) Kendriya Bhandar would suitably share its margin on each item with the franchisee.
- d) Supply of all items would be delivered to the Franchisee on door delivery basis (strictly against advance payment).
- e) The expenses for fixed assets [infrastructure (including POS Machine/Computer with Software as prescribed by Kendriya Bhandar), human resource, retail operations etc.] have to be borne by the Franchisee.

4) Other Terms and Conditions :

- a) The Franchisee would be required to submit their daily sales to Kendriya Bhandar through internet. The franchisee would be required to update the selling prices of all the products (SKUs) as directed/fixed by Kendriya Bhandar to ensure uniformity.

- b) Kendriya Bhandar would obtain a security deposit of Rs. one lakh from the Party to ensure strict adherence to Kendriya Bhandar's terms and conditions.
- c) Period of Agreement would be initially for one year to be reviewed / extended thereafter with mutual consent.

5) Announcement / Implementation

- The operations with the Franchisee would be started only after an Agreement is signed between Kendriya Bhandar and the Franchisee.

NB: At this stage Kendriya Bhandar is only inviting suggestions from prospective parties who are interested in becoming franchisees of Kendriya Bhandar. Kendriya Bhandar reserves the right to accept or reject any suggestions received in this regard.

Suggestions may please be addressed to PS to MD and may kindly be emailed to : kendriyabhandar@yahoo.com