

Admn. Section
Corporate Office
Bharat Sanchar Bhawan
New Delhi



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. BSNL/Admn.I/15-14/16

Dated: August ²⁴, 2016

To

All CGMs

Sub: Offer of discounts on medicines by Apollo Pharmacy.

Apollo Pharmacy unit of Apollo Hospital Enterprises Limited has offered following discounts on the products sold from their Pharmacy outlets across the country.

- a) 12% discount on Pharma Products
- b) 5% discount on FMCG products (daily used items e.g. soaps, shampoos etc.)
- c) 15% on PL (Apollo Pharmacy) products.

The offer is not valid for

- c) Apollo Pharmacies based in a Hospital premises and
- d) DPCO medicines (Drug Pricing Control Authority, Govt. of India)

Copy of the offer letter of Apollo Hospitals Enterprise Limited is enclosed for your reference. The letter may be widely circulated. Cost of medicines allowed in the medical policy only will be reimbursed. However, employees who are interested in other products of the Pharmacy can avail the discounts offered.

(Raj Kumar 24/8/16

Assistant General Manager (Admn.IV)

Tel. No. 23037719 Fax No. 23734260



Apollo Hospitals Enterprise Limited

Unit : Apollo Pharmacy

CIN : L85110TN1979PLC008035

26.07.2016

To,

General Manager

Administration

Room no. 106, 1st floor

BSNL Bhawan ,Janpath

Connaught place, New Delhi -110001

Sub: Privilege offer for BSNL Employees/ Pensioners

Dear Sir

I write with reference on the above subject and in continuation to our discussion, am please to propose our pharmacy services for employees of BSNL Employees. We, Apollo Pharmacy - the division of Apollo Hospitals Enterprise, are in the business of Pharmacy Chain across India having more than 2350 outlets and presently 195 pharmacies Delhi NCR. Today it is the largest Pharmacy chain in India offering various retail formats like Stand Alone Pharmacies, Hospitals Based Pharmacy, Clinic Based Pharmacy and Pharmacy Management/medicine supply for corporate houses. The core business of the company is trading in entire range of Medicines and Healthcare Merchandise. AP – AHXL has on its board a group of prominent professionals with wide and in-depth experience in Pharmacy Management, Operations, Marketing and Commercial.

The quality processes we carry in the Pharmacy are of global standards and we are in process of working towards ISO 9001 – 2000 accreditations & our Apollo Pharmacy Apollo Hospitals – Chennai, Apollo Hospitals – Hyderabad and at Indraprastha Apollo Hospitals, New Delhi – is JCI accredited.





Apollo Hospitals Enterprise Limited

Unit : Apollo Pharmacy

CIN : L85110TN1979PLC008035

Proposal

It's my pleasure to welcome you to the nearest Apollo Pharmacy store for your medicine & household needs. Apollo Pharmacy privilege offer is given to our customer on their cash purchase in Apollo pharmacy where in we extend a host of benefits to our customers. BSNL employees and pensioners can avail this offer by showing their employee cards at the time of purchase from Apollo pharmacy outlets across India. We have extended BSNL one of the best offer that we offer to Corporate or Institutions. With our mutual relation going further in coming years and changing circumstances we can mutually sit during the time & re-evaluate the current proposal. We can assure that this is the best proposal and any further changes to other corporate we will consider & adding in your proposal also.

Benefits:

Get 12% discount on Pharma products, 5% discount on FMCG products and 15% discount on PL (Apollo pharmacy) products, on your every single purchase.

This offer is not valid at our hospital base pharmacy like: Indraprastha Hospital Jasola Vihar, Indraprastha Hospital sec – 26 Noida .Its Valid in 2350 Apollo pharmacy stores across India.

Free home delivery * (As per Apollo pharmacy Medicine delivery policy & timings region wise)
Medicines available 24x7* at about 500 selected outlets.

You may visit the link at <http://www.apollopharmacy.in/shop> & online support.

Facility of call centers for free home delivery orders, general enquiries, ready to help Pharmacist (customer care officers) etc.





Apollo Hospitals Enterprise Limited

Unit : Apollo Pharmacy

CIN : L85110TN1979PLC008035

**Please note medicines containing drugs under DPCO list shall be exempted from

discounts. Please find the link below indicating the Govt. Circular on the same

<http://pharmaceuticals.gov.in/DPCO2013.pdf>

Why Apollo Pharmacy the smarter choice for your medical requirements?

. A wide network, so that there's sure to be an Apollo Pharmacy within your neighborhood.

.We are open 24 hour a day *

.We stock medicine from reliable pharmaceuticals companies, which means they are 100% genuine.

.All sensitive medicines are stored under refrigeration and controlled conditions, as recommended.

Please go through Company credential for our good retail practice profile.

We request you to circulate this information to all your employees so as to avail maximum benefits from the same.

For **Apollo Hospitals Enterprise Limited**

Unit – Apollo Pharmacy

Alok Kr.



Asst. Manager - Corporate Marketing

Apollo Hospitals Enterprise Ltd

Unit – Apollo Pharmacy

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