



PACT (Punjab Association of Computer Traders)

Minutes of the Meeting held on Dec 20th, 2013 at Chandigarh, Punjab

The meeting was started by 11:30 A.M. and continued till 4.30 P.M.

The following points were discussed in the meeting with the active participation of all the members present.

- 1. PACT Office Bearer Meet:** Mr. Sanjeev Walia Ji has given a warm welcome to all PACT members. This meeting is having a special status for being the host for National Distributors/Vendors to provide a common platform for discussion. PACT members thanked Mr. Inder Mohan Bhaskar Ji, Vice President for his contribution towards registration of PACT and Bank A/c. Opening. The meeting lasts for an hour and followed by the main agenda of the event.
- 2. Welcome Address:** Welcome address was given by our President Mr. Gurpreet Singh (Sunny) to all Vendors, NDs and Media. He appreciated all the attendees for joining the meet at such a short notice. He has recalled the achievements of PACT since its formation about a year ago; he has also discussed the issues which get resolved on this platform.
- 3. Common Issues :** Mr. Sanjay Gupta, General Secretary presented a slide show regarding the I.T. Trade scenario in all over the country. He described the issues which are affecting our trade day by day and asked to prepare everyone to fight at his level. Issues like On Line Retail, LFR; Slow down was discussed in detail with the statistical data. We are seeing the sales going down to the extent of 60% while the overall IT business is growing day by day. Channel is in an opinion to wind up their business or to move out from this trade. He has called the Vendors to come out with a solution to save the channel as the channel is playing a flag runner for their brand. The showrooms are badly hurt by On Line Retail & LFR.
- 4. KYC Form:** Mr. Rahul Garg, Joint Secretary introduced the KYC (Know Your Company) form to all the Vendors & NDs. It is also available at our web site www.pactpunjab.com to download. This KYC is very important form which needs to fill by all vendors and NDs and last date to submit this form with all required documents is 15 Jan, 2014. It is free till date and after this date a registration fee will be charged of Rs. 11000/-. All new vendors and NDs. will be required to get registered with PACT before doing any business in the PACT Territory. This form was designed to reduce the conflict between channel and NDs/Vendors, KYC will serve a tool for communication between both end and a document to resolve issues. We jointly solve our issue to improve this trade. This KYC form is compulsory to all the NDs/Vendors because we will do business with only registered Vendors and NDs from next financial year. List of registered Vendors and NDs will be uploaded to our website for reference to all the dealers. If any dealer deals with unregistered vendors than PACT will not entertain any issues regarding payment, warranties, ORC, backend, and false/over commitments etc.
- 5. J&K 0% Vat billing:** Mr. Puneet, President, JCDA described 0%VAT J&K Billing issue in details. How is it effecting & how can we control it. He told like ACER all vendors need to operate their business absorbing the VAT to keep the prices at par with Punjab. So he request to all vendors to start like ACER. And support PACT also he request to NDs to send a mail to their higher officers to create clear business picture on vendors to do something on this very serious issue, otherwise a time may come when PACT needs to take decision to do business with those vendors or not.

At the end a thanks note by our president to all representatives of respected Vendors & NDs to come and join this event & Microsoft to sponsor this event. Mr. Sandeep and Mr. Mukesh from Microsoft guide all to sale their MS products and they promise to everyone to support in business.

President

Gurpreet Singh (Sunny)

Joint Secretary

Rahul Garg