

Minutes of meeting between FAIITA OLS Committee and representatives of Acer India at Hotel Courtyard Marriot , Ahmadabad on 9th Jan 2020.

Present:

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| 1. Mr. Sanjay Ghosh | NSM Retail , ACER INDIA |
| 2. Mr. Tushar Pachpore | ZSM, West Zone |
| 3. Mr . Kaushik Pandaya | President FAIITA |
| 4. Mr . Devesh Rastogi | Sr. VP FAIITA & Chairman OLS Committee |
| 5. Mr . Navin Gupta | Secretary , FAIITA |
| 6. Mr. Sanjiv Walia | National Convenor , FAIITA |
| 7. Mr. Manish Gupta | Special Invitee , FAIITA |
| 8. Mr. Vikas Singhal | Special Invitee, FAIITA |
| 9. Mr. Gaurang Vyas | Ex VP FAIITA |
| 10. Mr. Praful Desai | President, FITAG |
| 11. Mr. Mitesh Dave | Member Executive Body FAIITA |
| 12. Mr. Vitrag Bhandari | Member FITAG |
| 13. Mr. Jitendra Bothra | VP, East Zone FAIITA |
| 14. Mr. BV Deepak Kumar | VP, South Zone FAIITA |
| 15. Mr. Arun Kr Dey | Jt Secretary FAIITA |
| 16. Mr .Karthik | Vice President FAITTA |
| 17. Mr . Pravin Dhoka | Member OLS Committee FAIITA |

In Opening Statement On behalf of FAITTA following concerns were presented by Chairman OLS Committee:

1. Agreed policy of ZERO TOLRENCE between brands & FAIITA shall continue in future also and brands have to take care of issue of logistics in terms of timely availability of adequate stocks with channel as past experience has shown either models are not available with ND or delivery is delayed or quantity was inadequate.
2. Brands have to share monthly data of sales in Online space vs Brick & Mortar.
3. Cash back allowed by OLS has to be provided to channel or alternatively brand should ensure that portals do not provide cash back on their products.
4. Acer was provided specific cases in gaming series where the stocks of same models are not available to channel.
5. In case of gaming models in Predator & Nitro series huge price gap was reported and model wise gap was provided to Acer team.
6. Acer is presently selling about 45 percent of its product through portals which is highest in industry. This concern was shared with ACER team.

7. FAIITA team expressed its concerns about the MRP based discounts on portals .

On behalf of brand Mr Sanjay Ghosh NSM addresses the issues and reconfirmed the commitment of ACER India towards policy of zero disruption in channel.

On issue of product availability he explained ACER strategy that how Channel was give differential product to channel , this was countered by participants from FAIITA and ACER has been conveyed that channel should be made available same models as in channel.

On issue of cash back ACER team has to reply back after consultation within the company.

FAIITA team has asked ACER team to come back with positive action plan on agenda items as mentioned in FAIITA letter dated 4/12/2019 in next meeting which is scheduled in April 2020.

FAIITA team firmly conveyed to brands that as a brand owners they have to take full responsibility for any disruption and policy of ZERO Tolerance as agreed between the brand and FAIITA shall be strictly followed. FAIITA team has also explicitly clarified that ZERO TOLERANCE means availability of same product/ model at all selling price should be same and landing of channel should be 3 to 5 percent lower than the offered price.

ACER India has agreed to share pricelist with MRP to all dealers on immediate basis.

(DEVESH RASTOGI)

Chairman OLS COMMITTEE

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