



Computer Association of Eastern India

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Dated : 29th May , 2021

To All National Distributor / Regional Distributor

Dear Sir / Madam,

In view of the second wave of Covid 19 and the declaration and extension of lock down in the state of West Bengal , COMPASS had organised a Zoom meeting on 24th May , 2021 of members and representatives of NDs to discuss the impact and the action plan to counter the adverse impact of the lockdown and the endemic. The minutes of the meeting were circulated to all NDs seeking a consultative approach to advise and provide relief to the channel partners in this period of uncertainty.

The business and social impact of the second wave appears to be different that that of the first wave and several members , their families and their employees have been impacted by COVID including many persons from the industry as well.

Considering all the above , the following actions have been advised by COMPASS post the consultation with members and representatives of NDs.

1. Lock down period to considered from the 1st day of May , 2021
- 2.Lockdown days to be added to credit days prevailing
3. Zero interest to be charged on outstanding amounts for lock down days.
4. Targets and Schemes to be suitably reset to consider disruption of business.
5. No undue pressure to be imposed on partners for targets and payments
6. Do a periodic review with NDs to take pro active steps till normalcy is established and reissue advisory as necessary.

Any grievance or suggestions may please to addressed to President Compass.

Yours faithfully,

Thanks

Sanjay Chhajer

President



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