

Bosch Hi10 Program 2020

A special program for Independent Neutral Workshop
(Diesel FIP)

Program Period → H2 2020

Bosch Hi10 Program 2020 (An Independent Diesel Neutral Workshop binding program)

Demand Generation Drive

- ❑ Reduced Slab for more participation & Increased coverage – Breadth of distribution
- ❑ Monthly program instant quarterly to have consistent in demand Generation drive
- ❑ Attractive offers for customer
- ❑ Bosch Basic training & advance training at respective slabs on consistency performance
- ❑ Encourage order collection through Bosch App.
- ❑ Consistent & Loyalty Bonus

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Objective and Program details

Objective	→ To increase the Service share of Bosch diesel parts through Neutral Workshop
Scheme Period	→ 29.06.2020 to 30.12.2020
Scheme Code	→
Eligibility	→ 1) Geo verified Neutral Workshop – Through Bosch App. 2) Min 1 Visit / month / BMD-FR / Bosch MR or AM.
Products	→ All Bosch Diesel parts (Including BX Injectors & Excluding glow plugs)

A. Hi10 Program Slabs & Incentives are as per below table.

Category	T/O / Month (LP2)	Incentive %age on LP2	Mode of Settlement
Silver	≥ 5,000 < 20,000	2.0%	NEFT (within 30 days)
Gold	≥ 20,000 < 50,000	2.5%	
Diamond	≥ 50,000 ≤ 200,000	3.0%	

B. Order Collection Bonus for placing orders through Bosch Rewards App & billing (Quarterly)

Monthly Order Collections Bonus	Monthly Incentive % on Order Value or Hi10 Eligible T/o whichever is lesser	Mode of settlement
On every order given by customer on Bosch Reward Portal before billing (Pending orders of Previous month will be carried forward)	1%	NEFT (within 30 days)

Max cap for incentive A & B 8000/- per month

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Additional Loyalty Rewards

► Special Loyalty Reward & Benefits on consistent performance

On consistent performance in H2'2020 and the IDNW will be eligible for special technical and equipment support mentioned as below;

Turnover in Quarter H2 2020(LP2)	Technical and Equipment Support
=> 300,000/- (Min 1laks/ month)	online MSI (NW Version) –Renewal
=> 450,000/- (Min 1.5Lakh/ month)	Free online MSI (NW Version) first time charges & Renewal (Basic Training on FIP at BMD location by HO trainers)
=> 900,000/- (Min 3Laks/ month)	Hi10 Certificate, Free online MSI (NW Version) first time charges Advance training at Bangalore * IDNW will be eligible for reimbursement of a lump sum amount of Rs 5000/- as traveling & lodging expenses. This lump sum will be reimbursed by submitting the training certificate.

► Additional Annual consistency support

IDNW qualifying in Highest slab every quarter will be eligible for annual consistency rewards of Rs.25,000/- (Gift Voucher / NEFT) will be settled in Q1 – 2021.

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Terms and Conditions

1. T/O Calculations will be done on following point.
 - i. UID of neutral workshop.
 - ii. Eligible part nos.
 - iii. Order submitted in LP2 OR Billing value in LP2 (NET accepted value whichever is less).
2. T/O => 1lacs/month GSTN is must and must be updated in App or rewards portal. (Non GST Customer ZM WBD approvals must – can approve through rewards portal.)
3. **Order submission:** => 1lacs/month OTP from customer is must.
4. **Visit Requirement :** Minimum 1 visit / telecall per month for gold and Diamond category is must & 1 per quarter for silver category or minimum 1 order submission is must by Customer himself in mobile app.. (if not done in quarter incentive will de held for 3rd month.)
5. **Order entry in App :** Order entry can be done by Customer (NW)/ FR/BP/AM.
6. **Order Upload:** BMD can do order upload himself. Also actual billing done by BMD to n/w will be created as order and will be available in portal. BMD to ensure submission of these order in portal before 5th portal before 5th of the subsequent month).
7. **Billing to NW :** BMD to do billing in eFocus / Portal.
8. **Month end :** Month end will be as per secondary month closer.

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Secondary Month 2020

Note :Secondary month closer will be one day after primary monthh closer

Defined Secondary Month H2 2020	Period	
	From	To
July referred as M07	28/06/2020	28/07/2020
Aug referred as M08	29/07/2020	28/08/2020
Sep referred as M09	29/08/2020	27/09/2020
Oct referred as M10	28/09/2020	28/10/2020
Nov referred as M11	29/10/2020	27/11/2020
Dec referred as M12	28/11/2020	28/12/2020

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Program Support



Voice Support : + 91 90390 388 66 / 77

For any Support Please use above help line no.

*Working Hours : 10:00 AM to 07:00 PM
(Monday to Saturday)*

Email Support : techsupport@pearlcomp.com

