



INTER OFFICE MEMO

OUR REF: IOAOD/LUBES/LRS/24-25/01D

DATE: 13th Aug'2024

POLICY CIRCULAR REFERENCE HO/LUBES/RLS/2024-25/01D

SUB: AMENDMENT IN INCENTIVE SCHEME FOR CHANNEL PARTNERS FOR THE FINANCIAL YEAR 2024-25

This is in further reference to Servo Performer Scheme mentioned in policy circular ref no. HO/LUBES/RLS/2024-25/01 dtd. 03.04.2024, we are pleased to announce below mentioned amendment from July-sept'24 onwards:

4. A) Servo Performer Scheme

Existing parameter for Net Bazaar counter addition:

S.No	Criteria	Criteria Applicable on	Incentive (Rs/Lit or Kg)	Incentive payable on
2	For achieving target of no of Net new Counters addition during the Quarter (Bazaar/Workshop/ Garages/ Nayara RO)(Counters with sale of Min 120 L /Quarter) (Net New counter addition =Counter billed during the quarter of 2024-25 - Counter billed during the Apr'23 to previous quarter of claim). Net new Counter addition target; For SSR: 15 per Quarter and for GSS: 5 per Quarter > 100 – RS. 0.20 PL	Total Primary Sales volume uplifted during the Quarter	0.2	This incentive is applicable on Primary Sales Volume during the Quarter excluding SKUs of Servo Hydrashakti 68

Amended parameter for Net Bazaar counter addition:

S.No	Criteria	Criteria Applicable on	Incentive (Rs/Lit or Kg)	Incentive payable on
2	For achieving target of no of Net new Counters addition during the Quarter (Bazaar/Workshop/ Garages)(Counters with sale of Min 120 L /Quarter) (Net New counter addition =Counter billed during the quarter of 2024-25 - Counter billed during the same quarter of 2023-24). Net new Counter addition target; For SSR: 15 per Quarter and for GSS: 5 per Quarter	Total Primary Sales volume uplifted during the Quarter	0.2	This incentive is applicable on Primary Sales Volume during the Quarter excluding SKUs of Servo Hydrashakti 68

Definition of New counter:

- For Evaluation of Q1 - 2024-25 - Counter who has not taken the product during April'23 – March'24.
- For Evaluation of Q2 - 2024-25 - Counter who has not taken the product during April'23 – June'24.
- For Evaluation of Q3 - 2024-25 - Counter who has not taken the product during April'23 – September'24.
- For Evaluation of Q4 - 2024-25 - Counter who has not taken the product during April'23 – December'24

Note:

- State offices are requested to send a separate communication regarding this scheme to all LSEs & Stockist immediately.



(P P Barua)
CM (L-RS), IOAOD SO