



SUBJECT Shield (Extended Warranty) – Scorpio-N		REF NO 2022-SHC-10120
		MONTH OF ISSUE July 2022
APPLICABLE CHANNEL(s) Personal + Pickup	APPLICABLE MODEL(s) Scorpio-N	TYPE Shield

CIRCULATE TO –

CEO/ GENERAL MANAGER [✓]	HR MANAGER []	RELATIONSHIP MANAGER/SERVICE ADVISOR [✓]
SERVICE HEAD [✓]	TECHNICAL COORDINATOR (CoTEK) []	eTEK / TECHNICIAN []
FLOOR CONTROLLER (FC) []	QUALITY CONTROLLER (QC) []	BODYSHOP MANAGER [✓]
CRE SERVICE [✓]	PARTS MANAGER [✓]	SALES CONSULTANT [✓]
WARRANTY ADMINISTRATOR [✓]	EXPERIENCE EXECUTIVE [✓]	CRM [✓]
SALES MANAGER [✓]	HOSTESS []	ACCOUNT MANAGER [✓]
ICRE SALES [✓]	RECEPTIONIST []	

ALL DEALERS, DEALER BRANCHES & MCS/MASCS

“Shield” - Extended warranty offers peace of mind for extended period & by virtue ensuring customer retention.

We are happy to announce “Shield” Extended Warranty of Scorpio-N from day one of booking.



Customer can extend warranty upto 5 years from the date of retail through this subscription. Considering the value proposition, we urge dealership team to go aggressive and attend for record penetration.

Please refer following annexures for complete details.

Annexure 1 – Shield Pricing Matrix

Annexure 2 - Shield Dealer Commission Matrix

Kindly arrange to bring this to the notice of all concerned at Showroom and Workshop.

Happy Selling!

Queries and Clarifications – Respective ASM / CCM OR

Email to SERVICE-STRATEGY@mahindra.com

2022-SHC- 10120

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Annexure – 1
Shield Pricing Matrix
Scorpio-N Diesel MT

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Diesel MT	15999.15	2879.85	18879.00	17299.15	3113.85	20413.00	18399.15	3311.85	21711.00
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Diesel MT	30399.15	5471.85	35871.00	32899.15	5921.85	38821.00	34999.15	6299.85	41299.00
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Diesel MT	17599.15	3167.85	20767.00	19099.15	3437.85	22537.00	20299.15	3653.85	23953.00
* This option is only applicable for vehicles which have bought 4th year shield option									



Annexure – 1
Shield Pricing Matrix
 Scorpio-N Diesel AT

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Diesel AT	19999.15	3599.85	23599.00	21599.15	3887.85	25487.00	22999.15	4139.85	27139.00
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Diesel AT	37999.15	6839.85	44839.00	41099.15	7397.85	48497.00	43699.15	7865.85	51565.00
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Diesel AT	21999.15	3959.85	25959.00	23799.15	4283.85	28083.00	25299.15	4553.85	29853.00
* This option is only applicable for vehicles which have bought 4th year shield option									



Annexure – 1
Shield Pricing Matrix
Scorpio-N Gasoline MT

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline MT	13999.15	2519.85	16519.00	15199.15	2735.85	17935.00	16099.15	2897.85	18997.00
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline MT	26599.15	4787.85	31387.00	28799.15	5183.85	33983.00	30599.15	5507.85	36107.00
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline MT	15399.15	2771.85	18171.00	16699.15	3005.85	19705.00	17799.15	3203.85	21003.00
* This option is only applicable for vehicles which have bought 4th year shield option									



Annexure – 1
Shield Pricing Matrix
Scorpio-N Gasoline AT

All amount in ₹

Option 1	4th Year or Up to 1,20,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline AT	17099.15	3077.85	20177.00	18499.15	3329.85	21829.00	19699.15	3545.85	23245.00
Option 2	4th and 5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 2 years period from date of sale of new vehicle			If opted beyond 2 years but within the expiry of original 3 years warranty of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline AT	32499.15	5849.85	38349.00	35099.15	6317.85	41417.00	37399.15	6731.85	44131.00
Option 3*	5th Year or Up to 1,50,000 kms from the date of delivery of new vehicle whichever occurs first								
	If opted within 60 days from the date of sale of new vehicle			If opted beyond 60 days but within 3 years period from date of sale of new vehicle			If opted beyond 3 years but within the expiry of extended 4 years shield of the vehicle		
	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP	List Price	GST @ 18%	MRP
Scorpio-N Gasoline AT	18899.15	3401.85	22301.00	20499.15	3689.85	24189.00	21799.15	3923.85	25723.00
* This option is only applicable for vehicles which have bought 4th year shield option									



Annexure – 2
Shield Dealer Commission Matrix

All amount in ₹ (Including GST)

Model	Dealer Commission per policy
Scorpio-N	1500