

BMW Financial Services. BMW Secure Update.



**BMW
Financial Services**

January 2013



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BMW Financial Services.

Contents.

1. New Renewal Product Structure
2. BMW Secure
3. BMW Secure Premium
4. BMW Secure Advanced
5. POS- Issuance of BMW Secure
6. FAQs

BMW Financial Services.

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New Renewal Product Structure.

Add-on products now available with renewals

Option 1: BMW Secure

Existing Product

Option 2: BMW Secure Premium

New Product # 1

Option 3: BMW Secure Advanced

New Product # 2

Premise

To be sold with Basic Insurance of Bajaj Allianz

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Product Features

- Existing renewal option available
- Available up-to 4 years of the age of the vehicle
- Existing price and commission structure to be maintained
- **Benefits**
 - Up-to 4Tyres within a benefit
 - Hydrostatic Lock
 - Car Replacement in event of total loss
 - Road Side Assistance
 - Loss of Key
 - Depreciation Cover
 - Daily Car Rental

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5. POS- Issuance of BMW Secure
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BMW Secure Premium- Features.



BMW Secure Premium

- Second Renewal Option available from January 02, 2013
- Option to Purchase along with Basic Motor Insurance from Bajaj Allianz only
- **Benefits**
 - Depreciation Cover
 - Car Replacement in event of total loss
 - Daily Car Rental

Scope of Coverage of individual feature remains similar to that under BMW Secure

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5. POS- Issuance of BMW Secure
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BMW Secure Advanced- Features.



BMW Secure Advanced

- Third Renewal Option available from January 02, 2013
- Option to Purchase along with Basic Motor Insurance from Bajaj Allianz only
- **Benefits**
 - Up-to 4Tyres within a benefit
 - Up-to 4 Alloys within a benefit
 - Hydrostatic Lock
 - 1 year of Road Side Assistance
 - Loss of Key

Scope of Coverage of individual feature remains similar to that under BMW Secure

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BMW Secure Advanced- Road Side Assistance.



Road Side Assistance

- Free Towing Facility
- On Road Assistance
- Taxi Benefit
- Accommodation Benefit
- Medical Co-ordination
- Fuel Assistance
- Key pick and drop

Included from second renewal onwards

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POS – Issuance Of BMW Secure.

Home Logout

The BMW India website



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- Insurance**
- BMW Insurance
- Overview
- How you benefit
- Request a quote
- Dealers Portal

BMW Insurance

Why worry when you can keep safe? Motor Insurance designed for BMW Drivers. On the road, you want to have the right insurance cover. So why worry when you can keep safe with BMW Insurance.

As a BMW driver, you probably already know there's something rather special about the car you drive. What you may not be aware of is that we can also offer you motor insurance cover of equal measure.

With BMW Insurance you can be sure you're in good hands. What's more, you can be confident of receiving cover designed with BMW drivers in mind, from a team dedicated to taking care of your needs. Protecting your BMW always comes first with BMW Insurance.

Click to BMW Insurance link

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POS – Issuance Of BMW Secure.

Request a quote

Benefits

BMW Secure provides cover from the time you take delivery of your brand new BMW.

In case of partial damage, you will not be asked to pay the difference in value for the new parts used when your car is repaired at our BMW authorized dealerships.

In addition, there will also be no depreciation charges in case the parts are replaced at a dealer authorized by BMW India.

You will obtain genuine, new BMW parts that will be built in by authorized BMW repair service technicians.

Please select the type of insurance

- Issue Policy without NCB
- Bajaj Allianz Renewal
- Issue Policy With NCB
- BMW Secure Advanced

Vehicle Details

Please select the type of vehicle

- Two Wheeler

Please select the make of the vehicle. --Not Selected--

Please select the vehicle model. --Not Selected--

Please select the sub type of the vehicle model. --Not Selected--

Vehicle driven by (fuel) ? Diesel

Please select the location where the vehicle is registered. --Select City--

Please enter the Date of Registration/Sale of the vehicle(dd-mon-yyyy) eg.(12-MAR-2004)

Please select the Year of Manufacture of the vehicle. --Not Selected--

Commercial Discount %

Is the vehicle owned by any Foreign Embassy/Driving school ? Yes No

Do you park your vehicle in a closed garage? Yes No

Who Typically drives the vehicle ? Self

Current reading on the Odometer(Kms Reading)?

IDV Value (Please enter ex-showroom price as per BMW specification sheet)

Recompute based on previous invoice value? [Tick Checkbox]

Cubic Capacity/GWW

* Vehicle Identification Number

* Name of the sales Person

Click on the type of business Bajaj Allianz renewal

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POS – Issuance Of BMW Secure.

The screenshot shows a web browser window with the URL <https://general.bajajallianz.com/BagidNxt/b2c/bm>. The page title is "BMW Motor Policy". The form includes several sections:

- Type Of Policy:** Radio buttons for "Issue Policy without NCB", "Bajaj Allianz Renewal" (selected), "Issue Policy With NCB", and "BMW Secure Advanced".
- Vehicle Details:** A text field for "Please Enter your Bajaj Allianz Policy No" with the value "OG-12-2401-1801-00046274".
- Insurance Options:** Three questions with radio buttons:
 - "Do you want BMW SECURE?" (Yes/No)
 - "BMW Secure Advanced" (Yes/No, with "Yes" selected)
 - "Do you want BMW SECURE PREMIUM?" (Yes/No)
 - "Do you want BMW SECURE PREMIUM WITHOUT ADVANCE?" (Yes/No, with "No" selected)
- Client Type:** A dropdown menu set to "Corporate".
- Capture Tyre Information:** A table with 4 rows and 2 columns: "Serial No" and "Make".

	Serial No	Make
Tyre 1:	SDSDSDS	SDSDSD
Tyre 2:	SDSDSD	SDSDSD
Tyre 3:	SDSDSD	DDD
Tyre 4:	DDDDDD	SSSS
- Buttons:** "Calculate Premium" and "Calculate Premium" (highlighted).

Annotations on the left side of the form:

- "Basic Insurance policy number needs to be entered" points to the "Please Enter your Bajaj Allianz Policy No" field.
- "Relevant product option needs to be selected" points to the "BMW Secure Advanced" radio button.
- "Tyre details need to be entered" points to the "Capture Tyre Information" table.

An annotation on the right side: "Press Calculate premium tab" points to the highlighted "Calculate Premium" button.

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FAQs.

1. Can we sell BMW Secure Advanced renewal, if customer has bought basic insurance from SBI General Insurance?

No, BMW Secure Advanced and all other Secure renewals (all products) can be sold only with basic insurance of Bajaj Allianz

2. Can NCB be given on renewals of BMW Secure Advanced/ Secure Premium?

Yes, NCB logic will be same as BMW Secure renewals

3. What is the maximum NCB that can be offered on renewals?

Maximum 25% NCB can be offered on BMW Secure (all products) renewals wherever the customer has not claimed in the preceding two years.

4. Can the contracts of BMW Secure renewals(all products) be issued from BMW portal?

Yes, BMW portal is ready for issuance of BMW Secure renewals i.e. Existing BMW Secure product and the new two product additions.

Thank you for your attention.



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