

Content

Section 1

Section 1 is “Telematics 101”. Understanding the future opportunities of telematics requires you to speak the language and know the acronyms. In Section 1, we provide the definitions and applications of telematics. The Connected Car layout gives you a walk around the telematically connected car of the future. Our goal here is to give you an introduction to the size and growth of the market and the activity of the OEMs. In our Guide for the Aftermarket, we offer some ideas on our vision for the aftermarket’s future in telematics.

Section 2

In Section 2, we outline the opportunities and threats the aftermarket may experience with telematics. We decided to outline the opportunities by telling stories of actual telematics applications around the world. So this section is filled with real world telematics applications. That’s the upside. But the reality is, the aftermarket is threatened by telematics as well. If OEMs choose to use the power of this technology to lock out independent service providers from gaining access to the information they need to service vehicles, telematics turns from a positive to a negative very quickly. We outline a future scenario that could happen if Right to Repair legislation is not passed.

Section 3

Section 3 provides the business case for telematics. How do you turn this technology into cash flow? What conclusions and recommendations do we have for AAIA members?

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