

EGEAnetwork

concept

Agenda



asanetwork

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asanetwork GmbH

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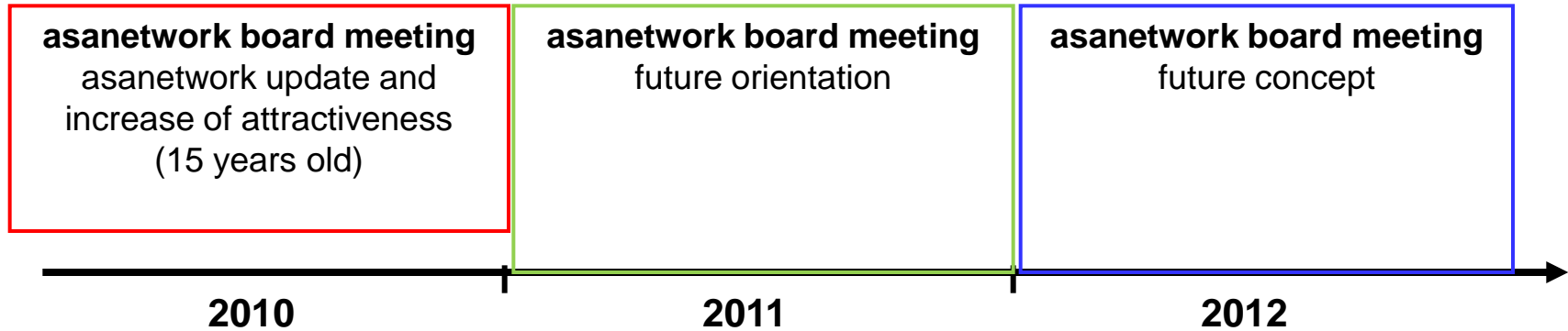
1. Original goal of asanetwork

- 1.1 Development of a homogeneous standard for workshop networking within Germany
- 1.2 asanetwork at least as cost-covering working unit
- 1.3 Standard for networking of DMS-Systems

2. Current situation

- 2.1 Networking is becoming more and more to a communication standard for workshops, vehicle manufacturer, testing stations, ...
- 2.2 In Europe standards have been individually installed by the countries e.g. MCTC-Net (Italy); GIEG-Net (France)
- 2.3 asanetwork status quo:
 - 6.000 network manager in Europe
 - 5 company licenses'
- 2.4 European solution → world solution final target

3. Previous activities in Europe



4. Potential future concept

4.1 Approval of asanetwork standards (incl. SW-Tools) to

- Workshops
- Equipment manufacturers (in case they are license holders)
- Provider of workshop software (DMS)

4.2 Standardize ISO/IEC as an open standard

- Disclosure of interfaces by central hosting
- Further development – and maintenance of the network manager by instructed companies

4.3 Financing of maintenance and further development of the standard only by license holders (equipment manufacturers)

4.4 „non-profit organization“ stakeholder asanetwork/ GIEG/ MCTC

4. Potential future concept

- 4.5 Reduce entry barriers for the workshop (dongle; costs) and licenses holders
- 4.6 Support from retail market
 - Simplification of sales conversation/installation -> increase of efficiency
 - => Potential faster widespread dissemination in Europe
- 4.7 Risk of new proprietary networks will be minimized
- 4.8 Thereby effort reduction in interface management for the equipment manufacturers

4. Potential future concept

4.9 Incomes only by licenses holders/ equipment manufacturers (costs will decrease as well)

4.10 Necessity of minimized structure for coordination

4.10.1 What are the requirements?

e.g. technical WG EGEA/ISO/IEC

4.10.2 How to achieve them?

e.g. Appointing of service providers

4.10.3 Who is coordinating the structures?

e.g. by WG or association

4.10.4 Financing by participant's fees

5. Penetration strategy

- 5.1 Establishment of “EGEAnetwork” (new name) as standard
 - Norm ISO/IEC submission and communication (market usually follows a draft of the norm)
 - Winning of the EGEA national association and European equipment manufacturers
 - Lobbying of asanetwork through: EGEA/CECRA/FIGIEFA...

5.2 Availability at no charge (Download Internet)

- Documents
- Interfaces => only for members / licenses holders
- Network manager
- Diagnostic tool

Service Provider



5.3 Hotline support of network members

- for implementation (with costs)

5. Penetration strategy

5.4 Increase of demand of equipment manufacturers and software manufacturers

- Discussion in all organizations
- Low barriers to entry
- Believe in a higher penetration in future

5.5 Increase of demand of workshops

- No barriers to entry
- Higher benefit for the workshops as there are more applications available
- Supply of information through the Internet

6. Implementation

- 6.1 Duration 1-2 years, submission as a draft in ISO/TC 22/SC 3/WG 1 „data communication“
- 6.2 Preliminary work: preparing of documentation according to ISO/IEC Directive II
Rules for the structure and drafting of International standards
- 6.3 First estimate of costs for the documentation, approx. 50T EUR (only external service providers)
- 6.4 Positioning in the ISO working group:
ISO/TC 22/SC 3/WG 1 “data communication”
- 6.5 Lobby work for the new standard in different countries

7. Summary

7.1 Goals:

- Dissemination of ISO standard (asanetwork)
- No intention to gain profit!
- No shareholder structure

7.2 Activity:

- Income of fees to finance the maintenance, further development and supply of SW-interfaces and tools

7.3 Possible form of organization:

- Association / organization (international association according to German or American law)
- Cooperative society



Thank you!