



### **The digitalization of the automotive aftermarket**

#### **Bosch shows new solutions for workshops and retail trade at the Automechanika 2018**

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- ▶ Connectivity as growth engine: Bosch expands range of connected solutions for retail trade and workshops
- ▶ Optimized workshop processes: Every day, Connected Repair prevents duplication of work at the workshops
- ▶ Esitronic 2.0: Collective Intelligence identifies the best repair solution

Frankfurt/Karlsruhe, Germany – Whether connectivity, automation, optimized drive systems or electromobility, Bosch Automotive Aftermarket takes a leading role in the imminent transition of the automotive industry. “Bosch increasingly relies on connected and data-based solutions. Already today, they allow for a lot of processes to be made more quickly and efficiently,” Manfred Baden, president of the Bosch Automotive Aftermarket division, said at the international trade fair Automechanika in Frankfurt. According to the auditing and consulting company PwC, there will be more than 470 million connected vehicles on the roads by 2025. Accordingly, the market for software and data services on the aftermarket will experience yet another significant growth and it will be a decisive factor concerning the future growth of the sector. “Bosch Automotive Aftermarket wants to continue growing in 2018 as well. With innovative concepts for effective and efficient maintenance and repair throughout the complete product life cycle as well as connected solutions for diagnoses and workshop processes, we support our partners concerning both current and future vehicle stocks,” Baden said. Connectivity and new data-based solutions bear the potential to optimize the workflow at the workshop while allowing them significant time savings. Bosch Connected Repair workshop software, for instance, prevents time-consuming duplication of work.

### **Preventing duplication of work thanks to connectivity**

Bosch Connected Repair represents the basis for intelligent connectivity of diagnostic hardware in workshops. It connects vehicle reception, vehicle information and test devices, and creates a common data basis transmitted wirelessly to all connected devices. This means: The vehicle must only be identified once instead of registering it on each device separately as was the case in the past. Compared to service and maintenance with Bosch products without Connected Repair, this results in time savings of up to 10 minutes per vehicle at the workshop. Test reports, comments and images are directly stored in the digital work card and can be retrieved at any time. All employees have easy access to the digital working card and the vehicle status at any time.

### **Finding the best repair solution by means of collective intelligence**

Besides intelligent connectivity of diagnostic hardware, Bosch Automotive Aftermarket is also working on the further development of established software. The new version of Esitronic 2.0 software, for example, allows workshops to optimize repair and diagnostic procedures, to shorten the time required for each vehicle and to perform continuous online updates. In addition, it can be used both online and offline. With the help of a free text search and a document preview, users find necessary information very easily and quickly. The experienced-based repair function provides yet another advantage. At a database, Bosch stored more than 750 000 actual use cases collected in everyday workshop life. Once a known error is recognized at the diagnosis, it automatically recommends a repair solution compiled by Bosch experts, which has already been assessed as a good solution by other users. Thanks to optimized loading times, version 2.0 provides searched information now even more rapidly. Even in regions with a low internet bandwidth, Esitronic 2.0 online can be used comfortably. All current subscribers receive the new Esitronic 2.0 online free of charge as an update.

### **Compact and versatile: Diagnostic Tester KTS 250**

The Esitronic is also the centerpiece of the new compact KTS 250 diagnostic tester Bosch first presents at the Automechanika. It is suitable for smaller workshops or as an additional mobile device in larger workshops. The user is supported by an intuitive and Android-based user interface. KTS 250 offers comprehensive vehicle coverage of about 150 passenger car brands. It is future-proof due to its already integrated DoIP Ethernet interface and comes with an automatic vehicle identification supported by a first-class VIN data basis.

### **Short set-up times for the calibration of cameras and sensors**

More and more vehicles are equipped with driver assistance systems. Bosch developed suitable hardware and software solutions in case a video sensor needs to be calibrated after replacing the windshield. Using the Bosch ADAS – for Advanced Driver Assistance Systems – calibration system, required tasks on radar and video sensors can be performed both quickly and accurately. Here, Esitronic software controls the vehicle-specific calibration and adjustment procedures. The ADAS calibration system is another example of how it is possible to efficiently check, mount and service sophisticated vehicle systems using innovative solutions.

### **Comprehensive parts supply**

Apart from new developments, the conventional spare parts business is also of ongoing and high importance for Bosch Automotive Aftermarket. From new parts to series-remanufactured replacement parts and repair solutions, Bosch supplies the matching spare parts for almost any type of vehicle. At the same time, workshops benefit from the high competence based on decades of experience concerning original equipment. This means that every part stands out for its excellent functionality and is perfectly geared to optimum interaction with the vehicle's other technical components. Bosch wiper blades, for instance, feature a market coverage of 99 percent – from the latest passenger car model to commercial vehicles and classic cars. In addition, the Bosch wiper app also eases the identification of the correct wiper for each vehicle.

**Press photos:** #1467180, #1467181

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*The Automotive Aftermarket division (AA) provides the aftermarket and repair shops worldwide with a complete range of diagnostic and repair shop equipment and a wide range of spare parts – from new and exchange parts to repair solutions – for passenger cars and commercial vehicles. Its product portfolio includes products made as Bosch original equipment, as well as aftermarket products and services developed and manufactured in-house. About 17,000 associates in more than 150 countries, as well as a global logistics network, ensure that some 650,000 different spare parts reach customers quickly and on time. In its “Automotive Service Solutions” operations, AA supplies testing and repair-shop technology, diagnostic software, service training, and information services. In addition, the division is responsible for the “Bosch Service” repair-shop franchise, one of the world’s largest independent chains of repair-shops, with some 16,000 workshops, and more than 1,000 “AutoCrew” partners.*

Additional information can be accessed at [www.bosch-automotive-aftermarket.com](http://www.bosch-automotive-aftermarket.com)

*The Bosch Group is a leading global supplier of technology and services. It employs roughly 402,000 associates worldwide (as of December 31, 2017). The company generated sales of 78.1 billion euros in 2017. Its operations are divided into four business sectors: Mobility Solutions, Industrial Technology, Consumer Goods, and Energy and Building Technology. As a leading IoT company, Bosch offers innovative solutions for smart homes, smart cities, connected mobility, and connected manufacturing. It uses its expertise in sensor technology, software, and services, as well as its own IoT cloud, to offer its customers connected, cross-domain solutions from a single source. The Bosch Group's strategic objective is to deliver innovations for a connected life. Bosch improves quality of life worldwide with products and services that are innovative and spark enthusiasm. In short, Bosch creates technology that is "Invented for life." The Bosch Group comprises Robert Bosch GmbH and its roughly 440 subsidiary and regional companies in 60 countries. Including sales and service partners, Bosch's global manufacturing, engineering, and sales network covers nearly every country in the world. The basis for the company's future growth is its innovative strength. At 125 locations across the globe, Bosch employs some 64,500 associates in research and development.*

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