



Education Committee 2013

Presentation
Boston, MA – July, 2013

Education Committee Members

- Gene Lopez Co-Chair
- Bob Keith Co-Chair
- Clark Plucinski
- Brandon Thomas
- Domenic Brusco
- Fred Iantorno
- Jeanne Silver
- Jeff Peevy
- John Bosin
- Richard Perry
- Rick Tuuri
- Rod Enlow
- Rudy Aranda
- Tony Molla
- Larry Johns
- Jim Evans



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CIECA BMS, the value you can't see

Fred Iantorno
CIECA, Executive Director



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Agenda

- Why did CIECA develop the BMS
- What is the BMS
- What's Next



Why did CIECA develop the BMS?

As e-commerce has become a bigger part of our daily lives, the data flow between trading partners has expanded wider and deeper into the repair process.

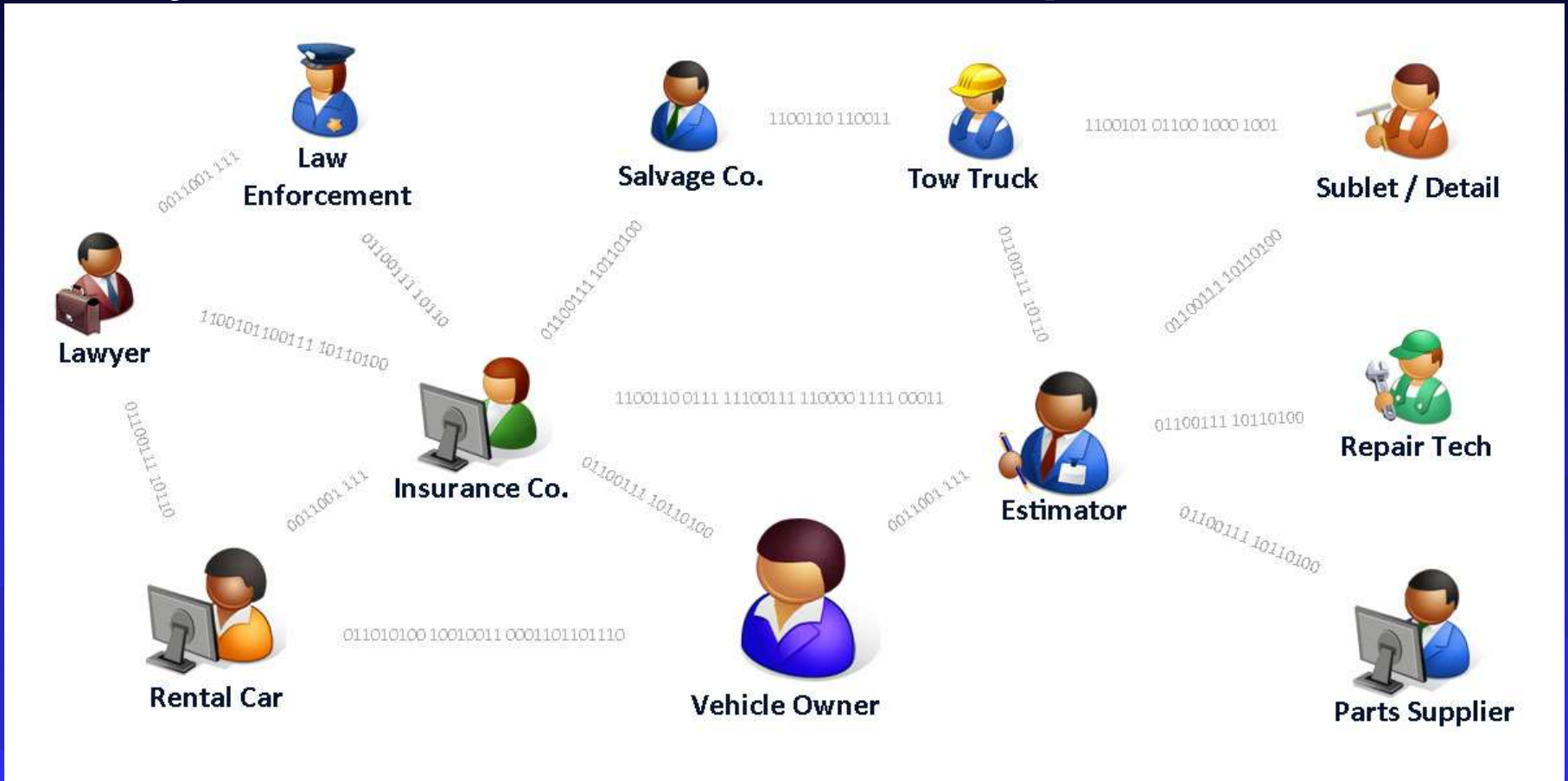
Data that was once exchanged between only the body shop and insurance company is now shared with a number of companies providing a wide range of services in the collision process.

Use of technology was exploding in business and with consumers.



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Why did CIECA develop the BMS?



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The BMS

An entire Set or Collection of Single-Function Business Messages

The BMS allows companies to transmit only the data required for the application or business function without transmitting “un-needed data.”

This protects the confidentiality of your data and your customer’s data.



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What's in the BMS?

- Currently, the BMS is 146 data exchange formats to support 146 Business Functions
- In contrast:
 - EMS is 1 data exchange format to support 6 Business Functions (by design) and 8+ Business Functions (by use)



What is the BMS?
















A **Suite** of 146 Business Messages that support the business functions within the Collision Industry

BMS = Business Message Suite



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Business Message Suite

Dispositions 	Parts & Materials Procurement 	Repair Orders 	Vehicle Repair Status 
Invoices, Statements, Remittances 	Assignments 	Estimates 	Car Rental Authorization 
Car Rental Locations 	CSI Surveys 	Attachments 	Total Loss Valuations 
Vehicle Titling 	Claims Folders 	Subrogation Status 	Scheduling

EMS



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Business Message Suite

- Provides another very important business function
- Responses to messages
- The initial business message (request) says “Please do this”
- The paired message (response) says:
 - “Yes, I did that (and here is the information)” or
 - “No, I did not do it and this is the reason why.”



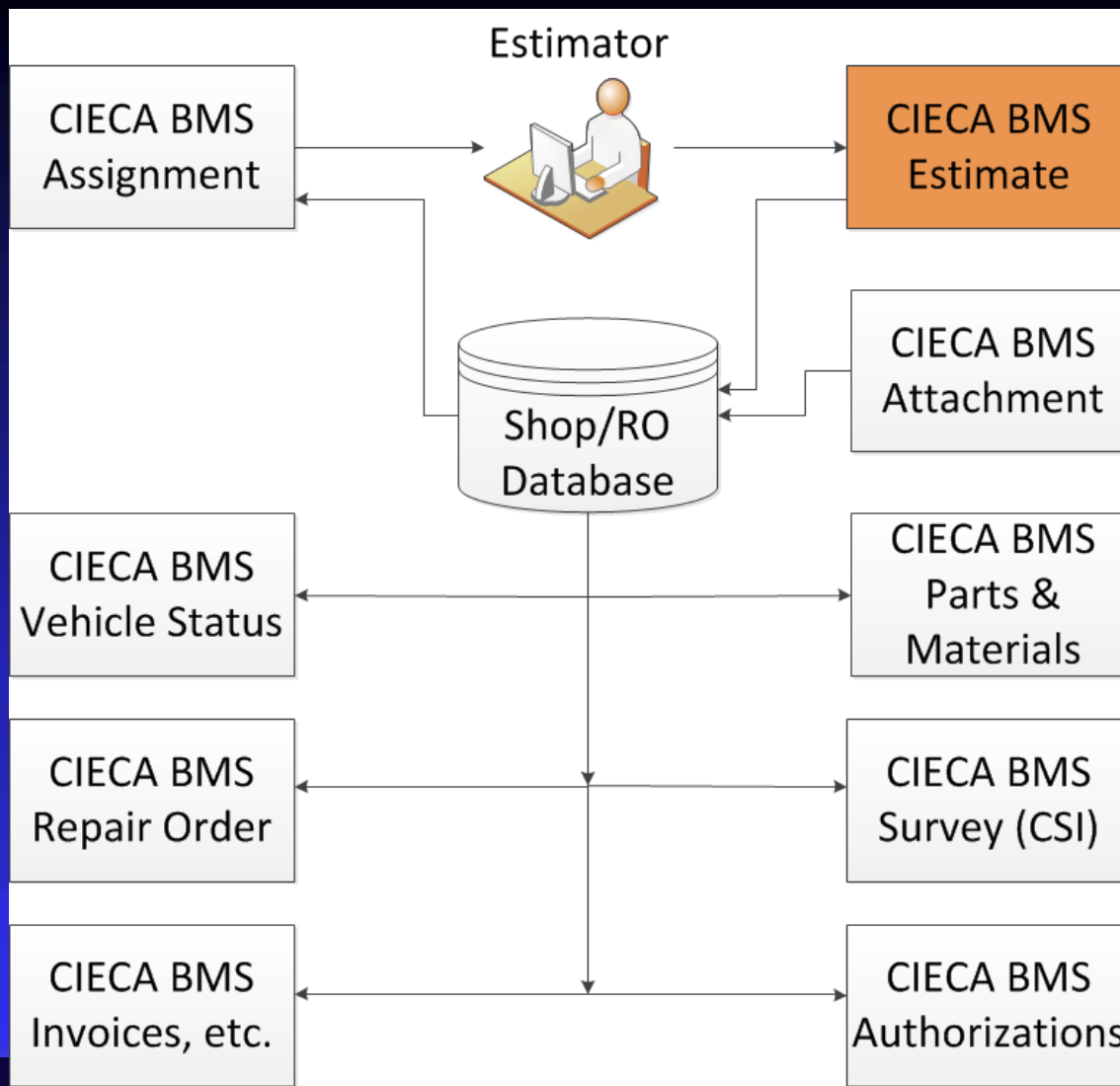
Collision Repairer (potential)

- Assignments
- Estimates
- Attachments
- Parts & Materials Procurement
 - RFQs, Quotes, PO, Return Authorizations, Shipping Notices, Cancellations, etc.
- Repair Orders
- Vehicle Repair Status
- Authorizations
- Invoices, Statements, & Remittances
- Survey (CSI)



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Repairer
View
(potential)



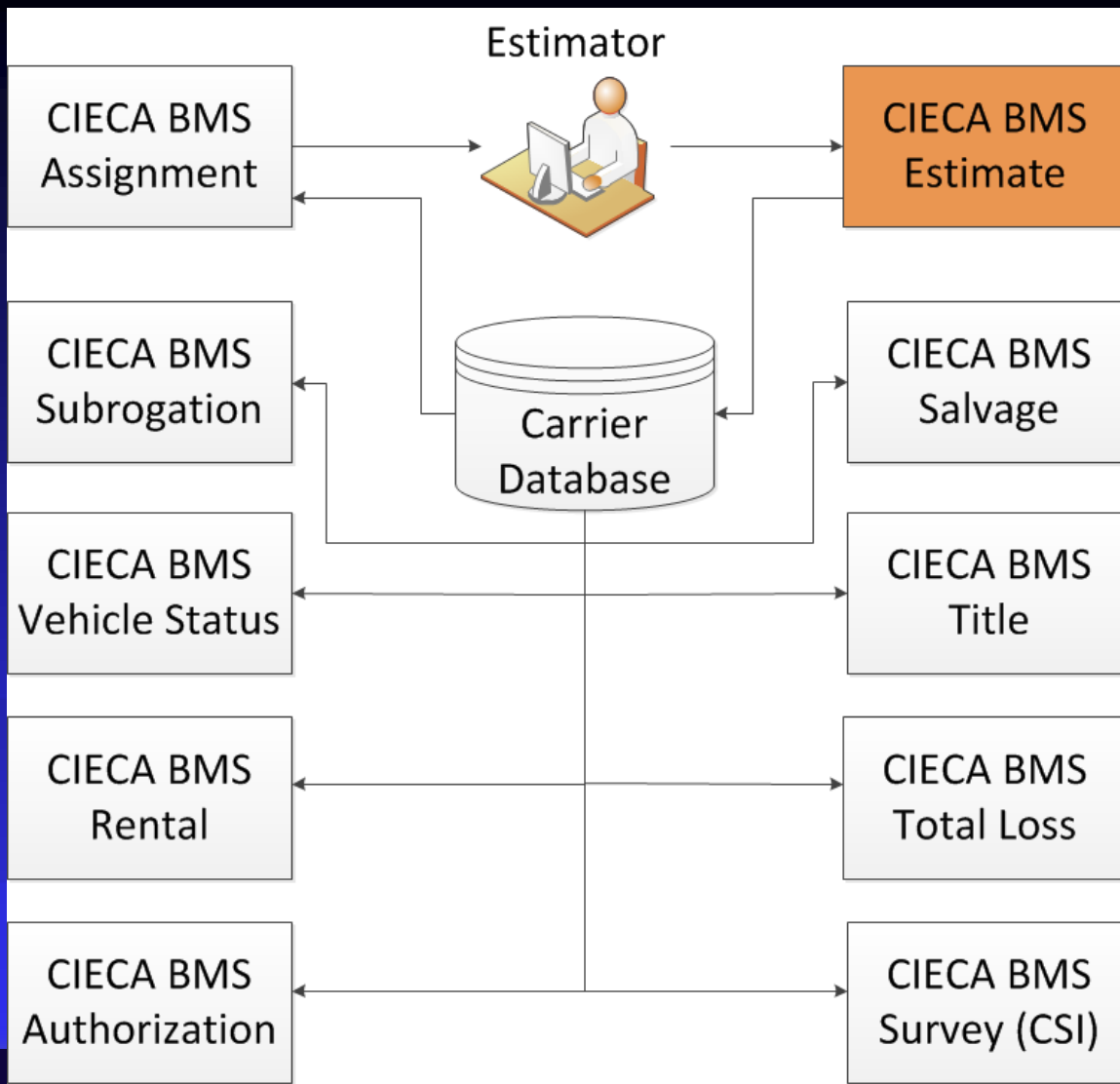
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Insurer

- Assignments
- Estimates
- Dispositions
- Attachments
- Vehicle Repair Status
- Authorizations
- Invoices, Statements, & Remittances
- Locations
- Subrogation
- Survey (CSI)
- Title
- Total Loss



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Insurer
View



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Parts & Materials Provider

- Attachments
- Parts & Materials Procurement
 - RFQs, Quotes, PO, Return Authorizations, Shipping Notices, Cancellations, etc.
- Invoices, Statements, & Remittances



Car Rental Company

- Assignments
- Attachments
- Vehicle Repair Status
- Authorizations
- Invoices, Statements, & Remittances
- Locations
- Survey (CSI)



Who's Using the BMS???

- Parts & Materials Providers;
 - Car Rental Companies;
 - Subrogation Providers;
 - Insurance Companies;
 - Salvage Providers;
 - Glass Replacement/Repair Companies; and,
 - Information Providers.
-
- Which Segment is Missing???
 - Repairers



What's Next ???

How soon ???



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Worldwide Devices Shipments by Segment (Thousands of Units)

Source: Gartner (April 2013)

Device Type	2012	2013	2014	2017
PC (Desk-Based and Notebook)	341,263	315,229	302,315	271,612
Ultramobile	9,822	23,592	38,687	96,350
Tablet	116,113	197,202	265,731	467,951
Mobile Phone	1,746,176	1,875,774	1,949,722	2,128,871
Total	2,213,373	2,411,796	2,556,455	2,964,783

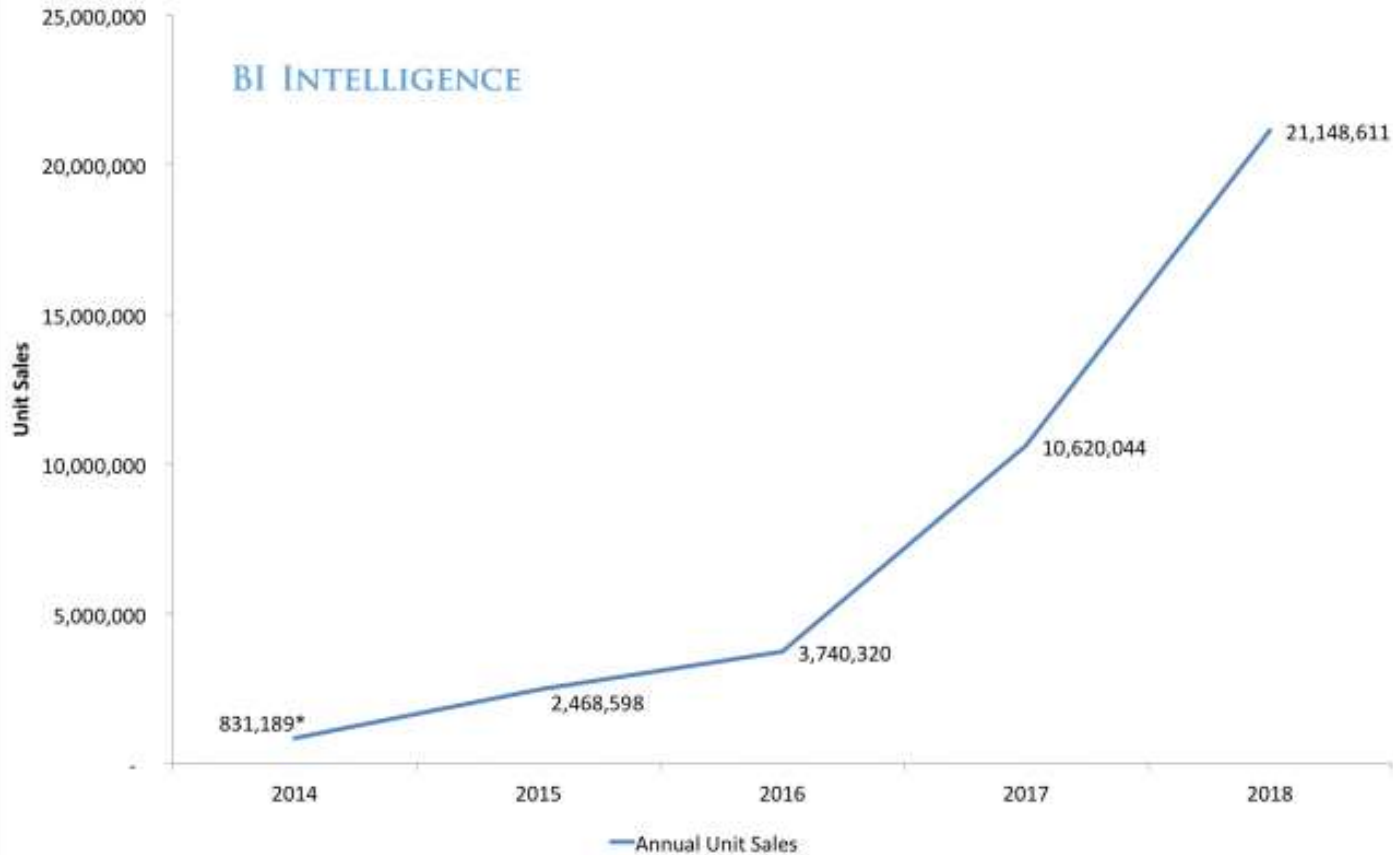


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Google Glass



Google Glass Annual Unit Sales



Source: BI Estimates, *2014 Data starts in Q2



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What's Next @ CIECA???

BMS^{mc} (Mobile & Cloud)



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What is BMS^{mc} (Mobile & Cloud)

- Same Business Message data content
- Implemented for Mobile and Cloud computing
- Smaller in size but not in data content



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What's Next???

BMS^{mc} (Mobile & Cloud)

- This project has already been initiated
- Selected a transaction/message
- Develop & Pilot
- Review results & refine
- Select & Prioritize existing BMS messages/transactions
- Add BMS^{mc} to the Release Package



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Take-Aways

- CIECA and its members have developed a comprehensive SUITE of business messages to help the Collision Industry be more efficient
- These messages cover a wide range of business functions (146). There is something for every industry segment.
- CIECA is moving forward with Mobile & Cloud Computing
- When you Purchase, Build, or Lease your applications, insist that they contain the CIECA BMS.



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Questions ???



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