

ADAS/Safety Systems Impact on the Estimating Process

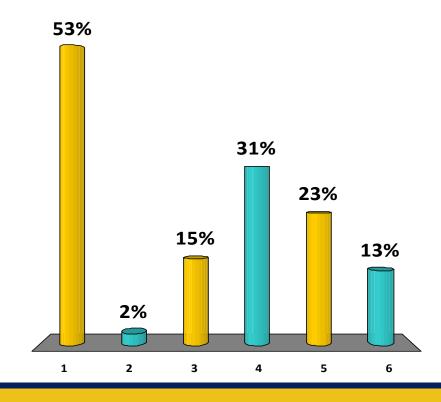
SPECIAL PRESENTATION BY:

ROGER CADA

ACCOUNTABLE ESTIMATING

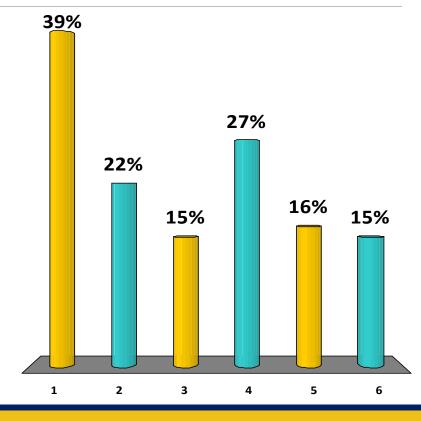
How often does your business perform a pre-scan when writing the original estimate? Select all that apply

- 1. Every time
- 2. Only if time permits
- 3. It depends on who's paying the bill
- It depends on the year of the vehicle
- 5. It depends on the type of damage
- 6. Never



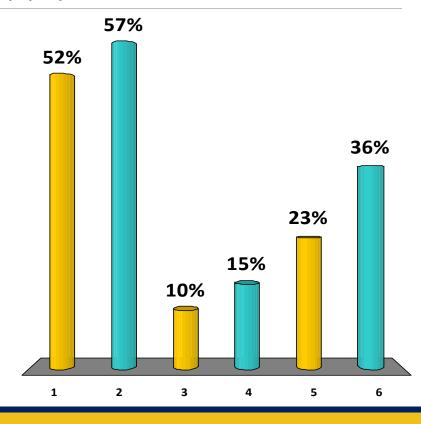
Do your estimators reference <u>ALL</u> OEM repair procedures, including DTC repair procedures, when writing the original estimate? Select all that apply

- 1. Every time
- 2. Only if time permits
- 3. It depends on who's paying the bill
- It depends on the year of the vehicle
- I use a third party to find all repair procedures
- 6. Never



What challenges do you face when trying to use OEM repair strategies? (select all that apply)

- 1. Difficult to navigate the site
- 2. Very time consuming
- I don't know what to look for
- I don't know what procedures are available
- 5. Too expensive
- I don't get paid for looking these up



Legal Climate

- Liable for your repairs for the life of the vehicle
- Maintain records for at least 19.2 years
- Need bullet proof documentation



Vehicle Owner Discussions

- Signed release to access and share the vehicle data (Each state may have different laws regarding this so check with your attorney)
- Test drive route
- Fuel usage and mileage differences
- If identified, any unrelated structural or safety related damage



Using a Third Party to Service the System

The liability remains with the repairer who selected the provider How do you capture the necessary documentation proving the repair was done correctly?





Record Keeping

- Signed releases
- Images that clearly show all damage, repair procedures and quality control
- All OE repair information used in the repairs
- Identified DTC's
- Screen captures of successful resets or recalibrations
- Images showing the placements of the targets
- Pre & Post Structural measurements
- Vehicle Owner discussions of any non-related safety issues identified



Documenting the Necessary Diagnostics





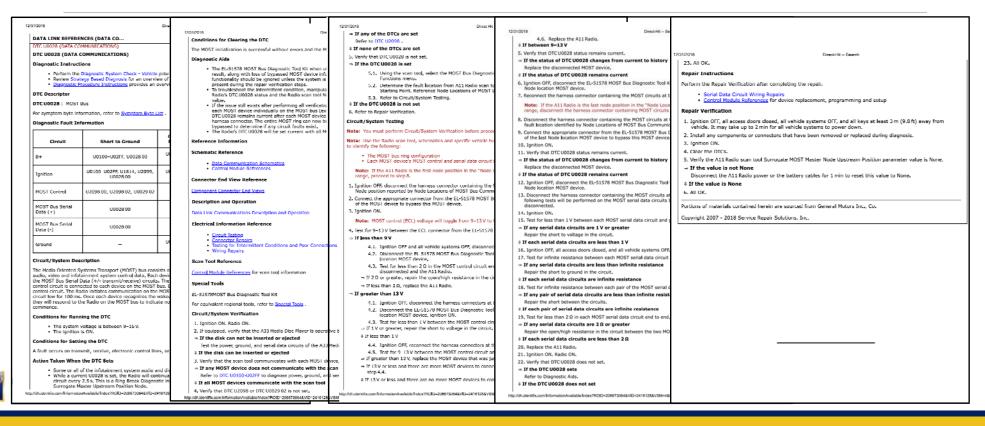






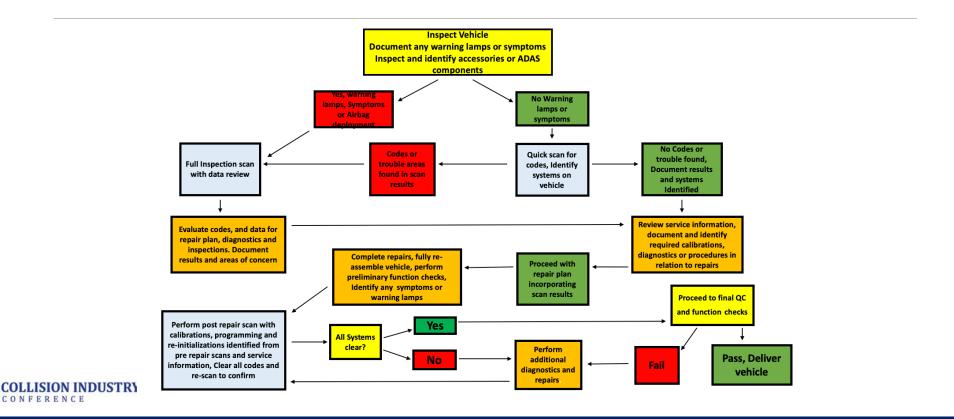


Documenting the Necessary Diagnostics





Documenting the Necessary Diagnostics



Your estimates are being assessed by bill payers to justify payment and by the OEM's and bill payers to establish your scores. Should an Estimate Committee be formed to address estimating issues?

- 1. Yes **90%**
- 2. No **10**%