

# Introduction of ANTEROS at Continental IAM Stefan Blum

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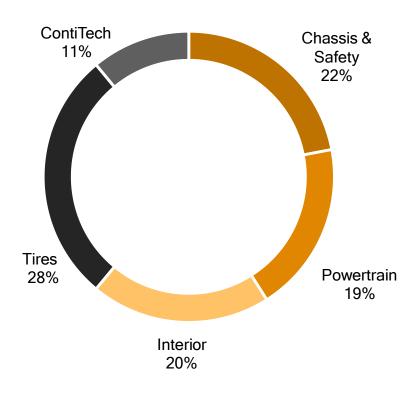
## **Continental Corporation**

#### Overview 2014



- Headquarters in Hannover since 1871
- >34,5 B € revenue
- > 189.168 employees worldwide
- >317 locations in 50 countries

#### Sales shares by divisions in %



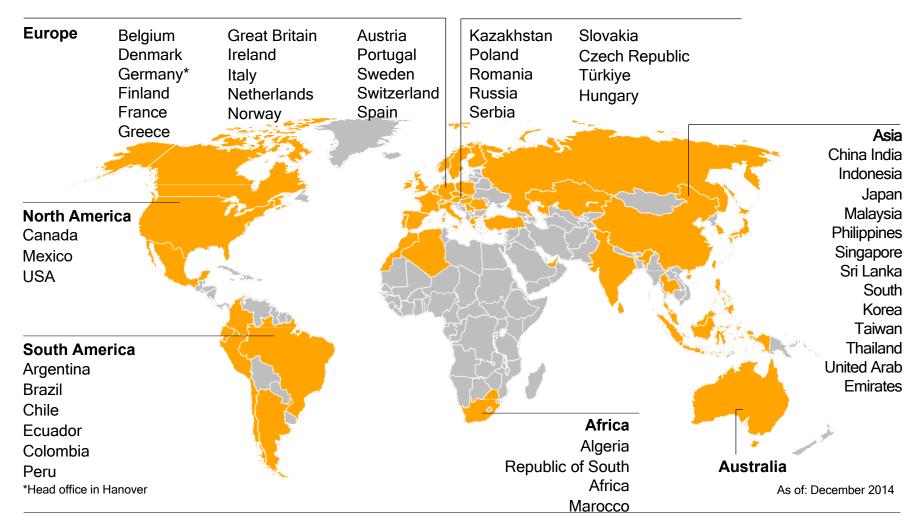
As of: 31.12.2014



# **Continental Corporation**

#### 317 locations in 50 countries







# **Continental Corporation**

#### Five Powerful Divisions and Their Business Units



Chassis & Safety	Powertrain	Interior	Tires	ContiTech
Vehicle Dynamics	Engine Systems	Instrumentation & Driver HMI	Passenger Car Tires Original Equipment	Air Spring Systems
Hydraulic Brake Systems	Transmission	Infotainment & Connectivity	Passenger Tires Replacement	Benecke-Kaliko Group
Passive Safety & Sensorics	Hybrid Electric Vehicle	Intelligent Transportation Systems	Business, EMEA Passenger Tires	Compounding Technology
Advanced Driver Assistance Systems (ADAS)	Sensors & Actuators	Body & Security	Replacement Business, The Americas	Conveyor Belt Group
	Fuel & Exhaust Management	Commercial Vehicles & Aftermarket	Passenger Tires Replacement	Elastomer Coatings
			Business, APAC  Commercial Vehicle Tires	Fluid Technology
			Two-Wheel Tires	Power Transmission Group
				Vibration Control



#### **Division Interior**

#### 5 Business Units und their Product Portfolios





# Instrumentation & Driver HMI

- Combi instruments
- Display solutions
- Head-up-displays
- Control panels
- Central input devices
- Interior camera
- Cockpit modules



# Infotainment & Connectivity

- Radios
- Multimedia systems
- Connectivity- & Telematics Solutions
- Software & Solutions



#### Intelligent Transportation Systems

- Fleet Management Solutions & Services
- Emergency management
- Maintainence management
- Advanced public transport systems
- Advanced travel information systems
- Advanced traffic management systems
- Safety and security
- Intelligent payment systems



#### **Body & Security**

- Central body control units
- Access control systems
- Door control units
- Seating comfort systems
- Comfort locking systems
- Tire information systems
- Gateways
- Energy management
- Exterior lighting control units
- Intelligent antenna modules



#### Commercial Vehicles & Aftermarket

- Tachographs, telematics and services
- Visual and haptic HMI
- Powertrain control
- Chassis, body and transmission control electronics
- Spare parts, wear parts, tools, services and multi-brand vehicle diagnostics for the independent aftermarket and OE diagnostics & services.
- Original Equipment Services



#### **Business Unit Commercial Vehicles & Aftermarket**

# 4 Segments





# Tachographs, Telematics & Services

- Digital tachographs
- Analog tachographs
- Accessories and service for workshops
- Fleet management
- Telematics products



#### Vehicle Electronics\*

- Combi instruments, original equipment & solutions
- Displays
- Driver workstation
- > Bodybuilder Modules
- Generic vehicle
   Control units
- Off & On highway Transmission ECU
- Chassis control units
- Platform multiplex solutions



#### Independent Aftermarket

- ATE brake wear parts
- VDO spare parts (fuel systems, actuators for central locking systems, engine actuators, blower and fan systems, windshield and headlight cleaning systems, sensors, tire pressure control systems)
- Multi-brand diagnostic systems
- OE diagnosis & services
- Diesel repair service
- Brake service equipment and tools



# Original Equipment Services

- All original parts of the Automotive Group
- Service & spare parts offers for original equipment manufacturers (commercial vehicles & passenger cars)



<sup>\*</sup> Ausgewählte Produkte der verschiedenen Kategorien,

# **Segment Independent Aftermarket**

# **Product Range**



































Window and

















# **Segment Independent Aftermarket**

#### Additional Services for our Partners



ATE Brake Center











**Technical** 

**Hotline** 



SGL Warehouse management





**Catalogs** 

TecDoc/ TecCom



MarCom Trade Fairs PR



Internet





## **Segment Independent Aftermarket**

# High Quality Product Information for our Customers







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#### **Product Data in TecDoc Format**



#### **Vehicle Master Data**

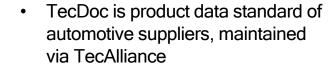
- Manufacturer (Audi, BMW,...)
- Models (Audi A6, BMW i3,...)
- Vehicles



- Product groups, subgroups,... (tires brakes,...)
- Generic articles with basic data
- Vehicle link (e.g. tire x for vehicle y)
- Linking criteria (e.g. only for left-hand traffic)

#### **Product Data**

- Product master data (Art.nr,....)
- Criteria (e.g. diameter, length,...)
- Assignment to generic article (via TecDoc then link to vehicles, product groups....)
- Link criteria



- Vehicle master data updated with new vehicle models from TecAlliance
- New product master data and links in coordination with the companies
- TecAlliance maintains master data in many languages



Much easier data maintenance for each individual automotive supplier



Dealers receive standardized data from many suppliers, build dealer portals,...



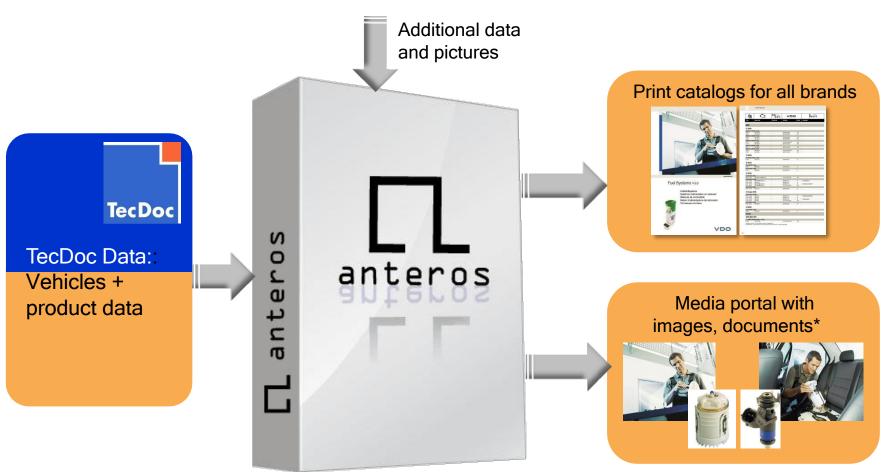
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TecDoc



# **Print Catalogs Automated from TecDoc Data**







#### Areas of Potential for Continental IAM





- ✓ Improved presentation and consolidation of the products in the product catalogs.
- ✓ **Faster response times** when creating new catalogs thanks to the ability to independently create a new catalog based on an existing layout for new product groups, for example.
- ✓ Better market coverage or development of new markets through the simple addition of further languages already supported by TecDoc.
- ✓ **Increasing customer satisfaction** by offering additional services such as customerspecific catalogs on-demand (customer creates their own catalog online).



# **Project Procedure**



Prototype:
Print catalog
with VDO data in
ANTEROS
standard layout

Conception:
What should be configured/ customized

Customization of ANTEROS(in subprojects) Input of data, images, Mapping

Results: VDO catalogs,...





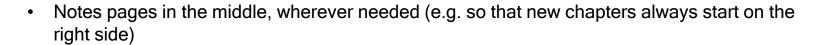


# **Print catalog: What is automated?**

#### Everything!



- Cover front and back
- Table of contents
- Introduction (company presentation)
- Vehicle applications
- Language dependent pages
  - Overview of generic articles
  - Pictograms and abbreviations
- Article overview (Buyers Guide)
- Cross-list (VDO -> OE)
- Cross-list (OE -> VDO)







#### **Front Cover**

#### Template + dynamic content



 Title page different for each print version, configurable by ourselves in ANTEROS; texts go into ANTEROS dictionary

Spine thickness is calculated dynamically (paper thickness





#### **Back Cover**

# Template + dynamic content





- Catalog article number
   Can be entered in the print generation mask
- Logo and QR code
   Can be entered in the publication ( differs depending on brand/country)

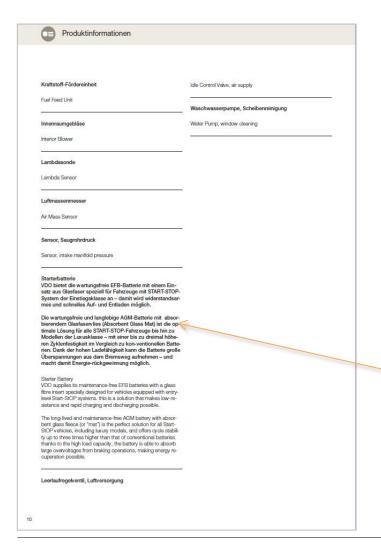




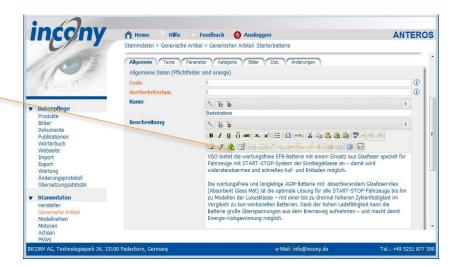
#### **Introduction Section: General Product Information**

#### Dynamic content





- The product groups selected for a specific catalog are explained and described in general terms in an introductory section
- These descriptions are not TecDoc data, they are kept in the ANTEROS system, including their translations within the "dictionary".





#### The Main Section: Vehicle Usage

#### Fully automated pages, individual summarization rules





- Clear presentation enables fast and reliable identification of parts
- High data compression -> space savings

VDO - Catalogs:

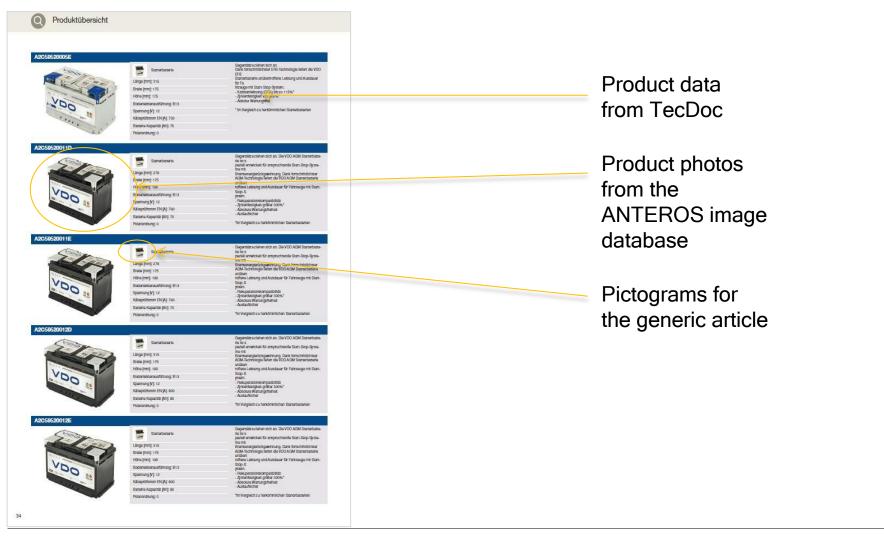
- Manufacturer
- Model
- Product group
- Motorization



# **Chapter: Article overview (Buyers Guide)**

# TecDoc data, images, pictograms







## **Pictograms and Abbreviations**



TecDoc criteria is often longer texts, e.g. "for vehicles with air conditioning". Print catalogs work with abbreviations and pictograms.

- Abbreviations save space (+AC instead of "for vehicles with air conditioning").
- Pictograms save space and are language-neutral

ANTEROS only uses the relevant abbreviations and pictograms to generate a catalog. These are explained or translated on an explanation page.

Symbole und Abkürzungen

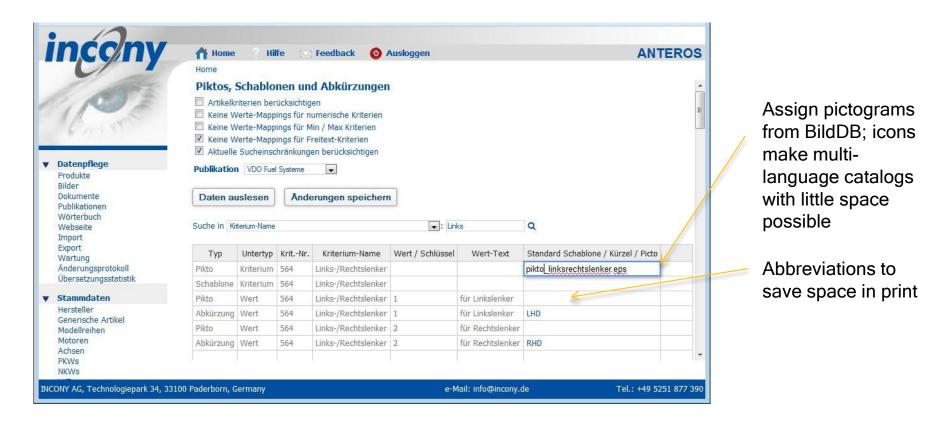




# **Pictograms and Abbreviations**



All abbreviations and pictograms are maintained in one place within the ANTEROS database.





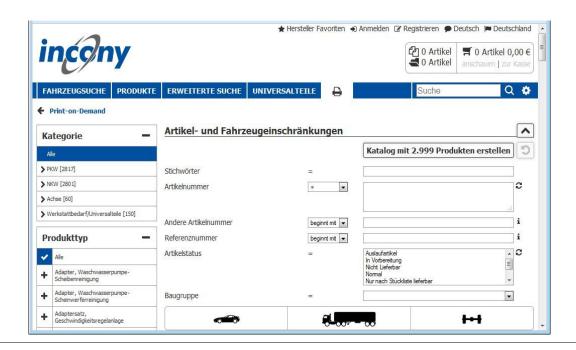
#### **Print Generation**

#### Complex & simplified web application



The print output via the ANTEROS solution offers a lot of setting and filtering options (expert system).

In addition, we are therefore creating a simplified interface that is easier to use and offers fewer setting options.





#### **Extract Catalogs at the Push of a Button**

# Automated catalog system for Continental IAM



Various catalogs can be generated: not only complete catalogs for one brand, but any number of excerpt catalogs for all IAM brands

News catalogs for newsletters in catalog layout with little effort

Target group catalogs, e.g. for classic cars, LCVs,...

Catalogs for ATE, VDO, Barum, Galfer





#### **Outlook**





Generate any excerpt catalogs with ANTEROS via search queries, e.g. novelty catalog, vintage car catalog, VDO electronics catalog for market Europe and languages DE, EN, FR, ES, ..



Web interface for easy production of product catalogs, allowing our employees worldwide to generate any excerpt catalogs even more easily



Implementation for further brands within Continental Aftermarket GmbH:

ATE, BARUM, Galfer



#### **Summary**



- ANTEROS can generate TecDoc catalogs fully automatically; until now, time-consuming reworking in typesetting files was required.
- All contents can be generated automatically, incl. cover, spine, pictogram overview, product pages, vehicle applications
- Flexible content layout preconfigured to our wishes in summarization rules
- Dynamic cover design; we can fine-tune layout via online masks, e.g. images and texts for cover, back and spine for each catalog.
- Paper is saved thanks to optimal presentation & data compression, further space optimization via abbreviations and pictograms
- > Efficient data maintenance in terms of images, pictograms, abbreviations, etc., as data is not transported via import but is stored within the DB.
- Significant time savings when creating a print catalog
- Financial savings (agency work, paper costs)



# The End

