

Expert talk part 1:

Jürgen Mehlis, EVP Data Manager Products and Camiel Cobben, Product Owner

The automotive aftermarket is a highly competitive and fast-moving market. To be successful here, parts manufacturers need to be first to market and ensure that the most upto-date and accurate information on their products is available at all times. TecAlliance, one of the world's leading data specialists for the digital automotive aftermarket, is revolutionizing product data management with Instant Data Processing (IDP). The new interface enables TecDoc data to be updated in real time. This increases flexibility and shortens the time-to-market for data suppliers and recipients.

Jürgen Mehlis and Camiel Cobben met to talk about this revolutionary development. Jürgen Mehlis: "25 years ago, a great idea was born: TecDoc. TecDoc's mission was to bring paper catalogue data into an electronic catalogue. So we started as TecAlliance with a CD that was updated quarterly. After a few years, people saw the advantages TecDoc gave them and wanted to distribute their data through TecDoc as well. The number of brands grew and grew. So the number of CDs also gradually grew to three CDs, five CDs, ten CDs. That's why we switched to a DVD, but it was still updated quarterly.

25 YEARS OF TECDOC: FROM CD TO REAL-TIME DATA

The market demanded more data, more updates. We changed the update period to monthly updates. Then two years ago we changed to a weekly update. But it is still incomprehensible for some market participants - especially for the Asian market - that we only update once a week. They are looking for real-time data because they are used to it. In their daily lives, they use the internet in real time. Everything there is updated in real time. So we thought about what we can do as TecAlliance to improve the way data is delivered? The answer is Instant Data Processing (IDP)! What is IDP and what does it stand for?"

Camiel Cobben: "IDP is an acronym and stands for 'instant data processing'. It will change the market, Jürgen. Clients will be able to deliver and receive data in real time."



Jürgen Mehlis: "How does it work for a data supplier, for a parts manufacturer?"

Camiel Cobben: "IDP is an API, an interface. This API allows parts manufacturers to connect directly to our TecDoc data centre. From there, they can validate and distribute their data immediately and in real time. Basically, they either have to use one of our data management solutions - DMM or CCU; or if they use a third-party solution, they can get access to the API and from there deliver the data directly to us."

Jürgen Mehlis: "So IDP is embedded in our data management solutions DMM and CCU and can also be obtained as a stand-alone solution?"

IDP ENABLES DIRECT DATA DELIVERY ALSO VIA THIRD-PARTY PROVIDERS

Camiel Cobben: "Yes, that's right. This is a huge advantage, because if the data suppliers currently use a third-party system, they have a time-consuming process of exporting and importing data into the DMM at all times. This is very labour-intensive. But from now on, through IDP, they are able to do this instantly, so without any intervention from our DMM tool."

Jürgen Mehlis: "What are the requirements that a customer has to fulfil in order to use IDP?"

Camiel Cobben: "He must either use one of our data management tools (DMM or CCU) or he must purchase IDP as a stand-alone solution. Then a short kick-off project is initiated together with the customer and from then on they are connected to our data centre."

Jürgen Mehlis: "In summary: I use DMM or CCU, one of our PIM solutions, and I do my product management updates, my application updates, press the 'Save' button and the data is immediately sent to TecDoc. For customers who use their own developed solution, we have a solution that can be embedded in their system. The data is also sent immediately and directly to the TecDoc platform?"

Camiel Cobben: "Exactly".

Jürgen Mehlis: "As a data supplier, do I always have to transfer all the data, i.e. the entire data set, or only the changes?

WITH IDP, ONLY THE CHANGES OR DELTAS IN THE DATA RECORDS NEED TO BE TRANSMITTED.

Camiel Cobben: "Data suppliers can only send the changes if they want to. Of course, this is also a big difference to the current situation. So from now on they can only send the deltas. These can either be new parts that they want to publish or also data corrections that they have made in a certain period of time."

Jürgen Mehlis: "That is a huge difference compared to today's distribution of data. Today, data suppliers send giga-bytes of data to the TecDoc world. With IDP they only send the net changes, is that right?"

Camiel Cobben: "Yes, and they are also able to validate them directly. In the current process, they always have to export the complete data into TAF files in TecDoc format and then validate everything. Then they get a report back. But now with IDP they can, if they want, publish and validate only your part of their data to see if it complies with the TecDoc data convention."

Jürgen Mehlis: "Instead of validating all my data, over and over again, I just update one line of data, just one article line or application line?"

Camiel Cobben: "Exactly!"

Jürgen Mehlis: "How does data delivery through IDP differ from the situation we still have today?"

WITH IDP YOU GAIN A HIGH DEGREE OF FLEXIBILITY AND TIME SAVINGS

Camiel Cobben: "In the current situation, if you look at the process of the product management department on the customer side, it's kind of a cycle. Every tenth of the month, the data has to be sent to us, to TecDoc. But from now on, thanks to IDP, they can do it every day and at any time they want. And basically, they don't have to send the whole packages anymore. They



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Product Owner IDP

can just send the partial parcels if they want to. It's super fast and flexible.

We know that a large part of our customers use our DMM tool, for example, only for validating and distributing the data, their data packets. So this is a group of customers who have used a third-party system. They always have to rely on the DMM in this case, but from now on they can skip this part of the process and send data immediately. This saves a lot of time and resources, of course."

Jürgen Mehlis: "Let's focus on the group of customers who do not use DMM and CCU in their daily business. This group can embed IDP as an interface in their infrastructure. How does that work? How do we support our customers in this?"



Camiel Cobben: "We have all the expertise in-house to do that. We expect that it will take about a couple of working days until this group of customers is connected to our IDP system and can work with it. And then these customers will also be directly connected to our data centre. We have all the documentation available that explains how things will work. So we take care of the embedding and the implementation."

Read in part two: How Instant Data Processing (IDP) will change communication in the international automotive aftermarket.

With the evolution through IDP, you benefit from real-time data management. With IDP you gain the option to update and edit your catalogue data at any time. You are directly connected to our data centre and can therefore add new content and edit your

data immediately and without delay. The new infrastructure allows you to submit and extract single updates instead of always being bound to whole data sets. You can work with a third-party product management system without being involved in time-consuming import and export processes. You get direct feedback on the data submitted.



Why TecAlliance®?

We are your partner for everything related to aftermarket data. We are the trusted digitalisation partner for the international automotive aftermarket with more than 25 years of experience. We offer data & solutions for the entire value chain. With more than 900 employees worldwide, we are confident that we can also support you in digitising your business.



