

Overview



March 29, 2017
By: Glen W. Eaton



Background

- Founded 1996
 - Ann Arbor, MI
 - Engineering oriented organization
 - Globally Recognized Experts in vehicle communications (SAE J2534 / TMC RP1210)
 - Provide OE and Aftermarket with SAE J2534 tools and solutions
 - Emphasis on Support



Ann Arbor, MI

- Expansion 2015



**OPUS
INSPECTION**

- Acquisition by OPUS Inspection
 - Operations in 22 US states and several countries.
 - 7 centralized inspection programs in US
 - Manages more decentralized inspection stations than any of our competitors, including NY and VA.
 - Programs and Solutions:
 - ❑ Safety Inspection Programs
 - ❑ Emissions Inspection Programs
 - ❑ Inspection T&E
 - Over 20,000 test systems in 18 US and 11 International markets



Product Offering

DIY

Automotive: Programming/Diagnostics



Heavy Duty: Programming/Diagnostics



Emissions: BAR OIS / Readiness



Engineering: Analysis / Custom



DIFM



Notable Notes

SAE J2534

Mike Drew from Drew Technologies helped develop the SAE J2534 standard. A standard which has become the key interface for dealership diagnostics globally.

Drew Tech continues to participate in standards development with SAE and TMC for passenger car and heavy truck. Active standards members include:

- Brian Herron, President
- Mark Wine, Vice President Engineering
- Gus Nassar, Senior Engineer
- Glen Eaton, Product Manager
- Ken Degrant, Product Manager

Notable Notes

OE Tool Acceptance



- General Motors: Drew Technologies has developed and maintained long working relationship of over 20 years within the GM organization. So much so, that Drew worked with GM to validate their diagnostic system for Right to Repair (R2R) and many GM dealerships and wholesale dealers use MongoosePro GM2 and RAP.



- Toyota: Beginning in 2009, Drew Tech worked with Toyota to test the original Techstream with J2534. It lead to the first Techstream lite J2534 device that was used in a major recall campaign. Since that time, Drew Tech products have been adopted by Toyota globally as the essential tool for diagnostics and reprogramming. Over 20,000 toyota Tools have been deployed.



- Jaguar/Land Rover: Drew Tech was validated and approved as a supplier for OE diagnostic tools to Jaguar and Land Rover dealers worldwide, with over 4,000 tools deployed.



- Honda: The DrewTech's MongoosePro was launched to Honda dealers as an essential tool in 2015 and continues to remain in use.



- Nissan: Drew Technologies developed a Mongoose for Nissan Japan. It was deployed as an essential tool for dealership diagnostics.

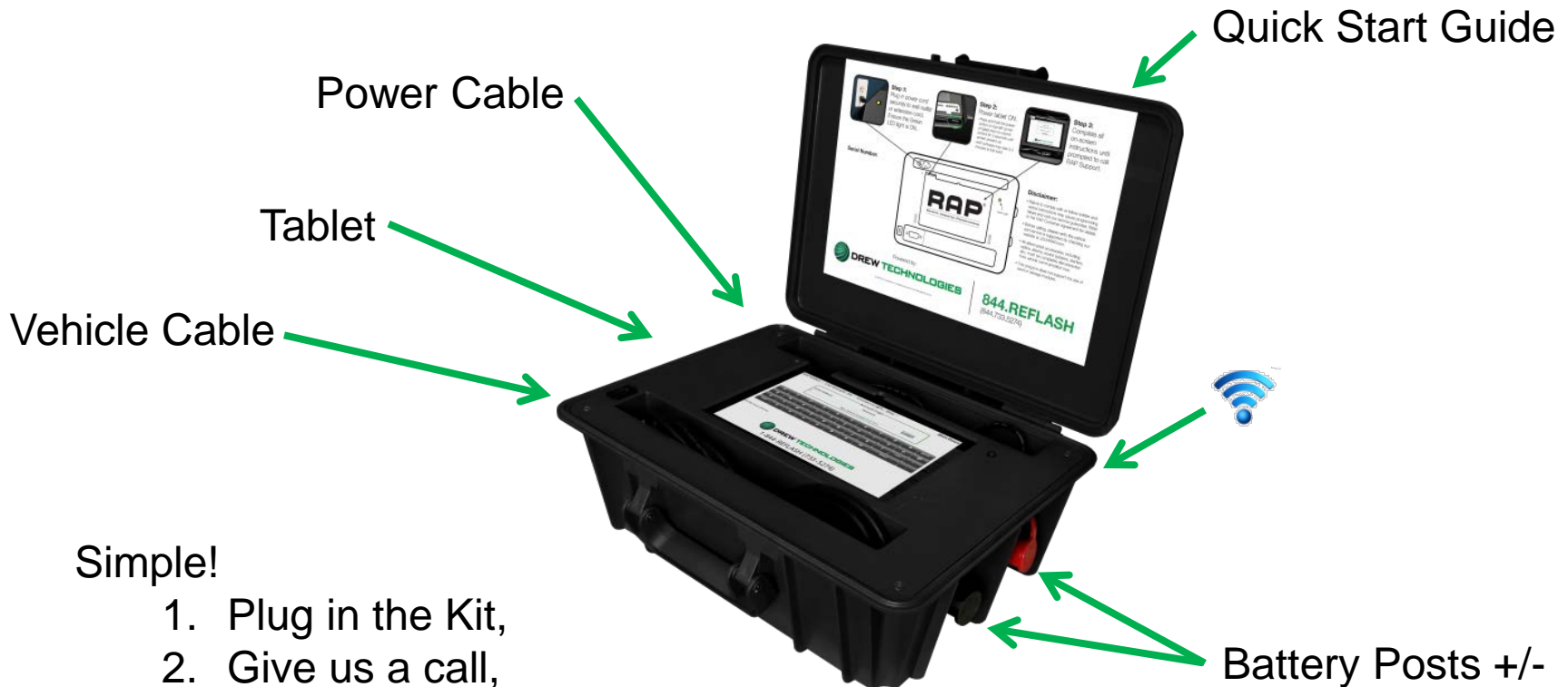
Remote Assist Program(RAP)

RAP Kit

- Self-contained. No loose parts!
- Contents:
 - SAE J2534 Compliant Device
 - Touch screen, Windows Tablet
 - Walk-thru Software
 - OEM Subscriptions Included
 - Battery Maintainer
 - WiFi required (Canada)
 - Power cable
 - Vehicle cable
- Pay-per-Use
- ASE-certified Technician Support
- (Several Patents Pending)



RAP Kit



Simple!

1. Plug in the Kit,
2. Give us a call,
3. We do the rest!

Product Growth



Launch: 09/01/16

Partners:

- General Motors
- Transtar Industries

Award: 2016 Motor Top 20



Over 1,000 Cars Flashed!

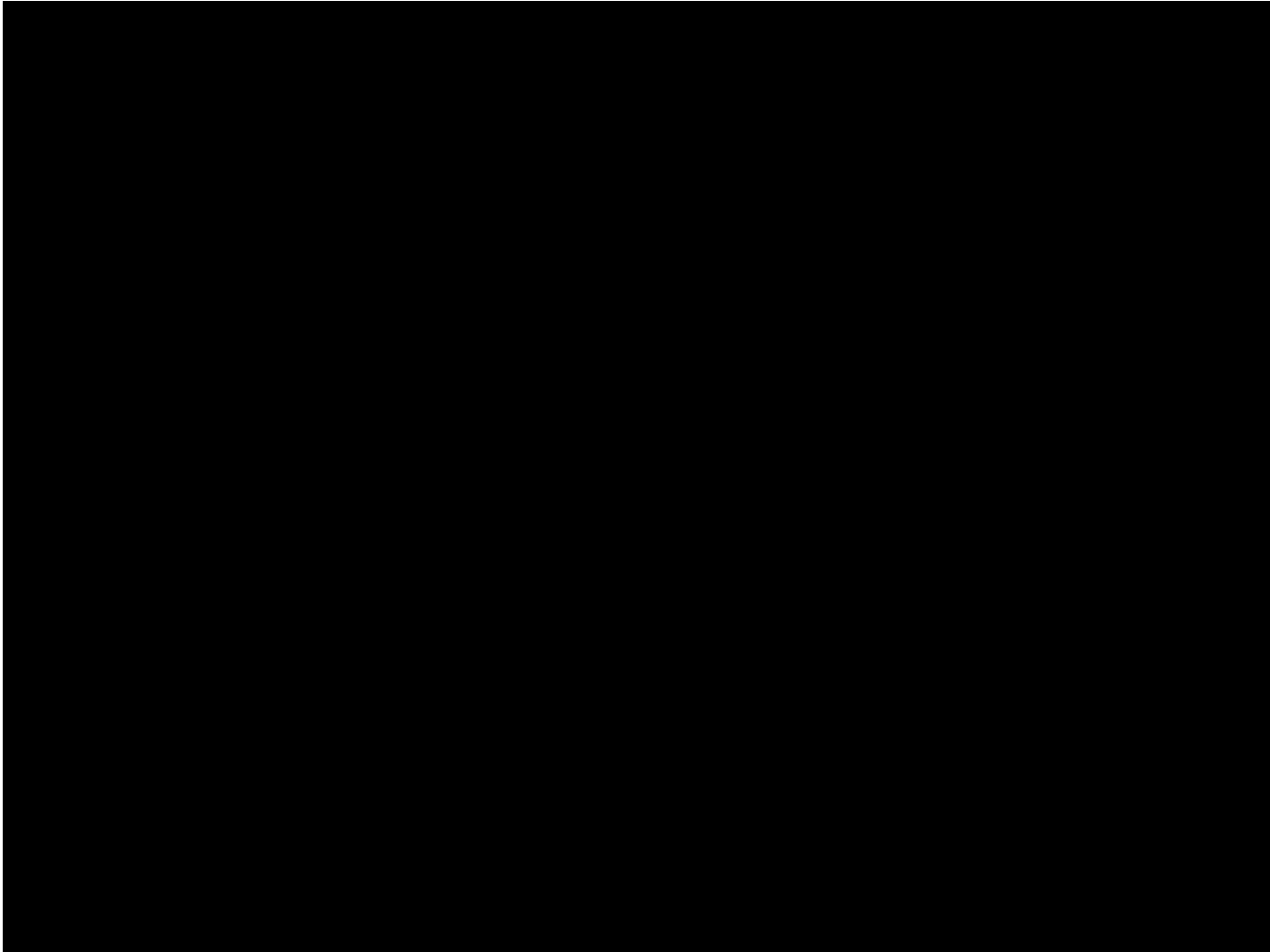
Pilot Testing Began: January 2017

Launch: Q3 2017

Award: 2017 SEMA New Products



Product Video (click)



Features & Benefits

General:

- Supported*: Chrysler, GM, Ford, Honda, Nissan, Toyota (* Flash)
- Solid foundation: Drew Technologies SAE J2534 Pass-thru Device. The most tested, validated and used SAE J2534 Pass-thru devices on the planet.
- OEM Software: No need to purchase, install or learn how to use.
- Windows Tablet: No need to wonder which PC is the correct one.
- Internet: Verizon 4G Wireless Cellular Modem (USA only) & WiFi enabled (Int'l only)
- Battery Maintainer: 30 amp to ensure stable battery voltage during programming and/or scan.
- SAE J1962 (OBDII cable)
- DrewTech ASE-Certified Technicians
- Reusable: Once RAP session is complete, pack it up and have it ready for the next time!
- **GUARANTEED**: If there is a flash failure, we pay to have it resolved, which may involve replacing parts or towing the car to a dealership.


RAP Crash:

- OE Pre & Post Vehicle Scan Detail
- Reports on Demand
- DTC Code Clearing
- Pay Per Scan


RAP Flash:

- ECU (ECM & BCM) programming
- Airbag, SRS, key programming, configuration, set-up and security functions.


Simple Instructions



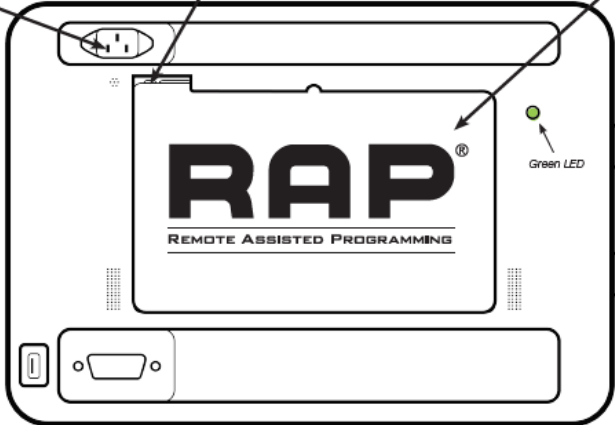
Step 1:
Plug-in power cord securely to wall outlet or extension cord. Ensure the Green LED light is ON.



Step 2:
Power tablet ON.
- Press and hold the power button on top-left corner of tablet (next to volume button) for 5 seconds until screen powers up.
- RAP software may take 3-5 minutes to fully load.



Step 3:
Complete all on-screen instructions until prompted to call RAP Support.




Serial Number: [Location on top edge of tablet]

Green LED: [Location on right edge of tablet]

Disclaimer:

- Failure to comply with or follow written and verbal instructions may cause programming failure and void our service guarantee. Refer to the RAP Customer Agreement for details.
- Before calling, please verify the vehicle and service is supported by checking our website at J2534RAP.com.
- All aftermarket accessories, including: radios, alarms, sound systems, starters, etc., must be completely disconnected from vehicle communication bus.
- This program does not support the use of used or salvage modules.

Powered by:



© 2017 Drew Technologies, Inc. Patent Pending. SKU#: RAP-LEL-INSIDE-89, 00710

844.REFLASH

(844.733.5274)

RAP Process

General Process:

1. Shop / User fills out and signs RAP Agreement form
 - Billing address, Shipping address, Terms & Conditions, Credit Card, etc.
2. Drew Technologies ships a RAP Kit.
3. Shop Technician, per documented instructions, connects the RAP kit and calls 844-REFLASH.
4. DrewTech ASE-certified Support Tech dials in to the kit and performs the event remotely.
 - Flash (ECU programming)
 - Crash (Vehicle Scan)
 - Scan Report emailed to Shop Technician
5. Upon job completion, the kit is unplugged, turned off and stored for next time.
6. The shop is charged a fee per-job:
 - \$125 each Flash
 - \$TBD each Crash scan

Costs

RAP Kit:

- NO COST!
- Drew Technologies owns the kit.

Per event charges:

- **\$TBD** per scan
- \$125 per flash (replace or reprogram)
- \$125 per module configuration

Per Month fee:

- \$19.95 / month service charge
- This charge is waived if the service is used 2x* in a given month

(* Flash, Scan: TBD)

Key Shop Benefits – Using RAP

Economic benefits:

- Flash & Scan: Enables shops to complete the job and eliminates turning business away.
- Flash & Scan: Improves both profitability and job timing.
 - Profitability: No vehicle towing or waiting, therefore improving job margin & turn-around time.
 - Job Timing: No 3rd party scheduling or waiting.
- Flash: Revenue increase as each module is reprogrammed. RAP cost, plus margin, is passed to the customer.

Diagnostic technician time:

- Flash & Scan: Valuable technicians do not need to be tied up and doing programming or scanning. Keep those technicians working on other profitable repairs. RAP can be done by almost anyone and let DrewTech Tech Support do the work for you.

Requires no training or specialized tools from the customer

- Flash & Scan: Our DrewTech ASE-Certified Technicians and the RAP Kit have all you need to be successful for Pre and Post Vehicle Scans and Programming

Thank you!