

PRESS RELEASE

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JATO DYNAMICS SIGNS NEW AGREEMENT WITH TECALLIANCE FOR THE USE OF THEIR SMR COST FORECAST DATA

JATO Dynamics has today announced a new partnership agreement with TecAlliance for the use of its Service Maintenance and Repair (SMR) Forecast Data to enhance JATO Dynamics' Whole Life Cost Solution.

JATO Whole Life Cost (WLC) uses all of the data that contributes to the overall costs for purchasing and operating a vehicle and combines these data sets into a software application that is easy to operate. This means that the overall costs can, in future, be presented in a manner that is even more flexible and detailed than was possible under the previous Total Cost of Ownership (TCO) procedure.

"TecAlliance's excellent-quality SMR cost forecast data constitutes a key element for WLC and has a lasting effect on our customers' success," explains Giovanni Pioli, Director EMEA for JATO Dynamics. "The common aim of this partnership is to provide the best available information at all times, thus enabling our customers to make the best possible decisions for their companies", Pioli adds.

The data provides vehicle manufacturers, leasing companies, fleet operators and insurance companies with a calculation basis that is reliable and always up-to-date. Vehicle manufacturers use this information for the purpose of competition analysis, and the optimisation of its service and maintenance, cost and pricing.

The common future was finalised in a personal meeting between JATO and TecAlliance, which was held at JATO Dynamics' headquarters in London. "With this step, our decade-long successful cooperation is now geared towards the current needs of the market and we have jointly created a more flexible basis, which will enable us to react to the market requirements in an optimal manner in future," Christian Bergmann, Director of Sales Fleet & Leasing at TecAlliance, explains.



From left to right: Christopher Reed – Interim Head of Product, JATO Dynamics; Evangelos Hadjistavrou – Head of Operations, EMEA, JATO Dynamics; Christian Bergmann – Director of Sales Fleet & Leasing, TecAlliance; Giovanni Pioli – Director, EMEA, JATO Dynamics; Roberto Gaspar – Senior Sales Manager, TecAlliance

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More insights:



About JATO

JATO was founded in 1984 and provides the world's most timely, accurate and up-to-date information on vehicle specifications and pricing, sales and registrations, news and incentives.

The company has representation in over 50 countries, providing unique local market expertise. The JATO client base includes all of the world's volume vehicle manufacturers; giving them the ability to react to short-term market movements, plan for long-term developments and ultimately to meet consumers' needs.

JATO's intelligence has also been adapted for consumer use in motoring web portals where customers can see the advantages and disadvantages of a specified model against any other.

Major leasing companies use JATO's intelligence to drive the vehicle quotation process.

Visit JATO Dynamics at www.jato.com for more information.

About TecAlliance

TecAlliance has been compiling vehicle data, spare parts data and repair and maintenance information worldwide for over 20 years. Parts data is collected for all manufacturers, prepared according to the TecAlliance standard and provided to parts distributors for ordering purposes and to workshops in order to perform competent repair and maintenance to vehicles. Thanks to the high-tech solutions, this varied data can be filtered and given out to suit the needs of diverse participants in the market. As one of the world's leading suppliers, TecAlliance sets market standards in spare parts information and vehicle descriptions.

This digital data and information base enables workshops, trade and the parts industry to work together in a highly efficient manner. Fleet and leasing companies as well as insurance providers benefit from the OE specifications when dealing with maintenance and wear and tear work.

Over the years, further process-optimising services have been added. The parts industry, the parts trade and workshops worldwide all benefit today from the broad data basis of the TecAlliance platforms on which all the supply, demand and approval processes can be integrated and efficiently carried out. With these solutions, TecAlliance is permanently and sustainably improving electronic business processes among the partners in the digital aftermarket.

Today, about 500 qualified employees at TecAlliance around the world with profound technical and industry knowledge of the automotive aftermarket work tirelessly to make data and processes more efficient.

TecAlliance – the international driving force for data, processes and integrated solutions in the automotive aftermarket.

Visit TecAlliance at www.tecalliance.net for more information.