
Making WLTP as simple as 1,2,3

Leasing Service Providers



Our Knowledge is Your Power
www.JATO.com



A JATO solution to **WLTP**

Following two years of extensive customer consultation, development and testing, JATO built its innovative WLTP solution. This provides Leasing Service Providers (LSPs) and Car Manufacturers (OEMs) a comprehensive data set that is required to make accurate WLTP calculations.

The Worldwide Harmonized Light Vehicle Test Procedures, or WLTP, is the new methodology designed to offer more accurate fuel consumption and CO₂ emissions measurement across Europe, heralding a seismic shift in the way CO₂ emissions source data is collected. WLTP replaces the current NEDC test procedure with improved driving cycles, producing more realistic CO₂ values for passenger cars and light commercial vehicles.

WLTP testing for new vehicle homologation in the EU began in September 2017 for new type approvals, and the transition period during which all current production vehicles had to have been re-homologated ended on August 31st 2018 in order to avoid a break in sales. The impacts of the new procedure are far-reaching and will affect the fundamentals of the automotive industry.

01 Enabling Business as Usual

For LSPs, WLTP regulations poses an unprecedented challenge: You simply can't sell a new car without including WLTP values.

From 1st January 2021, it is now mandatory for anyone selling new cars to use WLTP data in two key areas:

1. Quotations: You must advise customers on CO₂ emissions and fuel consumption for each vehicle you offer, even on your website.
2. Taxation: You must advise customers on registration, road and benefits in kind taxes, which will most likely be based on or influenced by WLTP values across European markets.

Additional challenges to WLTP compliance are:

- There's no central access point to retrieve real-time WLTP values from car manufacturers worldwide.
- Each EU market has set how WLTP values will impact their taxation. Some markets are highly impacted, others less so, but LSPs must know WLTP impacts in each market.
- Even if certain markets are less impacted by WLTP values, LSPs may need to adhere to international car policies that contain higher WLTP impacts.
- Any feature that changes vehicle's standard weight, rolling resistance or aerodynamics can change its WLTP values – so real-time access to WLTP data from multiple manufactures is essential.
- Only manufacturers can supply WLTP values for their vehicles. And manufacturers provide data in varying formats. So, anyone selling multiple brands need to translate these sets of data into one common format.

At JATO we have listened to our customers and recognised the need for a fast, user-friendly system, providing a single point for retrieving and extracting data from multiple data streams and from multiple OEMs.

The simplest way to ensure a successful WLTP readiness is to integrate WLTP into existing workflows, allowing LSPs to continue operating at full capacity whilst remaining WLTP compliant.

- This enables LSPs to:
- Configure to meet a budget
- Calculate live prices
- Meet car policy guidelines
- Avoid leasing cancellations
- Provide accurate leasing rates
- Predict a car's total cost of acquisition

The only solution covering 48 brands across 32 countries.

JATO WLTP Link offers a single source for WLTP values. Our clients have up-to-date CO₂ emissions and fuel consumption data for every make, model and trim.

And our solution goes beyond secure, accurate data – JATO offers a simple user experience, extensive developer support and insightful monitoring tools.

JATO WLTP Link allows you to quote compliantly, educate customers, and maintain profitability.

Business as usual with JATO WLTP Link

Using existing methods, and existing relationships within the automotive industry, our ability to receive, consolidate and translate emissions data into a language that LSPs understand is paramount to ensuring business continuity.

Our solution is designed to be a hub, offering a single point of access and transparency for LSPs and their

customers, delivering a WLTP calculation for each individually configured vehicle, including its standard and optional equipment. LSPs will only have to integrate with one system with data translated into formats you and your staff understand. Designed for ease of use and peace of mind, JATO WLTP Link provides the WLTP values you need, regardless of which OEM you want information from, allowing you to continue to hit your targets, without increased operational burden.



02 JATO as the industry WLTP hub

Requesting system

- Leasing company₁
- Leasing company₂
- Leasing company₃
- Leasing company₄
- ...
- Leasing company_n
- Other WLTP data consumer₁
- Other WLTP data consumer₂
- Other WLTP data consumer₃
- JATO Carspecs₅

WLTP value for provided configured vehicle



OEM WLTP Calculator

- OEM₁
- OEM₂
- OEM₃
- OEM₄
- ...
- OEM_n

WLTp value for standard price list vehicles
JATO Datafeed

- Real Time
- Secure Authentication
- Quick response time

03 JATO WTLTP Link - the only solution covering 48 brands across 32 countries

How it works

OEMs will provide WLTP data to the automotive industry in a variety of ways, which will differ due to the revenue model they employ in terms of their vehicle offering and option complexity. The chosen approach for an OEM may vary over time, and JATO have committed to this without requiring any change in the LSPs systems.

Today, LSPs primarily use JATO Data to support their sales process as it allows for detailed vehicle and options comparison across different makes and models. Regardless of the process and system used, LSPs will need to ensure that the WLTP CO₂ emissions and fuel consumption data for every configured vehicle is correct in order to support the decision process. This will include supporting the effect on potential future vehicle purchasing or ownership tax if and when it is based on WLTP CO₂ emissions, or fuel consumption for a country.

Key Product Benefits

Simple user experience

- **Instant WLTP values:** It gives you real-time WLTP values from manufacturers worldwide.
- **Easy to use:** You simply configure your car then press the WLTP button. Or you can configure your system to automatically add the values.
- **Configure to meet a budget:** You can configure and compare vehicles to fit any budget with accurate WLTP values.
- **Accurate quotes & car labels:** Ensures your quotes and car labels are compliant for all vehicle brands.
- **Meet car policy guidelines:** You can assure car policy compliance ahead of delivery, cancellation risks and provide accurate leasing and rental rates.
- **Predict total acquisition costs:** You can reveal hidden costs like registration, road, and benefit in kind taxes - giving a complete view of a car's total cost of acquisition.

Key Product Benefits

Easy integrations and ongoing management

- **One access point:** It is your single point of access to manufacturers globally.
- **One simple data format:** We translate data from each automotive manufacturer into one consistent data format for all countries to make integration and ongoing usage easy.
- **Customer portal:** Our portal has helpful information and working examples to get developers up and running quickly.
- **Usage monitoring:** There are a number of usage tools to help Operations Managers monitor and optimise system usage.
- **Local technical support:** Is delivered in your time zone and in your local language.

Makes and Markets Supported

JATO WLTP Link covers 32 EU markets currently served by JATO in terms of vehicle specifications. To date, JATO has agreed global access to a number of brands' global configurators, and this already covers most of the volumes registered in Europe. JATO WLTP Link will cover 98% of all registered car volumes in Europe, providing LSPs the most comprehensive level of WLTP data coverage.

“
Access to fast, accurate WLTP CO₂ emissions data, has become business-critical.
 ”

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