

AUTEL®

ADAS AND YOUR SHOP

AN EXPERT GUIDE TO BRINGING CALIBRATIONS IN-HOUSE



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Advanced Driver Assistance Systems (ADAS) has made the automotive repair business increasingly complex. Technicians must learn these new technologies and processes to ensure safe and complete repairs, while shop owners and operators must consider multiple factors when navigating this impactful change.

In this five-part series, you'll hear directly from Autel ADAS experts, technicians, and shops that have successfully brought ADAS calibration in-house. From shop preparation, staffing and training, documentation and invoicing, and choosing the right ADAS equipment, we've demystified and simplified the path to in-house calibration.

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WHY AUTEL IS THE BEST ADAS PARTNER

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ADAS INDUSTRY FORECAST

With the increasing number of ADAS-equipped vehicles hitting repair shops, there is a growing demand to calibrate these safety and convenience systems. Stringent government regulations mandating vehicle safety features, growing consumer demand for comfort and convenience while driving, and a rising trend toward autonomous vehicles are driving the expanding ADAS market.

ADAS is projected to grow from 334 million units in 2024 to 655 million units globally by 2030, at a CAGR of 11.9%, with many shops already reaping the rewards of in-house ADAS calibration. Shops that sublet to other ADAS service providers are seeing increased cycle times, a lack of visibility and reporting, and decreased profitability.

AUTEL ADAS EXPERTS



**Stewart Peregrine, Senior Executive
of ADAS Sales at Autel North America.**

With 30+ years in the industry focused on diagnostics and ADAS, paired with Master ASE Tech certification, Stewart has made a career of tailoring business plans to the unique challenges and goals of the shops he works with.

**Eric Sponhaltz, Director of ADAS Sales
at Autel North America.**

With 20+ years of experience focused on aftermarket wheel alignment and ADAS solutions, Eric has developed a customer-first approach with a track record of success for the businesses he works with.



CONTACT AN AUTEL ADAS EXPERT

SCAN OR VISIT: AUTEL.CC/ADASCONTACT



With decades of combined experience in emerging automotive technologies, the Autel ADAS Expert team is focused on providing full-scope, 360 business plans that take all aspects of your business into consideration. From initial equipment investment and ROI and forecasting, through staffing, training and support, we're here for you. Autel will work with and alongside your team as you transition towards in-house ADAS calibration.

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THE BASICS & BENEFITS OF IN-HOUSE ADAS CALIBRATION

The first step in bringing ADAS calibration in-house is understanding the landscape of the emerging opportunity. In the following Q&A – the first installment of our five-part series – Stewart Peregrine outlines the basics and benefits of ADAS calibration. Learn how the right ADAS partner, equipment, and workflow can streamline operations, improve customer satisfaction, and increase revenue.

How has the development of Advanced Driver Assistance Systems (ADAS) changed the technology and equipment required to provide complete, safe repairs in the automotive aftermarket?

ADAS has changed the workflow and what's required to provide safe, complete repairs in the automotive aftermarket. The evolution of ADAS opened our eyes at Autel early on, and we began researching what we needed to do to help these shops complete repairs in a timely fashion with this new technology.

Placing targets manually and accurately within ADAS OEM specs can be very difficult. It's also difficult to ensure proper validation to prove what repairs were made. Autel has expanded upon the OEM method with its ADAS equipment lineup, simplifying ADAS calibrations and OEM procedures for today's technicians.

When is ADAS calibration required to complete repairs safely and thoroughly?

ADAS calibration is required for basic front or rear bumper collision events, when taillights or mirrors are impacted, when damage involves radar and cameras, or even when seatbelts need to be reset. Anytime a sensor is removed, a bracket is replaced, or anything is disturbed, you typically need to do a recalibration.

An ADAS calibration is required after many common procedures, such as wheel alignment or ride-height changes. Technicians also have to look out for any technical service bulletins (TSBs) from the auto manufacturers that involve new calibration needs for their vehicles. With today's lineup of vehicles, events where ADAS calibration is required are growing, reaffirming the need to find a way to keep these chargeable repairs within your shop.

Why should technicians and decision-makers consider investing in ADAS equipment for their business and keep calibrations in-house?

An investment in ADAS equipment can greatly reduce cycle times by decreasing the number of days it takes to have a vehicle repair completed, and the unit returned to the customer. There's more revenue available for your shop if you're still sending ADAS calibrations outside of the business.

These ADAS procedures – along with other companion procedures like vehicle scans, alignment, seat belt, and steering angle sensor resets – are all billable services for your shop.

There is also the liability aspect to consider. If the calibrations were not performed correctly or thoroughly when sublet, you open your shop to potential legal repercussions. If the vehicle came into your shop, you're ultimately responsible for the repair, whether you sublet the repair or did it yourself. Keeping ADAS calibrations in-house makes for better visibility and reporting processes that confirm the vehicle has been repaired completely and safely.

Can you provide an overview of Autel's comprehensive approach to ADAS calibration?

It all begins with a pre-scan, during which technicians can identify any potential issues and verify the health of all the modules on the car. If shops are utilizing the single system IA900WA wheel alignment and ADAS calibration frame paired with a MaxiSYS diagnostics tablet, technicians can easily make sure the alignment is correct after it's been in a collision.

We're able to do all of this digitally, and users can document anything that is potentially wrong with the vehicle in a digital report. That's where an adasThink report comes in – it takes an estimate and lists any ADAS components that were affected during the vehicle crash and what is required from a safety ADAS calibration perspective.

The diagnosis is one of the most overlooked pieces. Autel's scan tools help quickly identify any diagnostic or mechanical problems, as well as the necessary adjustments. Sometimes, OEM factory scan tools are necessary for ADAS diagnosis, calibrations, and repairs. Enter Autel's Remote Expert.

Remote Expert connects technicians with brand-specific diagnosticians who have the expertise to perform remote module programming, coding, late model ADAS calibrations, and access to the OEM software to get the job done accurately

Shops then have to prepare the vehicle for calibration. With our ADAS Bay Max flush mount lift, we're now able to finish the alignment with the vehicle on the rack, but then lower the lift and reposition the vehicle within the same space for calibration, allowing you to get on to the next phase of the repair process quicker.

The ADAS Bay Max maximizes available space by allowing mechanical repair, wheel alignment, and 360-degree ADAS calibration in a single standard alignment bay space.

The last step is the post-scan and test drive to make sure everything has been calibrated and repaired to OEM standards. At this point, Autel equipment has already documented all the work that was done and automatically compiled the data into a simple, complete report. There are a lot of steps, but Autel boasts a lineup of products to ease this process for the best possible result every time.



ADAS Bay Max Vehicle Lift & MaxiSYS IA900

CASE STUDY: AUTEL ADAS EQUIPMENT COVERAGE TAKES REPAIR SHOP FROM 10 CALIBRATIONS A MONTH TO OVER 10 A DAY

Fuller's Collision Center in Auburn, Massachusetts is a repair shop that uses Autel ADAS solutions to solve pain points within its business and ramp up revenue via in-house ADAS repairs and calibrations.

The growth of ADAS has created new opportunities and challenges for auto repair shops, changing the landscape of vehicle collision repair. With these challenges come opportunities to increase your services to match the heightened demand for advanced calibrations. Investing in ADAS equipment can help keep jobs in-house, increase revenue, and enable faster ticket turnaround.

Read on to hear how Fuller's Collision used Autel's ADAS solutions to turn around vehicles in eight hours or less, with same-day or next to same-day calibrations, significantly decreasing the shop's cycle time – with no need to outsource to the dealership and lose potential revenue.

READ THE FULL CASE STUDY
VISIT [AUTEL.CC/FULLERSCOLLISION](https://autel.cc/fullerscollision)



PART TWO:

ADAS BUSINESS PLANNING: THE PROS & CONS FOR ALL OPTIONS

The next step in bringing ADAS calibration in-house is research and the development of a business plan. In the second installment of our five-part series, we'll explore the vital importance of returning every vehicle in the same state as it was designed, best practices for ADAS staffing and training, and the pros and cons of multiple ADAS entry points and business pathways.

Why should decision-makers at repair shops and collision centers consider investing their time and resources to bring ADAS calibration in-house rather than subletting it out?

The ultimate goal for every collision and repair shop is to return each vehicle to the customer in the same shape as it was originally designed. This involves required safety system resets and ADAS calibrations after these sensors have been disrupted in any way. The lack of a trouble code or warning light does not mean that required calibrations can be skipped.

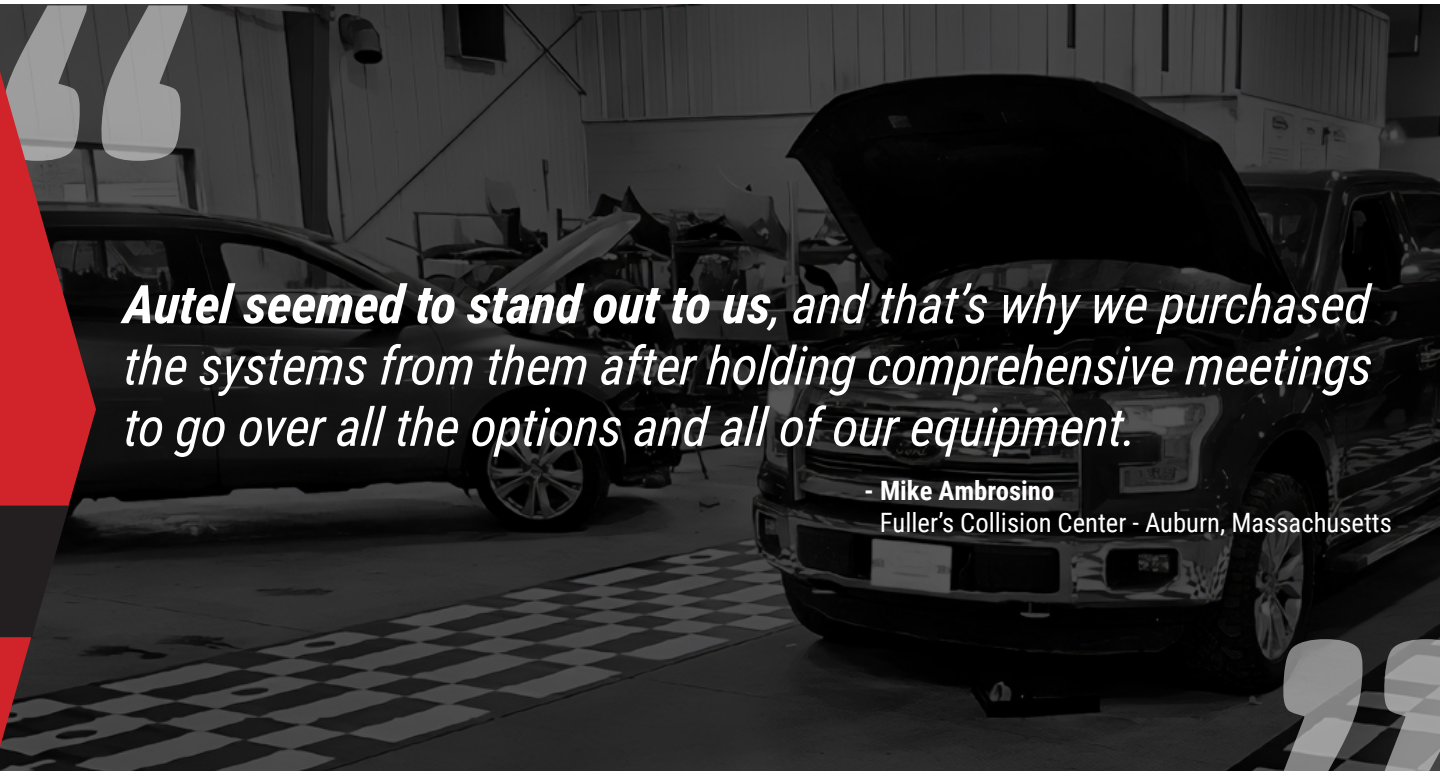
At the end of the day, completing ADAS calibration is about providing the safest and most thorough repair for your customers. Bringing all diagnostics, including ADAS calibration, in-house means that you have control over your customer's experience.

Yet there are other paths available, each with specific pros and cons.

Can you speak more on the ADAS business planning options for repair shops and collision centers?

Absolutely. Although bringing ADAS and even full diagnostics in-house is ideal, we realize that it is not a reality for every shop. Regardless of the chosen path, you must keep in mind that your shop is liable for the entire repair, including calibrations, regardless of who performs them. Here are some options to consider.

- Working with a technology partner can potentially be the least profitable option but will allow you visibility over the entire repair. The work can be onsite — or even remote — but typically a monthly fee is required for tooling, hardware, scanning, and even personnel in some cases.



Autel seemed to stand out to us, and that's why we purchased the systems from them after holding comprehensive meetings to go over all the options and all of our equipment.

- Mike Ambrosino

Fuller's Collision Center - Auburn, Massachusetts

Shop space will be required but cycle times can be reduced, and customer satisfaction will likely be similar to doing the ADAS calibrations in-house.

- Partnering with a mobile calibration expert requires adequate shop space and environmental conditions since the work is performed at your facility. You will have less control over cycle time, which can impact customer satisfaction. Using a mobile expert eliminates tooling and technician expenses, but you'll also be splitting the revenue.
- Partnering with a brick-and-mortar calibration provider eliminates the shop space requirement, but vehicles will have to be transported. You will have less control of your cycle time which may impact customer satisfaction. With a brick-and-mortar partner, you'll be splitting revenue, but it eliminates the tooling and technician expenses.
- Bringing pre- and post-scans and ADAS calibration in-house requires adequate shop space and conditions, as well as tooling and technician expenses. However, even with a modest vehicle count, this can be recouped quickly since the right technician can perform calibrations with limited training. In-house pre- and post-scans and calibrations provide control over cycle time, improve customer satisfaction, and allow you to keep most of the revenue.
- Bringing full diagnostics, programming, and ADAS calibration in-house requires adequate shop space and conditions, tooling expenses, and an experienced diagnostics technician. With a steady vehicle count, these costs can be recouped quickly. In-house diagnostics and calibrations offer the most control over the entire repair and cycle time, offer ideal customer satisfaction, and will allow you to keep all the revenue.

What equipment and coverage do you need to ensure in-house ADAS calibrations are done safely, correctly, and efficiently?

Autel offers multiple paths of entry into ADAS calibration, starting with Lane Departure Warning target and calibration packages. These can be expanded with vehicle coverage and targets when your shop is ready and can lead to all-systems ADAS using the Autel IA900AST package.

The 2-in-1 IA900 wheel alignment and ADAS calibration system helps validate the repair, while the optical positioning assists the technician with accurately placing the targets. The IA900 delivers a seamless process from point A to point B.

For maximizing shop space, the Autel ADAS Bay Max vehicle lift can be highly valuable. The ADAS Bay Max enables mechanical repair, wheel alignment, and ADAS calibrations to be performed in the same 32' x 16' shop space.

You mentioned technician training. What advice can you offer on ADAS and technology staffing?

We acknowledge that staffing for ADAS calibration can be challenging. In response, Autel continually improves the user experience by decreasing setup times with target placement assistance while also expanding and improving OEM calibration instructions in our software.

In addition, we often recommend hiring or promoting the right individual to perform pre- and post-scans and ADAS calibration.

In our experience, this has less to do with an extensive automotive background and more to do with finding a candidate who is eager to learn and is able to read, comprehend, and execute instructions.

Full diagnostics requires a seasoned pro, which is why Autel offers in-depth two-day technician training classes on ADAS and diagnostics as a solid way to get the right individuals ready to calibrate.



2-DAY IN-PERSON ADAS TRAINING COURSE

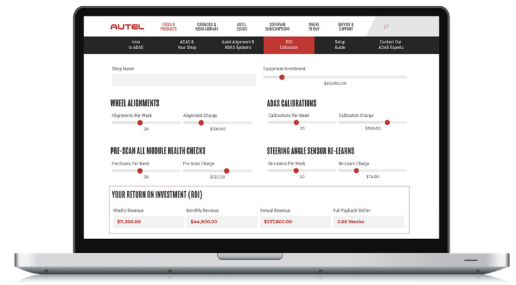
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How can decision-makers and technicians most easily integrate ADAS calibration services and equipment into their store's operations?

It comes down to researching, developing, and executing an ADAS business plan. We encourage the analysis of the risks versus rewards and the ROI and revenue potential for all options mentioned above. Speak to experts who have working knowledge and who run successful diagnostic and calibration shops. Meet with people who have already integrated ADAS calibration into their business. In terms of the return-on-investment and ADAS forecasting concerns, we suggest checking out the ADAS revenue potential and ROI calculator on the Autel website.

HOW QUICKLY CAN YOU RECOUP YOUR ADAS INVESTMENT?



ADAS REVENUE ROI CALCULATOR
VISIT AUTEL.CC/ADAS-ROI

PART THREE:

GETTING PAID FOR ADAS WORK: SERVICE WRITING & DEALING WITH INSURANCE ADJUSTERS

Although ADAS is not new, there is still much misinformation within the industry and among insurance adjusters and drivers about these systems, particularly about how their operations can be affected by seemingly unconnected services. In the third installment of our five-part series, we provide valuable insights into comprehensive repair order blueprinting, reimbursement of billable services, and strategies to expand revenue.

Shop owners express significant concern around how to identify the safety systems on a vehicle, and what specific repairs or services trigger the required calibration of these safety and convenience systems. How would you advise repair shops on how best to navigate these concerns?

Mechanical shops really need to check out the service data for their repairs. An increasing number of standard repairs and services require ADAS camera or radar calibrations.

All Autel tablets identify the ADAS systems on the vehicle for the technician during the Pre-Scan, which is the first critical step for technicians.

This is followed by a visual inspection of the vehicle to identify camera, radar, and lidar components that may need to be calibrated.

For collision shops, we also highly recommend incorporating an adasThink report into their workflow. The software uses a collision estimate report, such as one generated by CCC, to identify the safety systems that need service based on the individual repair plan. The adasThink report links to ALLDATA for detailed procedures and the OE position statements documents under what conditions the manufacturer requires these additional services.

The information it provides is a tremendous asset for collision shops for two reasons: the first is to blueprint the ADAS portions of the repair and ensure that the work order includes the OE-required calibration, initialization, and module reset work needed.

That is powerful information and documentation. You mentioned module initialization and resets. What is the recommended route in terms of handling these types of repairs, when these capabilities are not available in-house.

Having a qualified in-house diagnostician is an ideal scenario, however, it is not required to calibrate. The first goal is to find the right candidate who can read, follow, and enact the guided step-by-step calibration instructions within the Autel software. If coding, reflashing, and reinitialization capabilities are not possible within a shop, this is where Autel's Remote Expert platform becomes highly valuable.

Remote Expert eliminates the need to wait on a mobile calibrator or having to bring vehicles to the dealership. Remote Expert will significantly reduce cycle times and likely increase profit.


How do you best recommend documentation of the calibrations and repairs that were performed as per OEM requirements?

Beyond the repair roadmap, a second benefit of adasThink is the information provided acts to support the need for the service and repairs, documenting for insurance adjusters that the shop performed the work as required by the OE. adasThink links to ALLDATA for the OE instructions and repair and service position statements.

Shops can use this exact language on their submitted invoices and append supporting documents, such as OE position statements.

Gary Machiros uses the Autel IA900 ADAS calibration system at his shop in Newbury, Massachusetts and is also a big proponent of adasThink. He says the information on it is a perfect backup if an adjuster questions a calibration or service, often simply saying to the adjuster that he will perform the repairs that the OEM requires.

It's a safety issue, and is based on fact and not opinion, pure and simple. And he's right. The adasThink report gives him OE data to back that statement up.

 Customer Support 1-888-488-1168 customerservice@astech.com	
adasThink Vehicle Report August 15, 2022	
Customer Information	Vehicle Information
ABC Collision Attn: John Smith 11740 Merchants Rd. Austin, Texas, 78748 (888) 567-1234	Work Order: 5114874 Repair Order: 7505859 Vehicle: 2015 Volkswagen Tiguan VIN: 3VV4B7AK39M015785
Summary	
2 Required ADAS Operations 2 Required Safety Operations	1 Required Steering Operation
There are 2 ADAS, 1 Steering, and 2 Safety that Volkswagen requires because of operations you are performing, as identified in your estimate.	
Equipped ADAS Features	
Active Blind Spot System Adaptive Cruise Control with Stop and Go Forward Collision Warning with Automatic Emergency Braking Front Mounted Camera Lane Assist Park Distance Control - Front and Rear Parking Sensors Pedestrian Monitoring Rear Camera Rear Collision Mitigation Right-Side Camera Surround-View Monitor	
© Repairity 2022 2600 Technology Dr., Suite 900, Plano, TX 75074 Page 1 of 4	
Adaptive Cruise Control (ACC) Calibration	
responsible for Adaptive Cruise Control with Stop and Go, Forward Collision matic Emergency Braking, and Pedestrian Monitoring on this vehicle.	
gen Tiguan repair manual states that a operation is required for the Front Radar occurs:	
(Line number 13)	
umentation from the manufacturer below.	
Instructions:	
com/repair/article/51350/component/451/type/401/59/_selfRefLink=true	
Requirement:	
com/repair/article/51350/component/775/type/401/44/_selfRefLink=true	
Monitor Cameras	
(Peripheral Camera Calibration)	
Monitor Cameras is responsible for Right-Side Camera and Surround-View ide.	
gen Tiguan repair manual states that a operation is required for the Surround- areas when the following occurs:	
© Repairity 2022 2600 Technology Dr., Suite 900, Plano, TX 75074 Page 2 of 4	

CASE STUDY: IDENTIFY & PERFORM EVERY OE-REQUIRED CALIBRATION AND NAVIGATE REIMBURSEMENT

Gary Machiros of Angie's Service Inc. in Newbury, Massachusetts, is not new to ADAS. In fact, he got started not long after Autel released the IA800, its first system to use cameras for target placement, about four years ago.

Over the years, the demand for ADAS calibrations at Angie's Service Inc. has grown significantly, with the shop now performing about 50 calibrations weekly. This growth is a testament to the shop's expertise and status as the go-to calibration shop for the area's collision and mechanical shops.

What sets Machiros apart in the world of ADAS calibrations is his systematic and innovative approach. He has embraced new tools and software and has identified a new type of technician with a specialized skill set for ADAS calibrations. This combination of tools, software, and expertise has allowed Machiros to implement a highly efficient approach to ADAS calibrations at Angie's.

READ THE FULL CASE STUDY
VISIT AUTEL.CC/ANGIESSERVICE



What's the best way for a shop to promote its calibration service to other shops that are not performing calibrations?

One effective method is visiting other collision and mechanical shops in your area to promote your calibration services. This is where a marketing flyer can come in handy that lists your complete service offerings, outlines the process, and tells your story.

Offering a vehicle pickup and delivery service is another key point to consider and can be highly successful in earning more business.

A number of our customers have held "open house" events. An open house offers a real opportunity for a shop that is set up to perform calibrations to illustrate their capabilities and potentially take in calibration work from other shops. The idea is to show and not just tell.

Well, there is no better way for your shop to show they are qualified to take on another shop's calibration work than to have them come in, see the layout and the equipment, and speak with the people performing the work.

Hands-on demonstrations are the most effective way to illustrate the blueprinting, calibration process, and insurer-ready documentation. Shops need to trust the people they sublet their work to because, ultimately, it is still their responsibility that the work is done right. You, your techs, and your shop are your best marketing assets.



**MaxiSYS IA700
Modular ADAS System**

*Autel is the only company to offer a total approach,
giving you everything you need for calibration.*

- Gary Machiros
Angie's Service Inc. - Newbury, Massachusetts

Shop owners are increasingly concerned about proper vehicle repair and calibrations, and they also want to retain the vehicle and maximize profits in-house. If a shop decides to perform ADAS calibrations, what are the first steps to make this happen?

How much shop space is required to perform ADAS calibrations?

88% percent of ADAS systems can be calibrated in a 16-foot-wide by 30-foot-deep unobstructed bay.

[illegible]

ADAS REVERSE LOOKUP GUIDE
VISIT AUTEL.CC/ADAS-GUIDE

The most time-consuming part of an ADAS calibration is the target-to-vehicle positioning. How does the Autel system make that process more efficient?

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The advanced equipment improves repeatability and speed; all data goes into the report. Factory scan tools will not ensure it's within specifications; they will merely command calibrations. IA900 uses automated robotic arms to set the height according to OE specifications and will not allow the technician to perform calibration until exact specifications are achieved, including pitch and roll measurements.

Every OE has different instructions and specifications for their vehicle calibrations. Where can I get the information to calibrate the various brands my shop services?

There is more than one way to do this. You can use the reverse lookup guide on our website, which allows shops to search through OEM or aftermarket service information to understand the requirements before the vehicle even shows up. If you are getting into ADAS, having repair information is a must. Our ADAS-ready tablets are paired with step-by-step instructions, visual guides, and indicators to show how to set up and save time.

How do Autel calibrations and instructions differ from OE?

One big difference in our calibrations is our optical system, which has a "go/no-go" parameter built into the software. To proceed, the vehicle must satisfy the preconditioning specifications; OE only provides measurement specifications. Standard frame procedures are similar to OE but implement the use of lasers. Our optical system uses cameras to set the targets without the need for physical measurements using technology, not tape measures and chalk. Cameras verify our work and reflect how close to perfect the calibration is compared to OE, which has no report to show precision.



**MaxiSYS MSUltra
Advanced Diagnostics & ADAS Tablet**

PART FIVE:

WHY AUTEL IS THE BEST ADAS PARTNER

A well-engineered plan is only as good as the tools used to execute it. In the final installment of our five-part series, Stewart Peregrine and Eric Sponhaltz outline the full-service solutions and support from Autel ADAS, including scalable systems and packages that grow with your business, intuitive ADAS instructions and software, best-in-market vehicle coverage, and multiple tech support and training opportunities.

How does a shop owner know they are investing in the right equipment when considering ADAS calibrations? Does Autel offer online tools to help shops make the right purchasing decisions for their business?

Our website provides plenty of information to help businesses make these decisions. We even have dedicated sections that go over ADAS for your shop and ADAS by shop type, including clear descriptions of the equipment. We also have ROI calculators to help you see the full picture before you purchase or consider adding in-house alignment to your shop. We consider your current business model, objectives, and growth plan for the best purchasing journey to ensure you have the system that best fits your space, goals, and needs. You can submit a consultation request on our website contact form to connect with an Autel ADAS Expert.

Autel will guide you through the systems, visit your shop virtually to analyze your layout for what works best for your business, and connect you with an authorized distributor.

Can you explain the differences between the Autel ADAS offerings?

The MA600 is our mobile calibration frame. This is typically suited for someone on the go, like a mobile technician.

The IA800 frame comes equipped with digital measurement as the standard but can be ordered with cameras, adding an alignment check for added diagnostics, more complete and repeatable calibrations, and ease of setup and completion.

The IA900 is the ultimate shop solution on wheels. This system supports all ADAS systems as well as full four-wheel alignment capability, not just alignment inspections.

Currently, this is our most advanced calibration frame, built with automated robotic arms that optically track, self-level, and do not require any physical measurement for frame placement.

From a price standpoint, it is considered an entry-level unit, adding alignment pre-check and calibrations while on the go.

We are happy to announce our newest system, the IA700. This camera-based modular unit can be disassembled into five pieces, allowing a level of portability never offered with an optic-based system

Is training included with the purchase of Autel ADAS equipment?

Autel offers training with optic (camera-based) systems and all system packages with purchases through authorized distributors with a training agreement. Autel also has Autel Training Academy locations in New York and St. Louis, Missouri, where we offer a monthly two-day training. We are also adding more regional training opportunities. It is essential that your technicians become adept at operating the calibration system before working on customer vehicles. A good idea is to run through multiple brands and types of calibrations, perhaps on staff and family vehicles, to become efficient at the process and workflow.

How does Autel streamline the ADAS workflow to increase profit?

The workflow will be influenced by the ADAS system or package you buy. As you move up in package offerings, there are added benefits like automation and built-in efficiency through tablet and frame pairing.

The more advanced the package, the greater the efficiency. Camera systems increase profits dramatically because they can be done faster and more efficiently while minimizing human error. It also enhances the operation by adding a new revenue stream with alignment checks, tire tread depth analysis, four-wheel alignments, and vehicle inspections. These features reduce the error-based failed and incorrectly performed calibrations.



CASE STUDY: REDUCE SETUP TIME WITH OPTICAL POSITIONING AND TARGET PLACEMENT

Jeff Cotten, owner of Masters Auto Body in Charlottesville, Virginia, has been in the industry for 30 years. Through his comprehensive expertise and consummate professionalism, Cotten has established and upheld an exceptional standard within the automotive collision and repair sector, successfully establishing multiple locations. He shares his insights on integrating in-house ADAS calibrations into Masters Auto Body.

Cotten understands the enormous responsibility of vehicle repair professionals to guarantee that all vehicles are safely aligned on the road after repairs, especially as technology continues to advance.

His approach to vehicle repair and service, combined with strong business acumen, demonstrates how his businesses are adaptable and prioritize evolving with technology while always keeping the customer's safety at the forefront.

READ THE FULL CASE STUDY
VISIT [AUTEL.CC/MASTERSAUTOBODY](https://autel.cc/mastersautobody)



If a shop started with an Autel ADAS Lane Departure Warning (LDW) Package, could it purchase additional equipment for radar, lidar, and 360-degree camera calibrations later?

Yes, there are different packages that you can purchase to build on your individual components, such as the Mopar Radar plate, that can be purchased separately. Autel is committed to keeping your shop up-to-date with the latest software and hardware releases. This includes the newest calibration targets and patterns required by the automakers, ensuring your shop always has the necessary equipment to calibrate the vehicles entering your shop.

Is Autel ADAS calibration software limited to specific vehicle brands or ADAS systems?

Autel currently has 99% coverage, which is the most comprehensive coverage in the market.

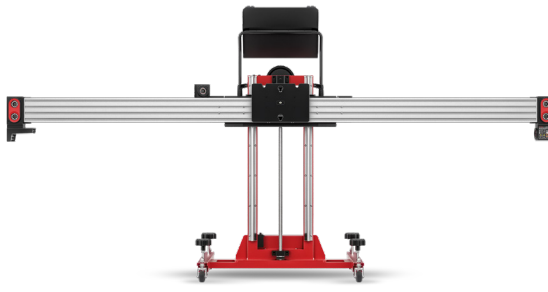
What technical and equipment support does Autel provide?

Support is offered through multiple avenues, starting with our on-site trainers. Shops tend to build relationships with our trainers and, through their travels, manage to maintain communication with shops.

We also have an internal tech support team that can help you get out of a jam and log into your tool remotely to determine what your problem is, including setup, environment, or communication. For a broader understanding of the systems and technology behind ADAS and when, why, and how ADAS calibrations should be performed, we have developed an in-depth section on Autel.com that offers a ton of information to share with insurance adjusters. We have a downloadable brochure that a shop could print, email, or text to other shops, insurance companies, and vehicle owners.



MA600



IA800



IA700



IA900

Generating positive cash flow from the outset, the revenue generated by the Autel equipment exceeds its original purchase cost. We are fully satisfied with our decision to acquire the equipment, and the overall experience has been exceptional.

- Jeff Cotton

Masters Auto Body - Charlottesville, Virginia

AUTEL ALIGNMENT & ADAS SOLUTIONS



IA900 ADVANCED ADAS SYSTEM WHEEL ALIGNMENT + ADAS CALIBRATION

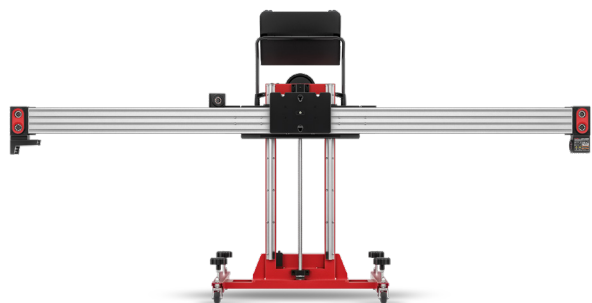
For the cost of a typical alignment system, the Autel IA900 delivers an all systems and module health check, digital vehicle inspection, 3D wheel alignment, and step-by-step ADAS calibration instructions in a single system and investment. The Autel IA900WA is the only system that starts and finishes through the OBDII connector, beginning with a full health check and digital inspection. These integrated steps deliver the highest revenue potential, the most comprehensive repair, a safer alignment, and a complete calibration of all effected ADAS systems.

Part No. IA900WA / IA900WAT / IA900LDW / IA900LDWT / IA900AS / IA900AST

IA700 MODULAR ADVANCED ADAS SYSTEM ALIGNMENT PRE-CHECK + ADAS CALIBRATION

The Autel IA700 is a state-of-the-art and versatile wheel alignment pre-check and ADAS calibration system engineered for both in-shop and mobile applications – move from bay to bay and shop to shop. It features optical positioning that reduces target setup by 6X versus mechanical measurement, unlevel floor compensation that eliminates failed calibrations due to uneven surfaces, and integrated alignment pre-check in a single system and workflow.

Part No. IA700 / IA700T / IA700LDW / IA700LDWT / IA700AS / IA700AST



IA800 OPTICAL POSITIONING SYSTEM ALIGNMENT PRE-CHECK + ADAS CALIBRATION

The Autel IA800 Optical Positioning System features six high-resolution cameras to deliver 3-dimensional adjustment for the most accurate frame centering and vehicle distance recognition. Compatible with your existing Autel Standard Calibration Frame, and designed for seamless integration, this new component system optically measures two-wheel clamp targets to significantly cut down setup time and increase placement precision.

Part No. LDW30 / LDW30T / AS30 / AS30T

MA600 PORTABLE ADAS SYSTEM

A Portable ADAS Calibration system that includes a collapsible aluminum calibration frame, 2-line and 5-line centering and aligning lasers, laser-assisted reflectors and Lane Departure Warning (LDW) calibration target set for the calibration of vehicle camera systems. Compatible with the MaxiSYS ADAS tablet, or the MaxiSYS MS906BT or higher tablet series when upgraded with ADAS software (purchased separately).

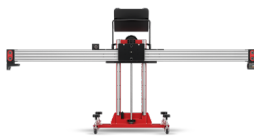
Part No. MA60020 / MA60020T / MAS20 / MAS20T



WHICH ADAS SOLUTION IS RIGHT FOR YOU



MA600



IA800



IA700



IA900

FEATURES

Mobile ADAS System	✓		✓	
In-Shop ADAS System		✓	✓	✓
Mechanical Measurements For Target Placement	✓			
Uneven Floor Compensation To Eliminate Uneven Flooring As An Obstacle			✓	✓
Fully Optical Target Placement For Increased Accuracy And Faster Setups		✓	✓	✓
Collapsible Crossbar For Storage In Tight Spaces	✓		✓	✓
Wheel Alignment Pre-Check		✓	✓	✓
Wheel Alignment				✓

ADAS BAY MAX LIFT BRING YOUR BAY TO THE MAX



The ADAS Bay Max is a specialized scissor car lift designed for mechanical repair, wheel alignment, and 360-degree ADAS calibration in a single standard bay. It features a robust rolling jack beam, a unique flush-mount H Shape and table riser setup for improved wheel alignments, and can transform into a flat 360-degree ADAS calibration area when recessed into the floor.

Part No. AULS12ALOR1T / AULS14ALOR1T



MECHANICAL
REPAIR



WHEEL
ALIGNMENT



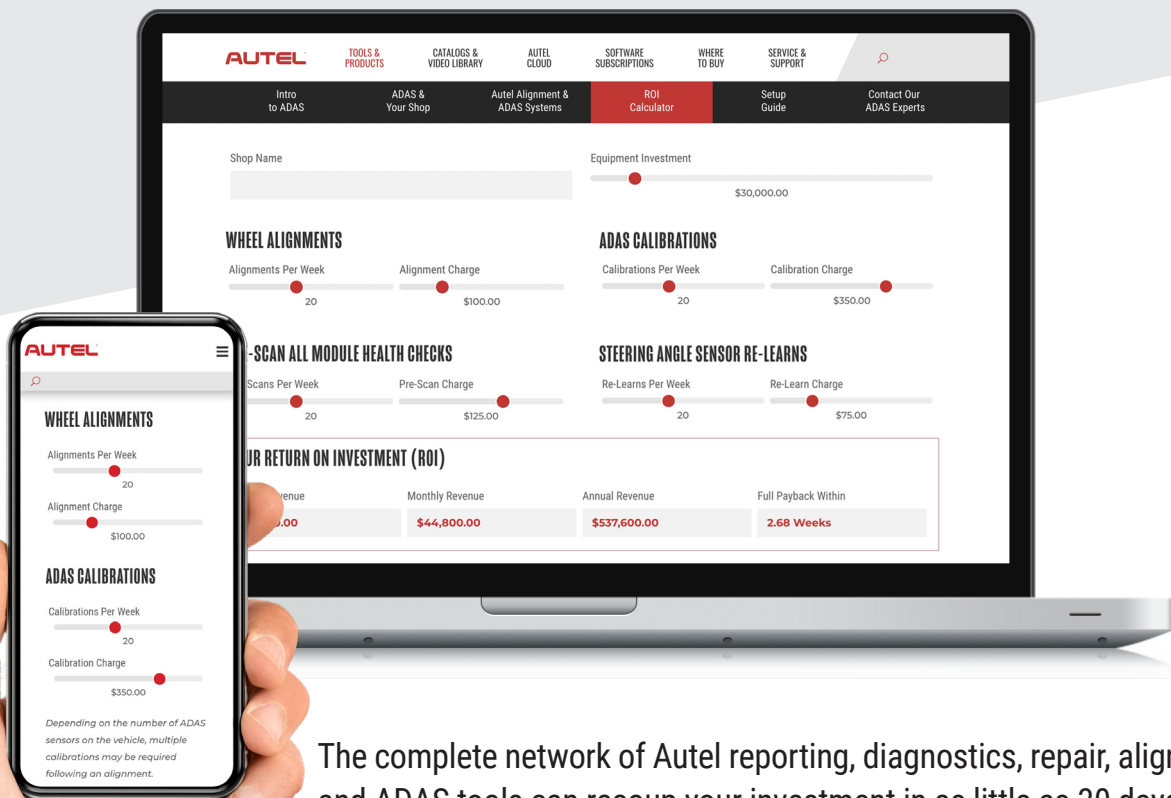
ALL SYSTEMS
ADAS CALIBRATION

READY TO LEARN MORE?
SCAN OR VISIT [AUTEL.CC/BAYMAXLIFT](https://autel.cc/baymaxlift)



HOW QUICKLY CAN YOU RECOUP YOUR INVESTMENT?

CALCULATE YOUR ADAS REVENUE POTENTIAL ON OUR WEBSITE



The complete network of Autel reporting, diagnostics, repair, alignment, and ADAS tools can recoup your investment in as little as 30 days*.

**Return on investment varies based on service volume.*

RECOUP YOUR INVESTMENT IN AS LITTLE AS 30 DAYS*

VISIT [AUTEL.CC/ADAS-ROI](https://autel.cc/ADAS-ROI)

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