



The Aeris Mobility Suite for Automotive OEMs

INDUSTRY BRIEF

Real-World Technology

Aeris provides end-to-end connected vehicle technology and has more than a decade of experience deploying complex, global programs for the world's largest auto OEMs.

Today, our groundbreaking technology scales to more than 25 million new vehicles per year.

Why We Built It

People around the world are beginning to expect cars to serve them in new ways. From vehicle sharing to in-vehicle entertainment and autonomous driving, technology is unleashing new end-user experiences, along with troves of data. To continue to engage their customers and generate subscription revenue, car companies are becoming technology companies.

The Aeris Mobility Suite (The Suite) provides all of the software components needed to build and monetize a successful connected vehicle program with global, multi-regional variation, a best-in-class user experience, and rapid feature innovation—all in less than a year, at a fraction of the cost.

What Car Companies Can Achieve

The Suite makes it possible for car companies at various stages on their IoT journey to get a state-of-the-art connected vehicle program to market in less than 6 months; upgrade existing connected vehicle infrastructure to achieve a 5x improvement in customer experience; and deploy new applications with automotive-grade hardening in less than 90 days.

“This platform has inherent flexibility, which enables new business models through third-party integration and is foundational for V2X communications. Furthermore, it will serve our customers with delightful and useful functions, as well as being a gateway to other digital ecosystems.”



—Abdallah Shanti,
Global CIO, Volkswagen Brand

Capabilities and Features

The Suite offers auto manufacturers all the software needed to build and monetize world class connected vehicle programs. It offers:



Sub-6-Month Time to Market

Aeris has an established track record working with Tier 1 partners to deliver complete, fully optimized working systems in less than six months. This is made possible by our end-to-end, modular technology offering, which is supported by 200+ pre-defined vehicle lifecycle and supply chain business processes, including CRM and payments, which facilitate implementation in the OEM's operating environment.

Unparalleled Customer Experience w/ Best-in-Class Security

The Suite's service delivery architecture optimizes an end-to-end system from wireless connection to telematics application, ensuring less than 3-second response times for remote operations; best-in-class power management; and military-grade security at network, transportation, and application data layers, including two-factor authentication.

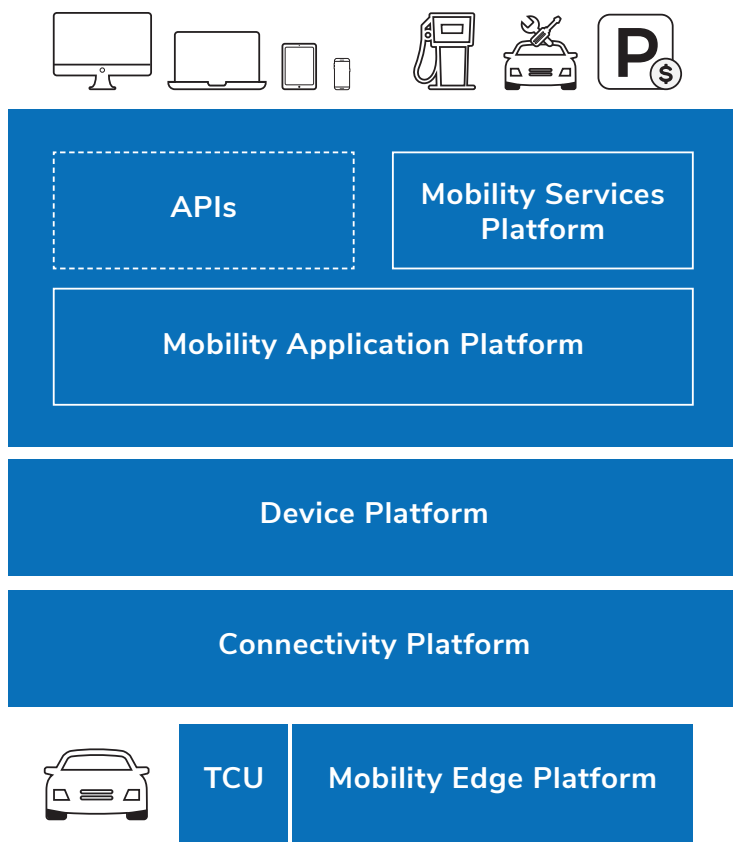
New Applications in 90 Days

The Suite enables OEMs to deploy new connected vehicle applications as fast as technology companies deploy new smartphone apps. This capability is made possible by loosely-coupled architecture that splits device- and service-facing components, making it possible to change rules (such as vehicle access) in a dynamic way, and to deploy new applications without touching the vehicle. Best-in-class components needed to address in-demand use cases include pre-built application features addressing connected car and fleet management use cases; over-the-air (OTA) firmware update capabilities; and order-to-revenue subscription management.

“In an ever-changing, connected world, we needed to ensure that our vehicles provided customers with the personalized and enriched driving experience they desire. Aeris delivered the industry-leading know how and telematics necessary to allow MITSUBISHI CONNECT to provide safety, security and connectivity behind the wheel of the all-new Mitsubishi Eclipse Cross.”



—Bryan Arnett,
Director of Digital Product Strategy, Mitsubishi Motors



Aeris Mobility Suite Components

AT THE HIGHEST LEVEL, THE SUITE INCLUDES:

Mobility Services Platform

A platform to enable contextual offers and on-demand services. At the core of the platform is an ML/AI engine that leverages data from each vehicle to trigger smart recommendations for insurance, repairs, refueling, and other relevant services from Aeris partners and/or the OEM's partners.

Mobility Application Platform

Tools to build, deliver, and administer new connected vehicle features and applications. Among other features, the MAP includes pre-built application features spanning connected car and fleet management use cases (vehicle safety/security, vehicle health, remote operations), and subscription management services for global marketplaces spanning hundreds of products and services across multiple

geographies, languages, and currencies. These features are supported by order-to-revenue subscription management services and more than 200 pre-defined vehicle lifecycle and supply chain business processes, including CRM and payments integrations, which facilitate operational implementation.

Device Platform

A platform that connects—and controls information flow between—each device and all of the other endpoints in your system. Architecturally separated from the Mobility Application Platform, the Device Platform includes over-the-air firmware update capabilities and automates device configuration as services evolve, improving operational efficiency and enabling advanced business models with shared ownership. It also integrates a number of tools

to increase responsiveness, including a real-time publish and subscribe communications bus (MQTT), event management, state management, authorization, and two-factor authentication.

Connectivity Platform

Access to more than 500 networks in 180 countries, plus single-pane-of-glass SIM management for all carriers on the Aeris Fusion IoT Network.

Mobility Edge Platform

An environment to activate, deactivate, and run services. It also includes software running in the vehicle that provides information about the vehicle, including accelerometer data and vehicle CAN bus data, such as vehicle health information and sensor data.

ABOUT AERIS:

Aeris is a pioneer and a leader in the market of the Internet of Things with a proven history of helping companies unlock value through connected technologies. We strive to fundamentally improve business performance by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, the Aeris Fusion IoT Network™ and the Aeris Mobility Suite span the IoT technology stack—from global connectivity to application services.

Visit www.aeris.com or follow us on Twitter @AerisM2M to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

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