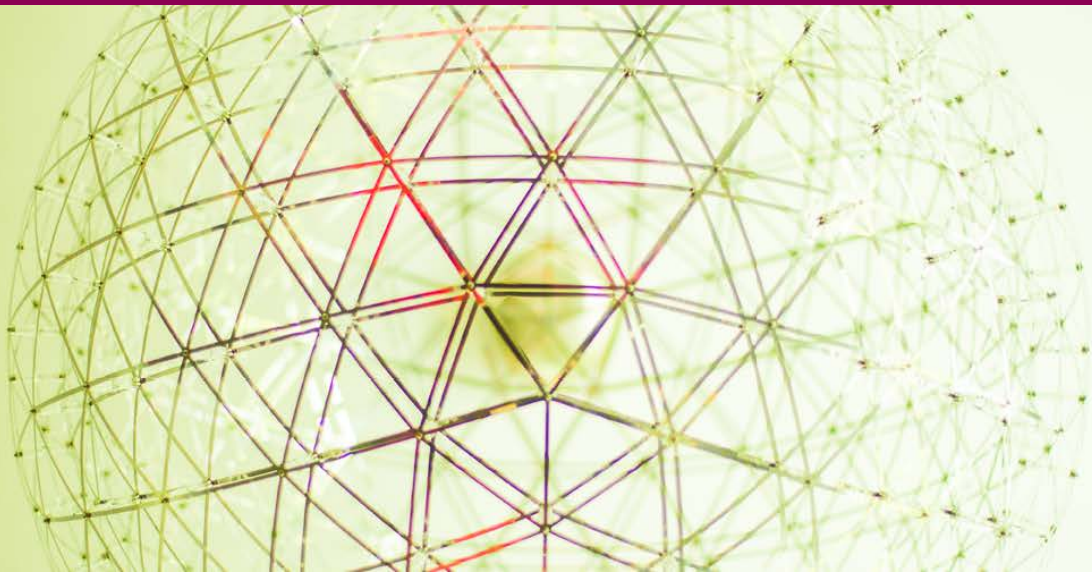


Aftermarket /Accessories



Challenges & Solutions in the Aftermarket

OEMs and their suppliers are facing regulatory challenges when it comes to the so called aftermarket. Spare parts including services have to be provided for a certain time period; various accessories, parts like tuning equipment is marketed as such and put on the market in numerous countries.

Provision and marketing of these products requires detailed knowledge on regulatory obligations from the OEMs and their suppliers.

- What are the (legal) requirements regarding material compliance and substance restrictions?
- Which certifications or type approval and standards are required?
- What are the labelling requirements for the different markets?
- Are there further information requirements?
- Do I have any reporting and or take-back obligations when placing products on the markets?

Requirements can be found in different types of legislation such as chemical, safety, environmental or technical regulations. OEMs and their suppliers need to find a way through the jungle in order to determine the relevant obligations their products are finally in scope. It is important to mention that the monitoring of those regulations is currently not possible in other systems like IMDS. Nevertheless, all the relevant information regarding the product constitution owned by the stakeholder can be

extracted from IMDS over a special interface in order to be used for reporting goals by following the IMDS Terms and Conditions.

Besides the well-known single markets like the EU, EEA etc., single countries often do have special requirements when it comes to placing products on their market. In the field of obligations regarding end-of-life like Waste of electrical or electronic equipment (WEEE), packaging or batteries, even in the big single markets, these obligations are defined individually by each member state or region.

It is not only the challenge, to determine, define, learn and implement these requirements – they also must be monitored on a regular basis in order to constantly produce and market compliant products.

The challenge

There are numerous challenges a solution has to consider:

- Various type of products
- Dissenting definitions of products in scope
- Obligations based on position / role in the supply chain

Platform solution

The solution can be based on the following structure:

- Material scope (products and uses)
- Type of legislation (Product design, certification/labelling, reporting and take-back, waste)
- Area of legislation (Global, regional and local)
- Obligatory or voluntary

The goal of the platform is to provide information needed to market a product in a certain country.

Therefore, the platform has the following functions:

- Subscribe to a defined point of interest (region, legislation, product type, restricted substance lists,...) and push information changes to the subscriber
- Framework for service providers to offer information services
- Identify, secure and track all information provided
- Track usage of the platform and support transactional invoicing
- If the regulatory content is provided on a pay per use basis, secure a valid contract situation
- Provide archive information and retrospective checks on demand

Users of the platform shall be able to access potential relevant legislation including a summary of the key contents and obligations based on their product, its use and the area of concern. Text of legislation shall be for download in original language and, if available, in English.

Information shall support companies determining if there is relevant and applicable legislation in place in target countries. Users can subscribe to certain product/material groups or regions in order to get update notices when changes of existing legislation or new legislation is published or comes into force.

Management Structure

This project was set up at the suggestion of some iPoint customers. We, at iPoint, have recognized that this topic is crucial in many companies. To be able to implement our project and reach out to more participants, it is essential to create a structure that can take operational as well as financial decisions.

A possible management structure could consist in the following entities:

- **Inner circle:** it is built with the companies, who initialized this project together with iPoint. This group brings together experts who have deep knowledge in the aftermarket processes and requirements. They provided us with important input and information which were able to move forward with this vision. The Inner Circle is responsible for all strategic and financial matters.
- **Steering Committee:** this second entity is responsible for the implementation of the project. At this stage the structure of this second entity is yet completely open. We are searching for companies which are interested in actively participating in this project.

When you feel approached, please contact us:

hans-gerhard.lang@ipoint-systems.de - Tel: +49 7121-14489-630

geraldine.allex-reisigl@ipoint-systems.de – Tel: +49 7121-14489-690