



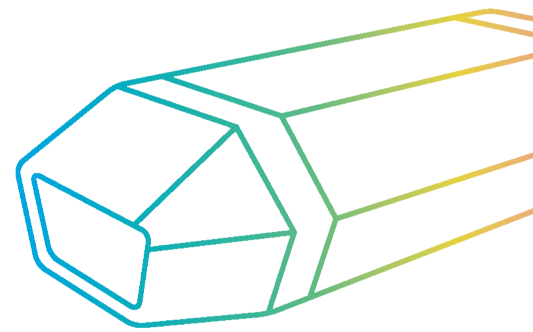
BATTERY DIAGNOSTICS



AVILOO
CASE STUDY

UTILIZING AVILOO BATTERY DIAGNOSTIC FOR EV-REMARKETING

We offer our car dealer customers more than just a mere test. We actively enhance their business, strengthen their market position, and elevate the level of service they provide to their customers. Our car dealer partners can now substantiate the battery quality of their electric vehicles, ensuring transparency for their clientele. The impact is tangible in their performance metrics, ultimately boosting their sales.



CONNECT TO DETECT

AVILOO.COM

OBJECTIVE:

Our clients within the EV remarketing sector consist of successful companies, either entirely or partially dedicated to electric vehicles. They approach us with a shared purpose – to establish themselves as highly professional enterprises offering vehicles of proven quality.

Ensuring safety during the purchase of used electric vehicles is paramount for anyone interested in this market. Sellers of used electric vehicles recognize this imperative and seek to deliver maximum transparency, leaving nothing to chance. Beyond enhancing vehicle quality and fostering customer trust, which directly leads to increased sales, sellers of used EVs also require market analysis and predictive assessments to understand the evolving landscape in the electric vehicle sector. These insights serve as a foundation for critical strategic decisions, including the timing and selection of electric vehicle types and models to be offered. The term SoH stands for „State of Health“, i.e. the state of health of the battery of an electric or plug-in hybrid car.

METHODOLOGY:

AVILOO offers a comprehensive suite of services tailored to the needs of used vehicle sellers. Our signature FLASH Test, currently the fastest battery test available, enables the rapid screening of numerous vehicles within a short timeframe.

This test delivers a battery condition analysis in just three minutes, presenting the results in numerical values through the independent AVILOO Report. Its exceptional quality has been endorsed by the European Remarketing Association (CARA).



The FLASH Test is user-friendly and can be conveniently conducted on-site by our clients, eliminating the need to move the vehicle. The OBD device used for testing, the AVILOO Box, is lightweight and ensures safety during the process. Notably, the FLASH Test can detect battery defects down to the cell level, providing invaluable insights for used vehicle sellers.

METHODOLOGY:

Our clients recognize the significance of selling thoroughly tested vehicles, as they too value the security that comes with purchasing a vehicle intended for resale. Consequently, our clients perform these tests when considering vehicle acquisitions, influencing their purchasing decisions.

During the sales process, our clients prominently communicate that they are selling tested and inspected vehicles. Notably, AVILOO technology is distinguished by its independence, neutrality, and precision. Some clients incorporate the AVILOO Report as part of the vehicle description on their online platforms, while others choose to display the achieved AVILOO Score. In all cases, they provide a certificate of vehicle quality upon completing a sale.

For long-term planning and strategic decisions, our clients leverage our analyses and predictive market assessments of the electric vehicle sector, enabling them to determine their future business directions.

RESULTS:

Based on the surveys we conduct with our clients, we have observed several notable improvements in their businesses:

1. Expedited Sale: Tested vehicles sell quicker compared to their untested counterparts.
2. Enhanced Value: Tested vehicles fetch higher prices in the market (depends also on several other factors, such as the strength of competition).
3. Boosted Trust and Reputation: Client trust and the overall image of the company experience growth.
4. Purchase Confidence: Clients have greater confidence when buying a vehicle intended for resale.
5. Reduced Complaints: The number of complaints decreases significantly.
6. Overall Revenue Increase: The application of vehicle testing has led to an overall increase in income, driven by the varied impacts of the testing process.



"AVILOO's team is great, and we are really enjoying working with them! They listen to our needs, provide solutions, and create transparency with their Battery Certificates. By showing our customers the true health of the battery, our customers know what they are buying which makes them choose Carla."

Axel Lindner, COO of CARLA

**"It is very easy to use and very effective".
 "You can't make mistakes with AVILOO"
 "Automatically receiving report by email is great!"
 "This is all we are looking for in terms of battery testing"**

Clients, technicians in the field

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