



By OE Tech
Opti-Aim
Your Calibration Tool

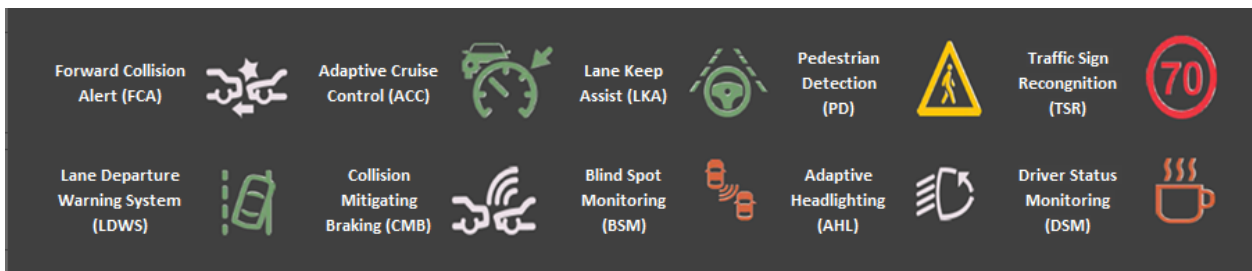
FAQs

1. What is ADAS?

ADAS stands for Advanced Driver Assistance System. It is a rapidly growing new technology that includes systems to help the driver in the driving process. When designed with a safe human-machine interface they should increase car safety & more generally, road safety

Features can include:

- a. Lane Keep Assist
- b. Lane Departure Warning
- c. Forward Collision Alert
- d. Blind Spot Monitoring
- e. Park Assist
- f. Adaptive Cruise Control
- g. Adaptive Headlights
- h. Forward Collision Mitigation / Smart City Brake



2. What is calibration?

Calibration is the process of returning a vehicle's ADAS to OEM specifications

Calibration is necessary after a new glass installation, particularly a windshield with a camera mounted to it, to ensure that the ADAS features continue to function properly despite having been moved during installation

3. What impact is ADAS having on the auto glass industry?

It is forecasted that the number of replacements with windshield-mounted sensors will increase to 3,000,000+ by 2020

As of September 2015, 10 auto manufacturers committed to making Automatic Emergency Braking a standard feature on all cars. These manufacturers accounted for ~57% of US auto sales in 2014

As of December 2015, NHTSA is adding ADAS to their New Car Assessment Program (5-Star Safety Rating) & vehicles must have ADAS to receive a 5-Star rating



4. Why do we need to be able to perform calibration?

A vehicle's computer relies on the cameras/radars/lasers used by the ADAS being in the correct alignment to function properly, but does not automatically adjust them itself

Calibration guides the vehicle's computer & ensures these systems are working properly

When a windshield is replaced, the camera should be removed from the bracket & unplugged from the car. After the replacement is completed, the camera needs to be reattached & recalibrated. If this is not performed by the installer, consumers will have to go to the dealer to have the vehicle calibrated*

*Even a camera that has not been unplugged from the car needs to be recalibrated to ensure proper functionality of the ADAS features & minimize the potential liability of the installer

It is important to consider the impact that not offering calibration could potentially have on your business

5. What is Opti-Aim™?

Opti-Aim™ is the first after-market glass calibration tool. It is a complete calibration solution that allows glass installers to offer a full calibration service to their customers

6. When will Opti-Aim™ be available?

We are currently taking pre-orders & Opti-Aim™ will be available for purchase in first quarter 2017*. Interested customers should visit www.PilkingtonClearAdvantage.com/OptiAim to sign-up for our pre-order**

*This date is subject to change

**Signing up for our preorder does not guarantee a specific date of purchase for Opti-Aim™ (based on availability & eligibility)

7. What will happen if a vehicle is not calibrated?

If a car's ADAS is not properly calibrated, the system may not function safely

If the cameras/radars/lasers on the vehicle are off by even a few millimeters they may not give accurate readings and the system may not function properly, leaving the installer with potential liability

8. How long does calibration take?

Depending on the type of calibration & the specific vehicle, calibration can take anywhere from 15 minutes to 1 hour





9. What do we do if a consumer doesn't want us to calibrate their vehicle?

If a consumer chooses not to have you calibrate their vehicle after an installation, remind them that their ADAS features may not function properly without the calibration and encourage them to reconsider having it done by you, or at least by their dealer

You may choose to ask any consumer who does not want the calibration sign a statement acknowledging their decision & that they understand the potential risks involved in not having their vehicle calibrated

10. What is the additional liability that I may incur as a result of doing calibrations?

There is less risk in calibrating cars with ADAS cameras than the risk associated with replacing the windshield and not recalibrating the camera

The only way to avoid risk altogether is to not replace windshields with ADAS features. Which given the predicted growth of this technology - is not advisable.

11. What do I do if I have more questions about Opti-Aim™?

There are 3 ways to contact Pilkington with questions about Opti-Aim™:

- a. For most general inquiries, call the Opti-Aim™ support line at 844-660-0400
- b. For more detailed inquiries, email the Opti-Aim™ support team at OptiAimSupport@nsg.com
- c. For purchasing questions, contact your Pilkington Sales Representative

