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Aeris Communications

**TOP
CONNECTED CAR
SOLUTION
PROVIDERS - 2020**

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*The annual listing of 10 companies that are at the forefront of providing
Connected Car solutions and transforming businesses*

AERIS COMMUNICATIONS

On A Mission to Provide End-To-End Connected Vehicle Technology

Automotive companies have their hands full with managing multiple brands, models, and the different kinds of technology needed to fit into each. With sensors and IoT software added into the mix, the hurdles in pushing new models into the production line have only grown taller. With so much already on their plates, it's no wonder that even the most well-established automotive companies find it challenging to keep up with the pace of change. Aeris Communications, which offers end-to-end connected vehicle technology, has found its calling within the automotive industry as a pillar of support to OEMs struggling with the adoption of new software for enhanced connectivity. Complex OEM operating environments encompassing business processes that are not strictly automotive, such as supply chain manufacturing and post-sales support, require specialized solutions that can be easily integrated.

Aeris' modular, end-to-end software suite for the connected car sets the company apart. The Aeris Mobility Suite provides automotive companies with the software components required to build and monetize a global connected vehicle program addressing on-demand services, car sharing, fleet management and over-the-air (OTA updates)—across multiple regions, brands, models, and model years. Starting with designing software and networks that migrate data from the vehicle to the cloud, to providing back-end cloud service support for said software; the mobility suite simplifies the deployment for auto OEMs and dramatically accelerates time-to-market. "Our entire technology stack runs on the cloud and is cloud-agnostic. It can run on any cloud structure, public or private, giving the auto company the flexibility and autonomy to move into whichever cloud they please," says Raj Kanaya, GM for Auto at Aeris Communications.

"The Suite" enables OEMs to deploy new connected vehicle applications as fast as technology companies deploy new smartphone apps. With first-generation vehicle solutions, not architected for service velocity, it can take as much as nine

months or even a year to introduce a new application. Thanks to its modular microservices architecture, Aeris' mobility suite cuts that time down to a mere 90 days, or less even. The suite's service delivery architecture is reinforced with military-grade security at network, transportation, and application data layers, while providing best-in-class power management to preserve battery life.

Kanaya says, "Our business model is to be a long-term strategic supplier to our customers." Since Aeris works closely with OEMs, firmly tied in with their vehicle systems and technology, the company's work closely resembles a helping hand as opposed to a supplier at arm's-length. Aeris teamed up with Volkswagen Group of America to create Ventic LLC—the fruit of a long-term commitment between the companies in developing connected vehicle platform technologies. Ventic offers a highly customizable approach to Volkswagen's specific requirements, giving Volkswagen the ability to manage the connected car program on a single platform while preserving the ability to deploy solutions that differ based on region or vehicle model. The software is currently live across VW's model year 2020 vehicles.

With millions of vehicles manufactured by large automotive corporations globally, the mobility suite makes it possible for automotive companies to keep pace with the latest trends in software engineering, data monetization and consumer services. "Aeris takes care of the connected car software infrastructure so that our customers can stay focused on their brand and their bottom line," asserts Kanaya. The modular platform is built to be used by multiple companies at various stages along their IoT journey—whether they are just starting out with their first connected car program, upgrading existing infrastructure to accelerate feature velocity or to improve the customer experience, or adding monetization services on top of a high-functioning platform. "Our singular goal is to give car companies the tools needed to win in a connected world," added Kanaya. 

