# How the landscape will change – AUTOSAR from basic software suppliers' point of view

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# Motivation

**AESAS**
Association of European Suppliers for Automotive Software

- One major goal of AUTOSAR:  Common basic software for all domains and all car platforms.

- Specific components of different software suppliers shall be combined → Need for a close cooperation among software suppliers.

- Besides technical aspects several legal and commercial questions have to be answered as well.

What can the Automotive Software Suppliers do to make AUTOSAR not only a technical but also a business breakthrough?

# Some Open Questions…

Association of European Suppliers for Automotive Software

❑ How can software suppliers subcontract each other in order to provide one face to the OEM or Tier 1?

❑ How to handle liability issues?

❑ How to protect each party's IP?

❑ Can we negotiate subcontracting from scratch in the period between the RfQ and Quote?

# Facing the Challenge

❑ These challenges cannot be solved in bilateral discussions only.

❑ It is like embarking into a "Neue Welt" (new world), where the best blend of ideas and concepts must converge in the best interest of the automotive industry.

# Our Proposal…

**A**ssociation of **E**uropean **S**uppliers for

**A**utomotive **S**oftware

(AESAS)

❑ AESAS is an industry association of companies that develop and distribute software and related services to the automotive industry.

# AESAS Founding Members

# Goals

Association of European Suppliers for Automotive Software

- ❑ Cooperation with automobile manufacturers, Tier 1 suppliers and technical consortia

- ❑ Representation towards the public, the authorities, and other industry associations

- ❑ Interchange of experience, information and know-how

- ❑ Supporting the position of the members

# Benefits for the Automotive Industry

❑ Cooperation among the members as well as with OEMs and other suppliers
  – Discussion platform for trends and solutions
  – Discover problems and suggest resolutions

❑ Support of technical consortia (e.g. AUTOSAR)
  – Supplement and round up the existing efforts
  – Organize and structure the framework for an economically efficient implementation of technical specifications

❑ Improvement of the quality of embedded software
  – Software interface specifications and certification
  – Support of industry standards (e.g. IEC 61508)
  – Development of AESAS recommended practices including appropriate certifications

# Further Benefits

- ❑ **Guidelines for provisions on the delivery of software**
  - – Warranties and liabilities
  - – 3rd party rights

- ❑ **Guidelines for the protection of know-how and intellectual property (IP)**
  - – Provisions for disclosure of source code
  - – Escrow agreements

- ❑ **Group insurance contract for the members**

- ❑ **Reduce costs for legal consultancy**

# AESAS' Next Activities

❑ Start the discussion with interested AUTOSAR members:
  – IP-Protection: source/object code; pros and cons
  – Long-term maintenance: find a cost-effective approach
  – Liability: find feasible solutions for multi-party projects

❑ Inside AESAS
  – Set-up an information exchange net (not all members can efficiently work in all AUTOSAR work packages at the same time)
  – Start the discussion about AESAS recommended practices
  – Show the interoperability of selected modules of different members
  – AESAS will present solutions

# Contact

❑ Questions?

❑ Contact AESAS:

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