

Many ask us “What’s the difference between the AirPro & Astech?” The founders of AirPro (Lonnie Margol & Chuck Olsen) were also the inventors and founders of the Astech device back in 2010. They were committed to address the shortcomings of the Astech aftermarket communications device by developing the AirPro OEM compliant scan-tool to meet the needs of body shops confronted with the continuously evolving technologies of today’s vehicles.

Some of the differences are listed below as well as in the diagram provided.

## Comparison

## AirPro Astech

	AirPro	Astech
Scan Tool is Connected Directly to the Vehicle	Yes	No
Live OEM Software “Resident” Capable of Utilizing OEM Approved SAE J-2534	Yes	No
Modifies and Translates Vehicle OEM Output Data to TCP/IP Language for Transmission Over the Internet	No	Yes
“10 Minute Response Pledge”	Yes	No
Ability to Perform Basic System Calibrations	Yes	Yes
Ability to Perform In-House ADAS Calibrations (with targets)	Yes	Limited
Able to Program and Flash Modules In-House	Yes	Limited
Cloud Based Diagnostics Management System	Yes	Unknown
Skills Based Routing to OEM Brand Specialists	Yes	Unknown
Services all 2019 and Prior Year Vehicles (except Tesla) No Excuse Chart!	Yes	No
Records All Scanning, Programming and Calibration Screen Sessions and Audio (optional)	Yes	Unknown
Quantifiable Cycle Time and Comeback Reductions	Yes	Unknown
AI (Artificial Intelligence) Enabled	Yes	Unknown
Totally Wireless Service via WiFi (programming, calibrations and road testing)	Yes	Limited
Evergreen Warranty – Tool Replaced When Hardware Improvements are Made at No Cost	Yes	No
Delays Scan Tool and Vehicle Data Responses by Adding Negative Response Codes into Data Stream Which Can Skew Results	No	Yes

Note: Compiled with assistance from the [2018 PTEN Scan Tool Guide](#)

In 2016 at the Vancouver Canadian Collision Industry Forum (CCIF) the results of a scan tool comparison test on a Toyota were delivered to the attendees. Among the results was a chart illustrating the ability of the tools to communicate with vehicle modules. Tools tested included the OEM scan tool, the Astech (OE Assisted) and an aftermarket tool. Below indicates the codes that were missed. One of the most important functions of a scan tool is to identify safety system failures. Astech missed an Airbag safety system code B1831 OPEN IN CURTAIN SHIELD AIRBAG (D SEAT SIDE) SQUIB CIRCUIT SRS. In addition, it also missed code C1280 engine circuit malfunction in the 4wd control ecu.

## Scan Results – Vancouver 2016

DTC	OE	OE ASSISTED	AFTERMARKET
<b>ENGINE AND ECT</b>			
P0335	X	X	X
P1304	X	X	X
P1603	X	X	X
P1604	X	X	X
P1605	X	X	X
<b>FOUR WHEEL DRIVE</b>			
C1280	X	X	X
C1337	X	X	X
<b>AIR CONDITONER</b>			
B1423	X	X	X
<b>SRS AIRBAG</b>			
B1801	X	X	X
B1802	X	X	X
B1803	X	X	X
B1806	X	X	X
B1807	X	X	X
B1811	X	X	X
B1813	X	X	X
B1816	X	X	X
B1831	X	X	X
B1836	X	X	X
B1861	X	X	X
B1901	X	X	X
B1906	X	X	X
B1941	X	X	X
<b>BLIND SPOT MONIOTR MASTER</b>			
C1A84	X	X	X
<b>MAIN BODY</b>			
U0100	X	X	X
U0101	X	X	X
U0151	X	X	X
U0201	X	X	X
U0202	X	X	X
<b>ABS/VSC/TRAC</b>			
C1441	X	X	X
<b>AIR CONDITIONER</b>			
B1423	X	X	X
<b>DRIVER DOOR MOTOR</b>			
B2312	X	X	X
<b>SMART KEY</b>			
U0142	X	X	X
U0155	X	X	X
<b>PASSENGER DOOR MOTOR</b>			
B2312	X	X	X

Looking for a comprehensive solution and a strong, proven partner capable of servicing all late model vehicles as well as quickly meeting the demands of the future?

- **Full Vehicle Service Features**

Pre/Post scans, programming and calibrations. Few tools can perform ADAS calibrations, fewer yet programming events. Our Windows based tablet included with the AirPro allows for our ASE Certified technicians to download the most current OEM software applications for services. No additional VCI cables or laptops are needed. Therefore, the breadth and depth of our coverage is superior to any aftermarket scan tool and all other scanning devices.

- **Current Model Year Coverage**

Most scan tools only cover full functionality up to 2018 and some 2019 vehicles. With the use of live OEM software loaded onto the AirPro, our complete solution covers all current model year vehicles (2019) and goes back to 1996 models\*\*. If the dealer has the software, so does AirPro.

- **“10-Minute Response Pledge”**

Other remote diagnostic company’s response times are often in the 45-60 minute range. Time is money!

- **Cloud-based “ORION” Enterprise Diagnostic Management System**

Most tools will provide a .pdf report/document but no mechanism to store, manage, consolidate and build reports which can be accessed (with proper credentials) from any device worldwide. *ORION* also performs skills-based routing to ensure a qualified “brand-specialist” is quickly servicing your vehicles. Additionally, all full-feature scan sessions and phone conversations are programmatically recorded, tagged and stored for future reference and validation at the client’s discretion\*\*\*.

- **Scan Tool and OEM Software “Resident” at the Vehicle**

All vehicle manufacturers’ scan-tools are engineered and designed to be directly connected to the vehicle utilizing their most current software. Few tools have the capabilities to perform OEM software downloads. In order to do so a laptop and VCI cable is needed as well as management of the OEM subscriptions for each manufacturer. The aftermarket communication interface device, (Astech) does not have these capabilities and is therefore **NOT** validated as OEM compliant.

- **Uniquely Qualified ASE Certified Technicians**

Our technicians perform in-depth vehicle data analysis and test all pids and modules. Our certified technicians service the entire collision event, not just the deciphering of DTC codes.

- **ADAS Calibrations Library**

AirPro clients have access to our extensive OEM library of ADAS specifications by vehicle make/model with the targets and vehicle set up requirements. We train our customers on the initial set up and then perform the calibrations remotely connected to our tool. Because of the fluctuations in internet connectivity, Astech is limited in its ability to remotely perform many ADAS calibrations. Most other aftermarket tools have limited capabilities on ADAS as well.

- **Cycle Time / Sublet Expense Reduction**

Our patented solution significantly reduces cycle time and the need for sublet dealership repairs or calling in mobile diagnostic specialists. Our research indicates we can save minimally 50% over typical dealer sublet invoice costs.

\*\* As of 1/7/19 Kia, Hyundai and Porsche have not adopted the SAE J-2534-2 scan-tool functionality but are expected to in 2019.

\*\*\* These features can be disabled at client’s request.

To ensure our services are adjusting to the ever-changing complexity of vehicles, AirPro Diagnostics continues to invest in and research new technologies as well as actively participate in a number of North American conferences (ETI, CIC, CIECA, NASTF) to ensure our tool and services meet the needs of the collision repair community for a safe and complete repair.

**OUR SOLUTIONS:**

**The AirPro** is a hybrid, all-in-one, ADAS ready scan-tool comprised of a: 10.8" Windows10 tablet, a high-level, OEM sourced proprietary scan-tool and a SAE J2534-2 device to interface with OEM direct software on demand.

**The EuroPro** is a more powerful hybrid, all-in-one, ADAS ready scan-tool comprised of a: 12.3" Windows10 tablet, a high-level, OEM sourced proprietary scan-tool and a SAE J2534-2 device to interface with European focused OEM direct software on demand. The extra processing capabilities of the EuroPro gives us the option to utilize more resource intensive applications with dealer-level programming permanently installed for Audi / VW, BMW / Mini Cooper, Volvo, Jaguar, Land Rover and Mercedes.

**The FieldPro** is our mobile solution which consists of a small, hand-held, dongle style VCI (vehicle communications interface) for connection to the vehicle's DLC port and is operated with an application that is loaded on an IOS/ Android phone or tablet. Results are uploaded to **ORION** and immediately viewable for our highly skilled specialists to analyze and deliver a full report within minutes.

**EverGreen Warranty** - In order to ensure repair facilities, have access to the latest available scan tool hardware and software for long-term success, AirPro Diagnostics agrees to upgrade the tool at no additional charge when critical or necessary hardware updates are made.

**Estimating system integration**, CCC Secure Share, Mitchell, Audatex (in process)