

# ADAS Calibration Maturity Curve

## INSTRUCTIONS:

Print out or fill in this assessment to find out where you land on the ADAS Calibration Maturity Curve

CALIBRATION CAPABILITY	POINTS ASSIGNED	MY SCORE
<b>1. Which best describes how your shop currently handles ADAS calibrations?</b>		
We outsource all ADAS calibrations	0	
We perform some ADAS calibrations in-house, and outsource the rest	3	
We perform most ADAS calibrations in-house but are still refining processes	5	
We have a fully optimized calibration process that maximizes margin	10	
<b>2. Do you have technicians dedicated to ADAS calibrations? (Select ONE)</b>		
Yes, full-time staff	10	
Yes, but part of another role	5	
No dedicated staff	0	
<b>3. Are you receiving ADAS calibration sublet work from other shops in your area?</b>		
Yes	10	
No	0	

DOCUMENTATION & COMPLIANCE	POINTS ASSIGNED	MY SCORE
<b>4. How do you currently access OEM calibration procedures?</b>		
Internal SOP library / saved procedure printouts (if selected)	10	

TOOLING & EQUIPMENT	POINTS ASSIGNED	MY SCORE
<b>5. Do you have a dedicated space or bay for ADAS calibrations?</b>		
Yes	10	
No		
<b>6. How do you perform the following types of calibration work? (Perform this type of work NET)</b>		
Pre scan / Post scan	1	
Dynamic calibrations	3	
Static calibrations (using a target)	5	
Module programming	10	

WORKFLOW INTEGRATION	POINTS ASSIGNED	MY SCORE
<b>7. Do you use dedicated workflow software to manage ADAS calibrations?</b>		
Yes, integrated into our main system	10	
Yes, standalone ADAS software	5	
No	0	

REVENUE CAPTURE / MONETIZATION	POINTS ASSIGNED	MY SCORE
<b>8. How do ADAS calibrations contribute to your overall profitability today?</b>		
1 – Incurring losses	0	
2	0	
3 – Break even	5	
4	8	
5 – Profit generator	10	
<b>9. How much does your shop ‘take home’ from your ADAS calibration revenue per vehicle after expenses, taxes, etc.?</b>		
Less than \$50	2	
\$50 to less than \$100	4	
\$100 to less than \$250	6	
\$250 to less than \$500	8	
\$500 to less than \$750	10	
\$750 to less than \$1,000	10	
\$1,000 or more	10	

	TOTAL POSSIBLE POINTS	MY SCORE
	<b>90</b>	

SCORING YOUR RESULTS				
<b>Basic</b>	<b>Emerging</b>	<b>Established</b>	<b>Advanced</b>	<b>Leader</b>
(0-39)	(40-59)	(60-69)	(70-79)	80+