

NEW AUTOSAR PARTNERSHIP SIGNIFICANTLY ACCELERATES TIME TO MARKET WITH MAAZ



HIGHLIGHTS

Talent shortage solved – 10 FPT engineers rapidly formed a core system safety and security team.



Reduced time to market: Product release on vehicle every 2 months (Production release ready every day).



Reduced consulting costs by 70%.



OUR CLIENT

The automotive industry is witnessing the domination of in-vehicle software development. Trends such as changing consumer behaviors, the rise of digital demands, and labor shortages are adding more challenges to automotive players, forcing them to accelerate innovation. Embracing innovation with the support of technology service providers becomes the key to better competing with global rivals, especially with their tremendous investment in technology. Dealing with increasingly complex issues, car OEMs also look for higher world-class standards in their vendors:

Superior software capability:

Advanced technical knowledge and experiences in in-vehicle software development are the top-of-mind criteria when deciding to establish partnerships.

Strong commitment to

delivering high-efficient solutions with optimization in cost and time-to-market.

Abundant human resources:

An accessible pool of highly-skilled automotive software engineers can implement, track, and support every part of the collaboration.

Our client, a Swedish multinational manufacturing corporation has chosen MAAZ, an AUTOSAR solution from FPT Software, to take steps in addressing these problems. The client is among the world's largest car manufacturers with over 200 USD billion in annual revenue and a long history dating back to 1911. FPT Software is honored to strategically partner with them in the journey to conquer AUTOSAR technology.

THE BUSINESS NEEDS

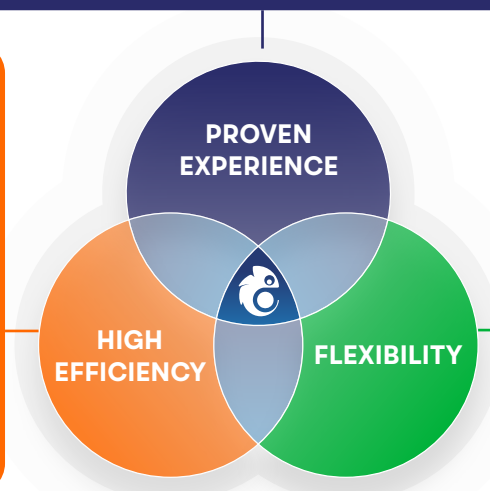
The client desired to be consulted and then develop safety and security development for their vehicles, which could be listed generally as Watchdog Safety, vector MICROSAR SMI, and ECU cybersecurity controls. MaaZ was proudly trusted to accompany our client on this mission for exhibiting solid capabilities, with proven experiences, high efficiency, and flexibility to complete this important task:

- **12+ years** of experience in Platform (MCAL, BSW, SWC, Microcontrollers), Tools, Safety, R&D, etc, which comply with ISO26262 A-SIL A/B/C/D and A-SPIICE Level 3.

- **End-to-End Turnkey Solution** with ready-made platforms, tools, and services accelerating the AUTOSAR transformation.
- **CI/CD/DevOps** as the de facto standard.
- **500+** AUTOSAR experts.

Efficiency =
Time to market x Cost x Quality

- **Big pool of software engineers** working in parallel (5,000 automotive software engineers) for shorter time-to-market
- **Optimal cost competitiveness** with offshoring to Vietnam & presence in 27 countries.
- **Secure and high-quality software services** based on experiences with the world's top chipmakers, tier-1 automotive suppliers, and OEMs.



- **Adaptive** to frequent changes in requirements.
- **Flexible & scalable working model:** on-site, offshore & dual shore.
- **Flexible business models:** onshore, offshore, hybrid & even BOT (Build-Operate-Transfer).

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THE CHALLENGES

Talent shortages with a large scope of work were the primary issue. FPT engineers were expected to do all critical tasks for safety and security software, from consultancy to implementation. Moreover, aimed to save time and cost as much as possible but still deliver the highest quality, our team needed to reconcile the budget and workforce logically, overcoming barriers by differences in languages and time zones between Vietnam and Sweden.

SOLUTION

01 **End-to-end** safety and security development consulting and implementation was chosen as a priority to solve a significant issue:

- ◆ **About Safety**, FPT engineers started from scratch: to refine safety concepts and create safety cases, then perform analysis & configuration for tracking and optimization. Our team also implemented vector MICROSAR SMI, Watchdog Safety, etc.
- ◆ **About Security**, MaaZ offers various Security services, including Testing and Secure platform, Secure in-vehicle communication. MaaZ supported component TARA, revised security requirements, created security cases, and implemented ECU cybersecurity controls for our client.

02 **An offshore team of 10 engineers** was formed to take on the core system and security. Chosen from MaaZ's 500 AUTOSAR experts, our team implemented this project ultimately from Vietnam, exhibiting both technical and practical communication skills to operate the project under control. Furthermore, 5,000 automotive engineers were on standby to provide further assistance.

VALUES

Recurrent product release:

Products were ready every day and released on vehicles periodically every 2 months. Despite lacking resources, our engineers devoted 100% of their time and mind to constantly delivering a high-quality service for our client.

The cost saved by 70%:

Thanks to FPT's offshore working model, consulting fees and other relevant expenses were cut down significantly while remaining quality.

Committed and accessible workforce - a fixed core team works in parallel with 5,000 automotive engineers, and 500 AUTOSAR experts always standing by.

DISCLAIMER

FPT Software is a global technology and IT services provider headquartered in Vietnam, with more than USD 600 million in revenue in 2021 and over 25,000 employees in 27 countries. As a pioneer in digital transformation, the company delivers world-class services in Smart factories, Digital platforms, RPA, AI, IoT, Cloud, AR/VR, BPO, and more. It has served 1000+ customers worldwide, a hundred of which are Fortune Global 500 companies in Automotive, Banking and Finance, Logistics & Transportation, Utilities, and more.