Autorola
Group

AUTOROLA GROUP WHITEPAPER

Beyond Forecasting: Connected Decision-Making in Asset Value Management

How a connected operating model helps fleet, leasing, OEM and mobility organisations protect value, coordinate action and respond before market opportunity disappears.

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Autorola Group

Beyond Forecasting to Connected Decision-Making

Introduction

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Executive Summary

The European automotive market is no longer shaped by stable, sequential change. Electrification, OEM pricing moves, regulation and shifting buyer demand can move residual value expectations across markets and portfolios with little warning.

The challenge for fleet, leasing, OEM and mobility organisations is therefore no longer simply to improve forecasting. It is to convert market intelligence into coordinated action quickly enough to protect value.

This whitepaper sets out why Asset Value Management is becoming an enterprise capability: one that connects insight, portfolio exposure, operations, pricing, logistics, finance and remarketing into a continuous decision ecosystem.

Forecasting matters. Orchestration protects value.

A forecast creates limited value if operational readiness, pricing decisions and route-to-market execution cannot move at the same speed as the market.

Leading organisations need a proactive response system that turns market signals into coordinated decisions across the vehicle lifecycle.

The competitive advantage is shifting from isolated functional optimisation to connected decision-making: sensing changes early, prioritising exposure, acting through workflow and learning from realised outcomes.

The strategic shift

From predicting disruption to transforming insight into action before value is lost.

The operating logic is clear

Connected decision-making creates value through two reinforcing levers:

1 Value protection

Earlier visibility of RV exposure, market movement and timing risk.

2 Operational speed

Recommendations embedded into workflow so action is not delayed by handoffs.

1. **Sense** – Market, demand, pricing, vehicle and geography signals become visible.
2. **Prioritise** – Affected vehicles, powertrains, markets and disposal windows are identified.
3. **Decide** – Timing, market, price and channel are recommended consistently.
4. **Execute** – Readiness, pricing, routing and remarketing actions move through workflow.
5. **Learn** – Outcomes are compared with expectations to improve the next decision.

The goal is not more data in isolation. It is a repeatable way to turn market signals into proactive, coordinated response.

The Shift

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THE SHIFT

A more complex market requires a different response

Today, automotive markets behave less like independent national markets and more like a connected European ecosystem. A single pricing move, regulation change or demand shift can alter portfolio risk, disposal timing and cross-border opportunity.

What has changed

Market velocity

External shifts move faster than periodic planning and review cycles.

Powertrain complexity

BEV, hybrid and ICE assets follow different risk and demand curves.

Cross-border demand

The best buyer pool may not be the local default market.

OEM pricing behaviour

New-vehicle price moves can reset used-vehicle expectations quickly.

Operational dependencies

Inspection, logistics, readiness and sale timing now shape realised value.

Financial exposure

Residual value affects profitability, funding efficiency and portfolio resilience.

Governance cadence

Leaders need decision speed that matches market movement.

Data fragmentation

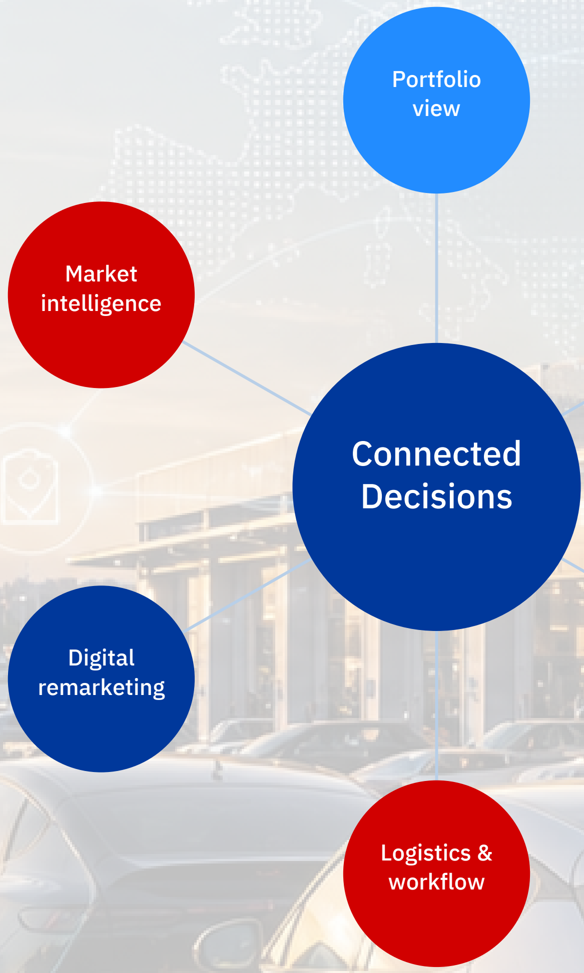
Insight loses value when it is disconnected from workflow and execution.

The issue is usually not capability. It is coordination.

Asset value is increasingly created, or lost, in the decisions made between functions.

From functions to a connected decision ecosystem

The opportunity is to connect the capabilities that already exist, so market intelligence, portfolio risk, operations and market execution continuously inform one another.



A proactive response system

A connected ecosystem turns market signals into coordinated actions: hold, inspect, refurbish, reprice, route, auction, export or escalate.

Explore

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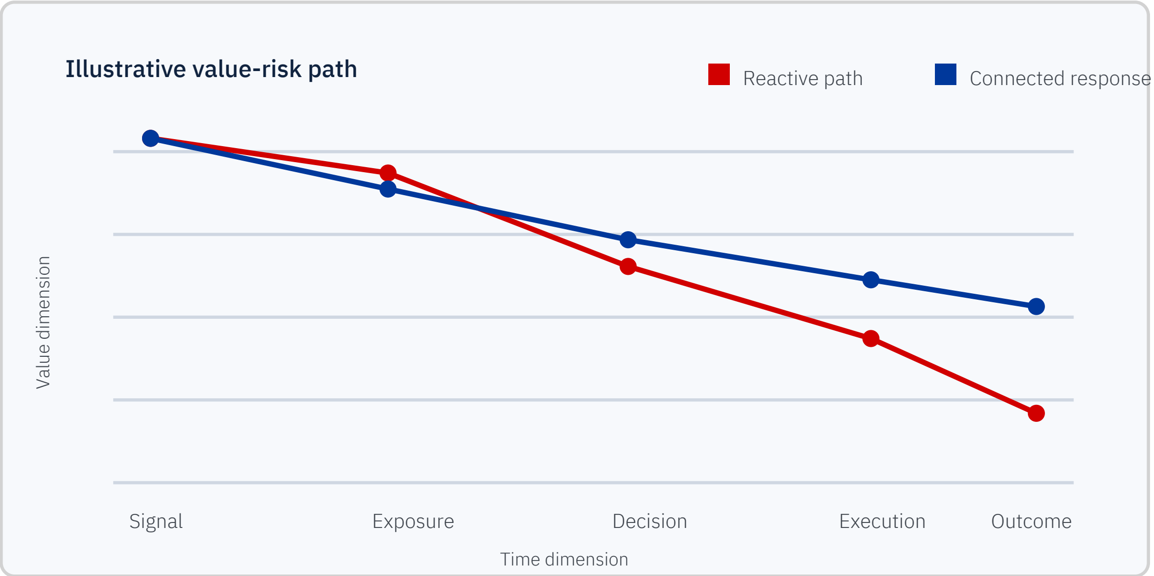
EXPLORE

From forecasting to decision orchestration

Forecasting remains essential. But a forecast does not protect value by itself. Value is protected when intelligence changes what the organisation does next.



What changes when the forecast is connected to workflow?

- Affected vehicles can be identified across the portfolio instead of reviewed manually.
- Alternative disposal markets can be compared before the default channel absorbs value loss.
- Inspection, preparation and logistics can be reprioritised before the sales window closes.
- Pricing and remarketing actions can be adjusted with a measurable outcome record.

The shift

From better predictions to faster, better-informed decisions across the vehicle lifecycle.

Case scenario: OEM price move on a high-volume EV

Situation

An OEM announces an unexpected reduction in the list price of a popular electric vehicle. Used-vehicle demand shifts, residual value expectations move and cross-border demand redistributes.

Traditional response

The organisation updates residual value forecasts and waits for the next review cycle. Disposal decisions remain tied to existing workflows and local-market defaults.

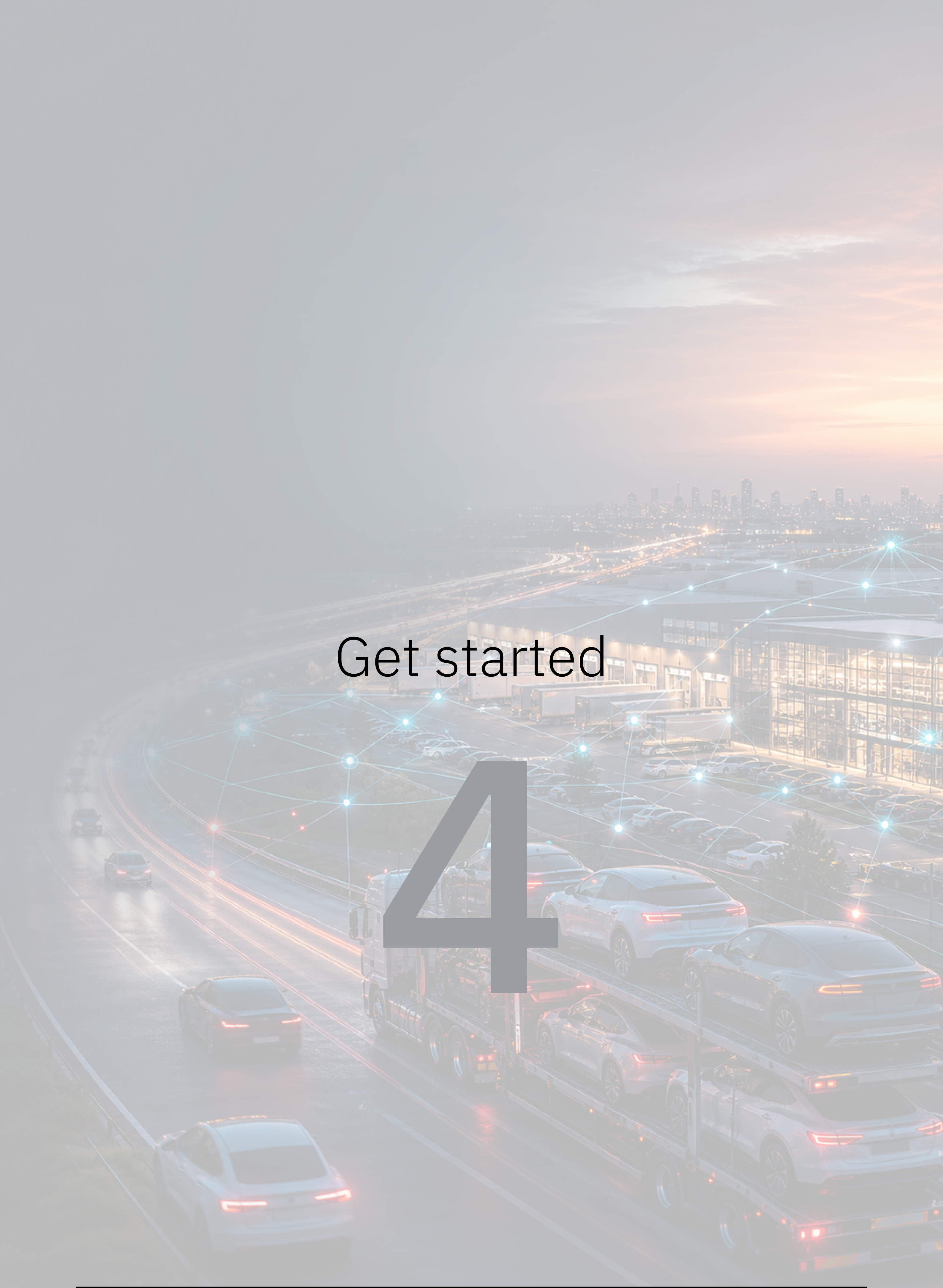
Connected response

The organisation identifies exposed vehicles, evaluates where demand remains strongest, reprioritises readiness, adjusts pricing, recommends alternative disposal markets and accelerates remarketing where appropriate.

Outcome logic

Value is protected because insight is connected to action. The organisation can respond while the opportunity still exists and compare realised outcomes against expectations.

1 Market signal — 2 Portfolio exposure — 3 Operational action — 4 Market execution — 5 Learning loop



Get started

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Self-Assessment: Are You Operating with Decision Advantage?

Answer yes or no:

1. We have real-time visibility of asset value exposure across portfolio, powertrain and market.
2. Market intelligence is connected to operational workflow, not reviewed in isolation.
3. Disposal timing is proactive and market-driven rather than reactive and administrative.
4. Vehicle readiness, pricing, logistics and remarketing teams work from a shared decision view.
5. We can compare local and cross-border opportunity before choosing the route to market.
6. We measure time from market signal to decision to action, and remove delays that create leakage.

If you answered no to 3 or more:
Your organisation may be seeing market change but reacting too slowly to protect value.

Before

Teams rely on spreadsheets, email approvals and historic assumptions. Vehicles move through the lifecycle, but market signals do not automatically trigger coordinated action.

After

- Value-risk vehicles are flagged early.
- Market, price and channel options are compared.
- Readiness and logistics workflows are triggered.
- Remarketing action is measured against outcomes.

Outcome

Faster decisions, better timing, stronger transparency and less value leakage.

Key Benefits of a Connected Decision Ecosystem

Benefit	Impact
Unified market and portfolio view	Earlier visibility of value exposure and opportunity.
Proactive decision-making	Faster, coordinated responses as conditions change.
Workflow-ready recommendations	Less manual interpretation and fewer handoff delays.
Cross-border route-to-market logic	Better alignment between vehicle, market, price and buyer demand.
Learning loop	Improved decision quality as outcomes are measured and fed back.

One Autorola ecosystem

Marketplace, Solutions and Indicata connected through Autorola Group to support the full vehicle value chain.

Your connected decision ecosystem - Powered by Autorola Group

Conclusion

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The Strategic Opportunity Ahead

As the European automotive market continues to evolve, successful organisations will not necessarily be those with the most data or the most sophisticated standalone forecast.

They will be the organisations that connect insight, operations and market execution into faster, better-informed decisions across the vehicle lifecycle.

Connected decision-making is not simply about operational efficiency. It is about protecting portfolio value, improving capital efficiency and building resilience in volatile markets.

Organisations that make the shift can:

- Respond faster to market change with coordinated action.
- Reduce residual value exposure by acting before risk is realised.
- Improve timing, market choice and pricing discipline.
- Strengthen governance with a clearer portfolio view of risk and opportunity.
- Create repeatable decision quality across markets, teams and partners.

The next evolution of Asset Value Management

From functional optimisation to enterprise-wide decision orchestration.

From insight to action

A connected operating model does not require organisations to replace every capability at once. It starts by identifying where market insight fails to become action, then connecting the decision path end to end.

1. **Expose**

   Create a live view of exposure by vehicle, market, powertrain and expected exit window.

2. **Define**

   Set decision logic for timing, market, price and channel so recommendations are consistent.

3. **Connect**

   Link recommendations to operational workflow, including readiness, pricing, routing and sale.

4. **Measure**

   Compare realised outcomes against recommended actions so models and governance improve.

Practical starting point

Start with the vehicles where timing, geography or powertrain exposure could materially change the outcome. Use that first use case to prove value, strengthen governance and scale confidence.

To discuss how Autorola Group can help connect market intelligence, workflow and remarketing execution across the vehicle value chain, contact us for a consultation.

www.autorolagroup.com

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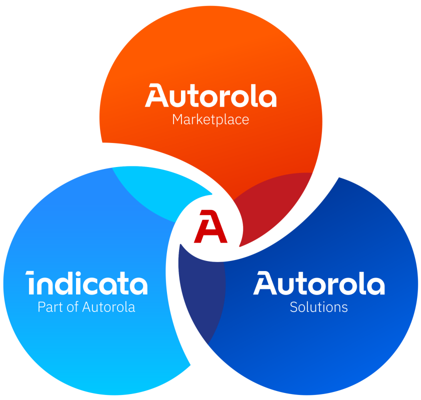
We provide solutions that help you connect insight, workflow and market execution across the modern vehicle lifecycle.



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