

Precision Diagnostics Calls Upon Autel to Succeed



by **Autobody News Staff**

For years, automotive diagnostics were a practical in-house function. A body shop could buy a couple of scanners and use them primarily to clear airbag codes at the conclusion of a repair and perform other basic operations.

Today, with an ever-increasing number of Advanced Driver Assistance Systems (ADAS) in all newer vehicles, diagnostics can easily cause nightmares for body shop owners and managers nationwide every night. It's often the same story — they took the car to the dealership three days ago and now the customer is calling.

Shops are now contracting out their automotive diagnostics to companies such as *Precision Diagnostics*, with two locations in Madison and Milwaukee, WI.

Precision Diagnostics features the only full-service OE-compliant calibration center in Wisconsin, and has eight service vehicles to do its mobile work. The company is fully invested in the finest equipment and tools on the market today, as well as hiring some of the top diagnosticians in the country.

One of Precision's main technical partners is Autel, among the world's leading manufacturers and suppliers of professional diagnostic tools, equipment and accessories in the automotive aftermarket since 2004.

By becoming a collision-sublet partner with body shops of all sizes, Precision Diagnostics has become a one-stop solution for automotive diagnostics and related services. It offers complete Autel technology, OE-compliant ADAS resolutions, module programming, full electronics system diagnostics, 1234YF Refrigerant systems, wiring harness repair, airbag and Tire Pressure Monitoring Service (TPMS) diagnostics, and key and key fob programming.

Everything Precision Diagnostics does is with its body shop customers in mind.

Chief Operating Officer **Tom McGuire** has a varied 35-year background within the collision repair industry, managing multi-shop operations (MSOs) for the past decade. He and his partner, **David Zielke**, have created a company that was designed by collision people for collision people, who realize the impor-



The team at *Precision Diagnostics* uses Autel tools to excel for its customers in Wisconsin. (Chief Operating Officer **Tom McGuire** is second from left and Chief Executive Officer **Dave Zielke** is third from left.)

tance of placating their insurance partners while also providing them with metrics and driving cycle time and throughput.

Leading the way in the collision industry sublet sector, Precision Diagnostics is addressing the common and uncommon sublet requirements of modern collision repair and OEM standards.

By becoming "technical partners" with its shops, Precision Diagnostics is becoming an integral part of their businesses.

"We've removed the barriers and delays associated with diagnostics by ensuring that the very best diagnostics tools are in the hands of a high-level technician," McGuire said. "Our people are highly experienced, fully trained and focus on customer service."

To effectively serve its ever-growing customer base, Precision Diagnostics' arsenal includes five full Autel MaxiSYS ADAS Calibration tool packages, nine Autel MaxiSYS MS906TS, two MaxiIM IM608 key and remote programming tools, four MA600 Autel Mobile ADAS Calibration System for glasswork and five TS608 TPMS tools.

It's a huge investment in Autel, but McGuire and Zielke didn't hesitate when the time came to sign on the dotted line.

"Autel has exceeded our expectations in every area," McGuire said. "Their tools and systems have enabled us to actually pull bottle-necks out of shops and really make them so much more efficient. I think we're raising the bar and changing the game here and Autel is doing the same — so it's an ideal partnership."

As a collision sublet partner, Precision Diagnostics knows the clock starts ticking the minute a vehicle enters a shop.

"Cycle times are more crucial now than ever," McGuire said. "We expect our mobile guys to get in and out within one to two hours, and if we need to dig a little deeper, we can transport the car on one of our flatbed trucks to our lab. It's ideal for shops whose floor is stacked with cars. Once there, we do everything we can to get the job done within 24 to 48 hours max."

When it comes to diagnostic tools, technical support and updates are almost as important as the products themselves, McGuire said.

"Autel's updates happen automatically so that when my techs power on the tools in the morning, they're ready to receive the updates," he said. "The Autel tools and systems are extremely interactive and their technical support team is easy to work with. If we ever have any questions, they respond promptly and provide us with the answers we need, so that we can proceed and finish the job."

To stay on the cutting-edge of this industry, Precision Diagnostics knows the importance of working with a company like Autel.

"We're only as good as the tools we're working with and that's why we appreciate a company that shares our passion for this industry," McGuire said. "These cars are changing at a rapid rate, so the information we had yesterday may not be relevant today. We are always looking ahead and by partnering with Autel, our future here is bright."

So, if you're a shop owner in Wisconsin who keeps waking up in a cold sweat worrying about automotive diagnostics — don't fret. Precision Diagnostics and Autel are poised and prepared to help by making diagnostics an advantage instead of a liability.

Precision Diagnostics

Location: Madison, WI

(608) 318-4497

www.precisiondiagnosticsco.com

Company At A Glance...

Type: Vehicle Diagnostics

Facility Employees: 13

In Business Since: 2019

Number of Locations: Two

Production Space:

12,000 square feet (combined)



Autel enables *Precision Diagnostics* to become technical partners with their customers and serve them at a high level.



Autel is an integral part of almost everything *Precision Diagnostics* does.

Autel

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