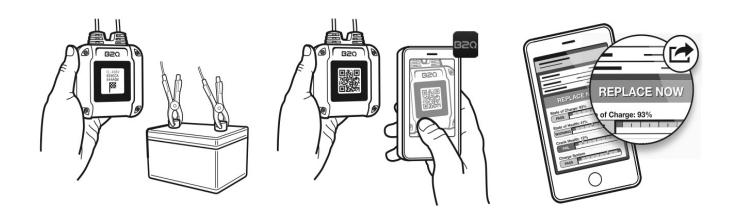
The B2Q Test Procedure - A high level overview



- Clamp the B1e tester to a lead-acid battery, and start the engine for at least 10 seconds (if the battery is installed).
- Input test parameters then scan the QR test code with the B2QScan app. For best results, verify you have an internet connection, and you are using the most current version of the B2QScan App.
- Clear color-coded test results are instantly provided to the technician, customer, service writer and corporate management.



The B2Q Test Procedure - A high level overview



- Test results are synchronized to the cloud for backup, sharing and analysis across multiple devices and people.
- To see a video overview of a complete test performed in under 45 seconds, please visit the B2Q YouTube Channel at https://goo.gl/fZ8PWC.



The B2Q Test Procedure - A high level overview



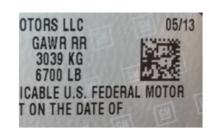
"QR" test barcode



"UPC" barcode



"VIN" barcodes

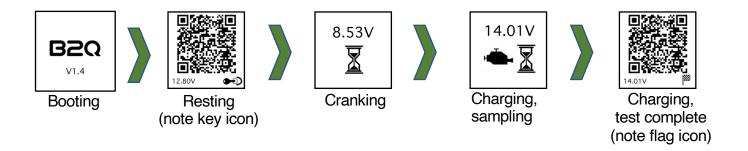




- The B2QScan app can automatically input test parameters for you by scanning the following types of barcodes:
 - →The "QR" format barcode generated by the B1e Tester is scanned to transfer battery test data to the B2QScan app.
 - →Barcodes printed on batteries may be scanned, such as the "UPC" format barcode common on many batteries. If these barcodes are stored in the B2Q Battery Barcode database, test parameters associated with that barcode (for example CCA rating, battery type, etc ...) will be automatically added to the test inputs for you. Otherwise, you must input them manually.
 - →VIN barcodes commonly found in the door frame of passenger vehicles may be scanned. B2QScan also recognizes data matrix and QR VIN barcode formats.



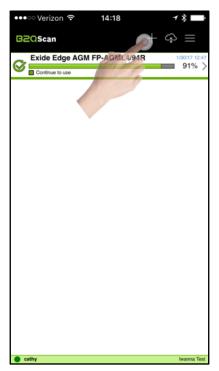
The B2Q Test Procedure – Step 1: Attach the B1 Tester



- Attach the B1e tester to the battery terminals. The terminals must be cleaned of debris, and the tester clamps firmly attached. Do not test at remote posts - the tester clamps must be attached directly to the battery terminals for the most accurate results.
- The B1e tester will immediately activate, test the resting battery, and display alternating text (voltage, measured rating) beneath a QR test code. The ignition icon in the lower right indicates you should start the engine and leave it running for at least 10 seconds if the battery is installed. The display will then automatically update with cranking and charging information. The checkered flag in the lower right indicates the testing process has completed and both cranking and charging data have been added to the QR test code.



The B2Q Test Procedure – Step 2: Select the "+" icon



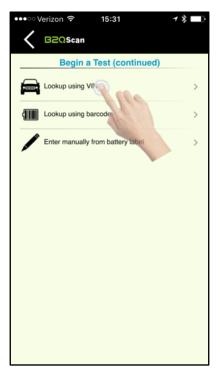




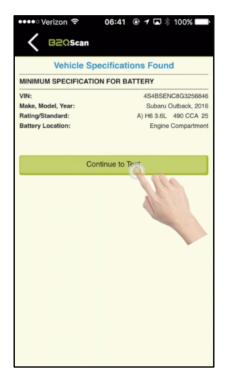
- Verify you have an internet connection (Wi-Fi, cellular), then open the B2QScan app.
- Start a test by selecting the "+" icon in the upper right of the Tests list screen.
- Users subscribed to B2Q Digital Services will see screen A. In this example we will test a used battery installed in a vehicle. Selecting that choice leads to screen B.
- Users not subscribed to B2Q Digital Services will go directly to screen B when the "+" icon is selected.



The B2Q Test Procedure – Step 3: Scan the VIN code







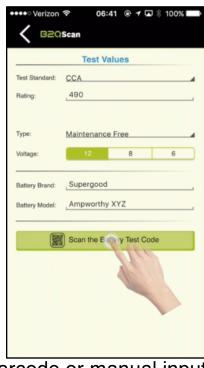
- B2Q recommends first scanning the VIN code to associate the battery test with a specific vehicle.
- Center the VIN barcode within the scan guide, fill the guide with the barcode while staying within the guide border, and allow the camera to focus and scan. If you need to manually input the 17 character VIN, tap the lower left pencil icon. In low-light conditions you may tap the lower right flashlight icon to energize the rear flash LED if your device is equipped.
- Users subscribed to B2Q Digital Services will see vehicle MMY, together with BCI OE battery specs and the most recent test history. Unsubscribed users will see only MMY.
- Select "Continue to Test" to proceed.



The B2Q Test Procedure – Step 4: Scan the battery barcode





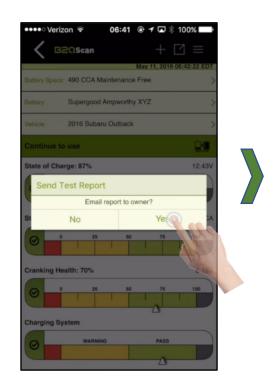


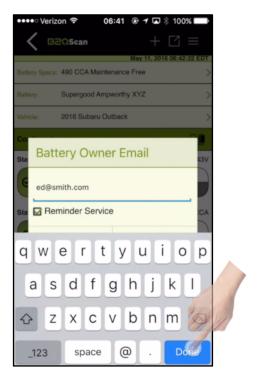
- The next step is to input battery test parameters via scanning a barcode or manual input.
- If the battery has no barcode, select "Enter manually from battery label".
- If the battery has a barcode, start a scan by selecting "Lookup using barcode". Center the battery barcode within the scan guide, fill the guide with the barcode while staying within the guide border, and allow the camera to focus. Once again note the pencil and flashlight icons.
- If the barcode is recognized, battery test parameters will be automatically input. Otherwise, you'll be instructed to input them manually.
- With battery test parameter inputs completed, select "Scan the Battery Test Code" to proceed to the next step. B2Q Training: The Test Procedure



The B2Q Test Procedure – Step 5: Scan the QR test code



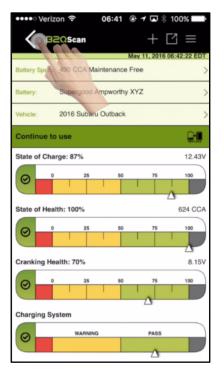


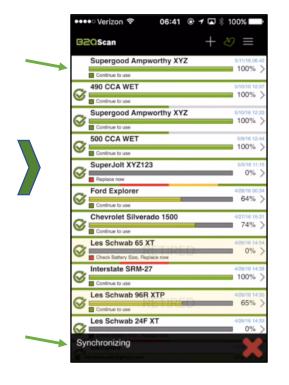


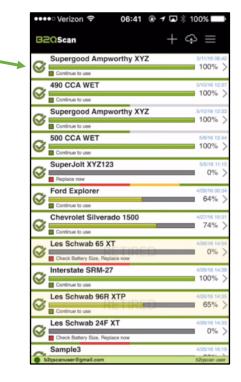
- Center the QR test code on the B1 tester display within the scan guide, fill the guide with the barcode while staying within the guide border, and allow the camera to focus.
- The battery test data is transferred from the tester and test results are generated. You may email the test report to the customer (optional), and a one-time reminder to retest their battery at a future date based on the battery state of health (optional).
- Select "Done"



The B2Q Test Procedure – Step 6: Synchronize test results



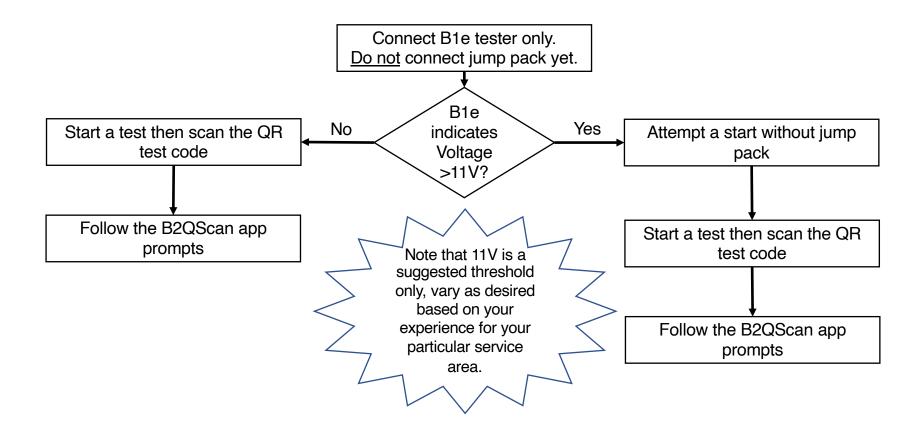




- A Test Summary with the test recommendation is presented, which may also be shared directly on the screen if advising customers in person. Select "< B2QScan" in the upper left to return to the Tests list.
- Tests will automatically synchronize to the cloud when returning the the Tests list, and every 5 minutes (default) when the device has an active internet connection. The checkmark to the left of the test record indicates it's been successfully synched.
- The test record may now be accessed by customers and all authorized persons and locations within your organization via email, the B2QScan app, and the Battery Test Portal.



The B2Q Test Procedure – Battery service call



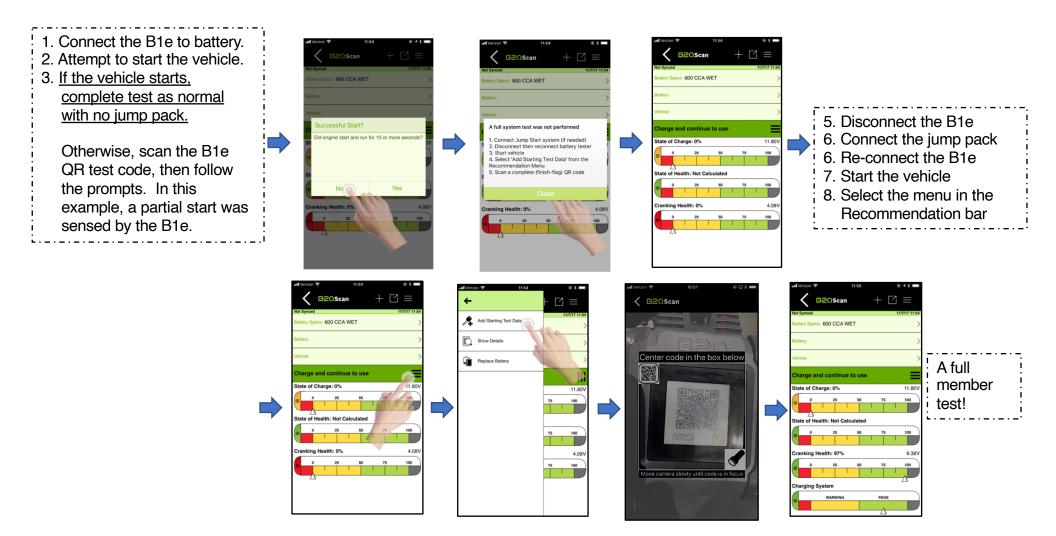


The B2Q Test Procedure – Battery service call Example: B1e indicates <=11V





The B2Q Test Procedure – Battery service call Example: B1e indicates > 11V





The B2Q Test Procedure – Replacing a battery "Replace now" or "Replace soon" test Result?

- Advise your customer of the test result. You may consult the B2QScan App Test Outputs
 and Definitions Guide at https://goo.gl/TJzODN, and also tap the "?" icons within the app to
 help explain this result.
- Install a new battery.
- Test the NEW installed battery → Critical step!!!



The B2Q Test Procedure – Replacing a battery Why test every new battery installed or sold?

 Confirms proper functioning of charging system at the time of install, and confirms satisfactory health of the replacement battery.

*Critical to avoid near term warranty exposure

 Creates a 'Begin Service' date for every new battery and associates it with the vehicle / owner.

*Begins warranty clock if applicable

- Identifies a new battery sold for inventory management and sales tracking
- "Retires" the old battery for complete end-to-end lifecycle management.

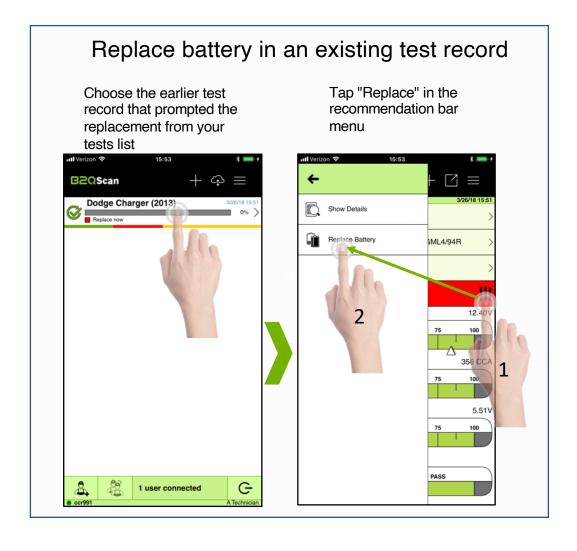
*Creates warranty record if applicable



The B2Q Test Procedure – Replacing a battery Test every newly sold/installed battery - 2 ways

After the NEW battery has been installed and you are ready to commission it... Option (

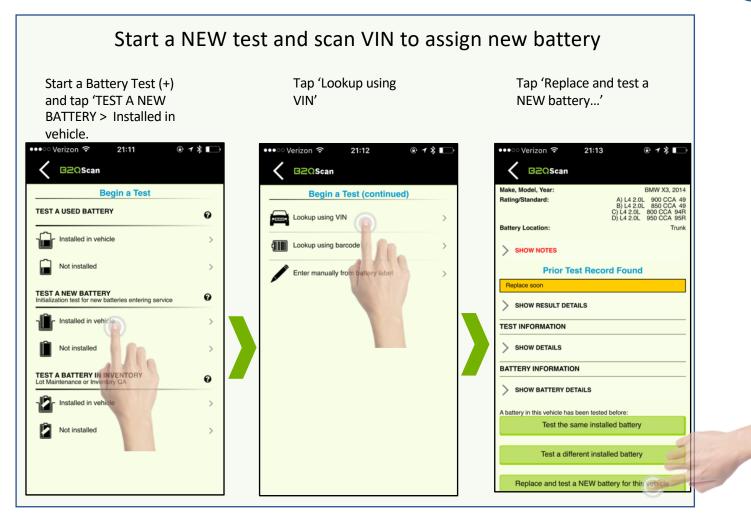






The B2Q Test Procedure – Replacing a battery Test every newly sold/installed battery - 2 ways

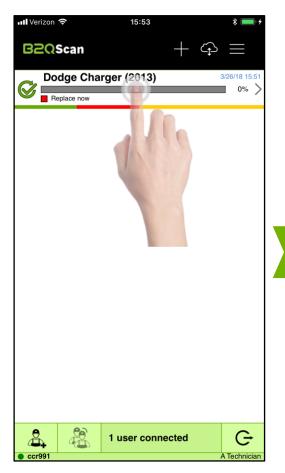
After the NEW battery has been installed and you are ready to commission it... Option B

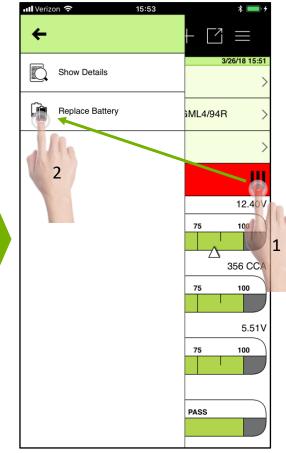


Follow either sequence A or B to completion to commission a NEW replacement battery



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option A

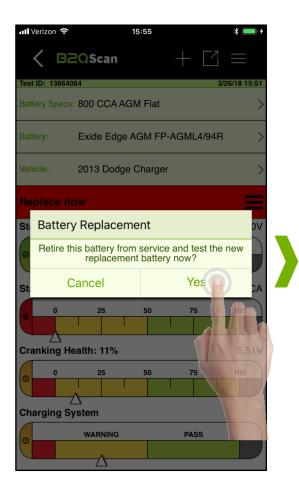


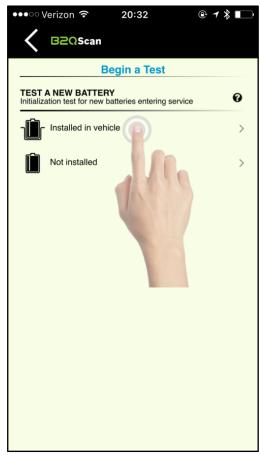


- Once the new replacement battery is installed in the vehicle, choose the earlier test record that prompted the replacement from your tests list
- Tap "Replace" in the recommendation bar menu to begin the replacement process.



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option A - continued

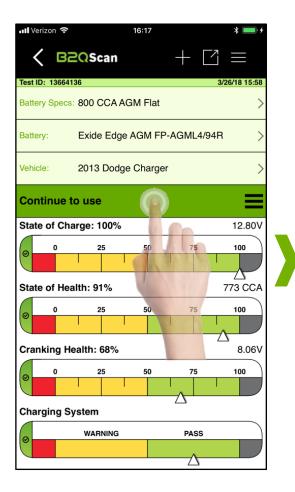


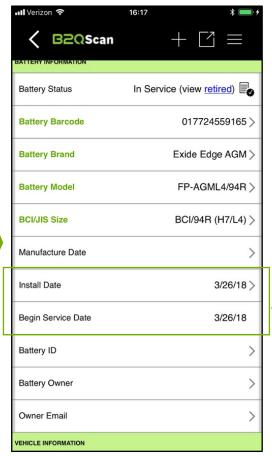


- Tap "Yes" to confirm retirement of the existing battery.
- Tap "Installed in vehicle" and complete a full test of the new replacement battery, including an engine start.



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option A - continued

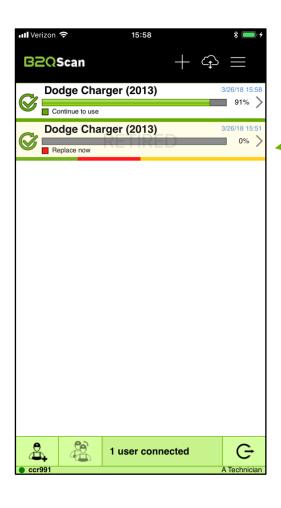




- Review the completed test summary, then tap the recommendation bar to reveal the more detailed Test Details view.
- Note the Install and Begin Service dates in the "Battery
 Information" section.



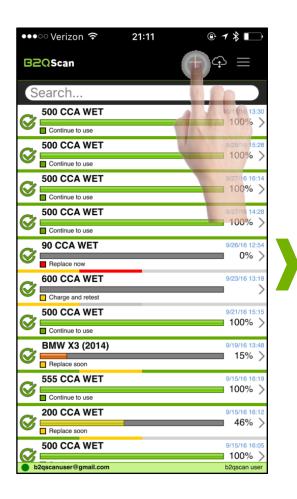
The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option A - continued



 Note that all tests associated with the old battery will now indicate the old battery has been "Retired".



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option B

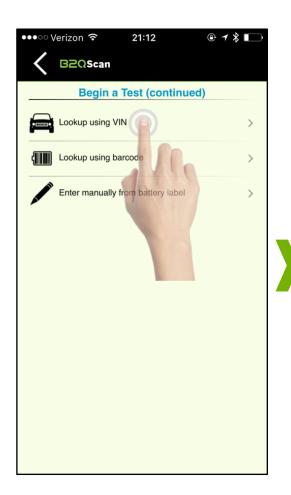


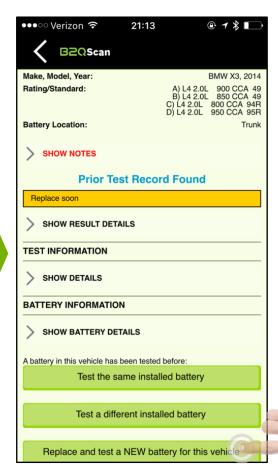


- Once the new replacement battery is installed in the vehicle, tap the "+" icon to begin a new test.
- Tap "TEST A NEW BATTERY > Installed in vehicle".



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option B - continued

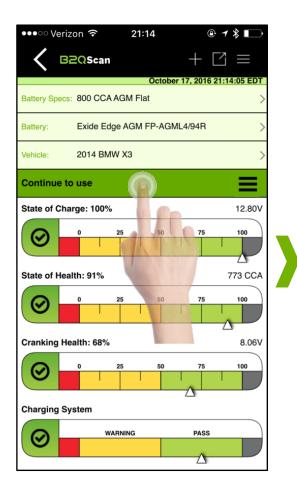


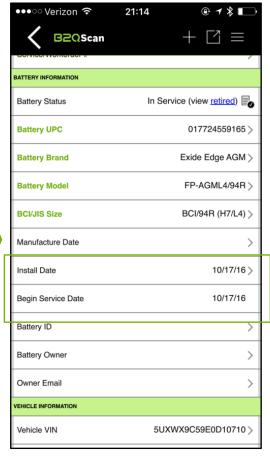


- Tap "Lookup using VIN"
- Tap "Replace and test a NEW battery for this vehicle", then complete a full test of the new replacement battery, including an engine start.



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option B - continued

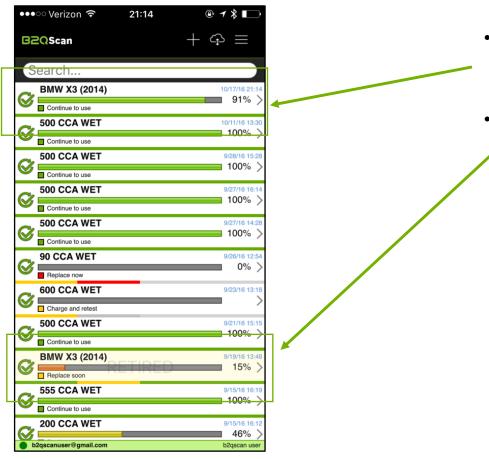




- Review the completed test summary, then tap the recommendation bar to reveal the more detailed Test Details view.
- Note the Install and Begin Service dates in the "Battery Information" section.



The B2Q Test Procedure – Replacing a battery Detailed battery replacement process Option B - continued



- The newly installed battery will be 'In Service' and now associated with the same vehicle
- Note that all tests associated with the old battery will now indicate it has been "Retired".

