

# How the Shift to **as-a-Service** Business Models Results in New Revenue Streams



**Andrew Gross**  
Vice President, Sales

**XYTE**

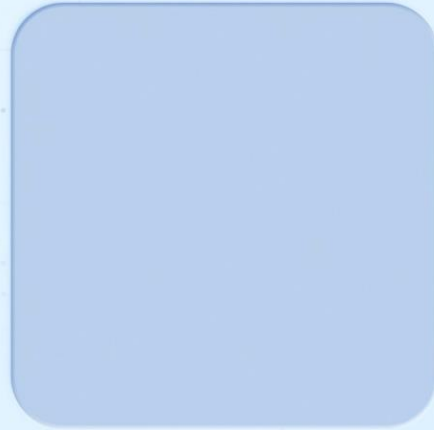


**Santosh Harakamani**  
Head of Service Development  
Volvo Group Digital and IT

**VOLVO**



**Xyte's CDMP**  
**Connected**  
**Device**  
**Management**  
**Platform**



# Shifting from **Products** to **Outcomes**



**VOLVO**

**TESLA**



**NETFLIX**



**intel.**

# HaaS, **done properly**, is a huge business opportunity



From one-time to recurring sales



Cloud-based and service-centric strategies



Shift to online

**Model 3**  
Est. Delivery Nov - Dec 2022  
[Enter Delivery ZIP Code](#)

Purchase Price Potential Savings

267mi 140mph 5.8sec  
Range (est.) Top Speed 0-60 mph

Rear-Wheel Drive

Model 3 \$40,390\*

**Enhanced Autopilot**  
\$8,000

- Navigate on Autopilot
- Auto Lane Change
- Autopark
- Summon
- Smart Summon

Add Feature Details

**Full Self-Driving Capability**  
\$15,000

- All functionality of Basic Autopilot and Enhanced Autopilot

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