

XaaS Benchmarking – Everything as a Service?

5 industrial companies win our
Successful Practice Award

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*“From insight
to impact”* 



The five successful practice companies leverage as-a-Service offerings to drive their business

Benchmarking Winners

Our winners...

...offer their products as-a-Service



Hilti provides power tools as-a-Service, allowing its customers to optimize performance on sites and flexibly adjust the devices in use



Schneider Electric provides Connected Products and Edge Control systems to plants and commercial and industrial facilities, while offering digital services, data analytics, and optimization within its as-a-Service packages



Siemens Smart Infrastructure (SI) is shaping the market for intelligent, adaptive infrastructure for today and the future by connecting energy systems, buildings and industries. SI provides customers with a comprehensive end-to-end portfolio from a single source, including a wide range of as-a-Service solutions



SMS Group's powder-as-a-Service project utilizes an autonomous system to weigh produced raw powder and enable their new business model








Rolls-Royce provides engine maintenance management with utilization-based pricing, enabling customers to benefit from maintenance cost certainty, and greater collaboration with Rolls-Royce

High diversity in characteristics of the winning companies reveal that XaaS can be leveraged in many different contexts

Distinguishing Characteristics

Our winners...

...excel in four dimensions with their as-a-Service offers

	<i>Business context</i>	<i>Value proposition</i>	<i>Revenue model</i>	<i>Operations</i>
	<ul style="list-style-type: none"> • 10+ years in aaS • Customers in the construction industry 	<ul style="list-style-type: none"> • Integrated and holistic fleet management • Flexibility for customers 	<ul style="list-style-type: none"> • Subscription-based contracts 	<ul style="list-style-type: none"> • Consulting services
	<ul style="list-style-type: none"> • 5+ years in aaS • Customers of energy and automation 	<ul style="list-style-type: none"> • Efficiency and sustainability • Mission critical assets monitoring and performance optimization 	<ul style="list-style-type: none"> • Subscription based contracts 	<ul style="list-style-type: none"> • Digital Services • Consulting services
	<ul style="list-style-type: none"> • 15+ years in aaS • Customers of buildings and industries 	<ul style="list-style-type: none"> • Efficiency gains • Detection and prevention of equipment failures 	<ul style="list-style-type: none"> • Savings-based contracts 	<ul style="list-style-type: none"> • Consulting services
	<ul style="list-style-type: none"> • 3+ years in aaS • Customers in machinery and plant building industry 	<ul style="list-style-type: none"> • Restricted technical risk • Flexibility for customers 	<ul style="list-style-type: none"> • Performance-based contracts 	<ul style="list-style-type: none"> • Delivering bundle of equipment, services, and digitalization
	<ul style="list-style-type: none"> • 25+ years in aaS • Customers in the aviation industry 	<ul style="list-style-type: none"> • Risk transfer of maintenance costs • Improved engine efficacy 	<ul style="list-style-type: none"> • Utilization-based contracts 	<ul style="list-style-type: none"> • Engine maintenance and support services

Our systematic approach applied to the XaaS Benchmarking combines quantitative and qualitative elements to derive high performing practices

Methodology

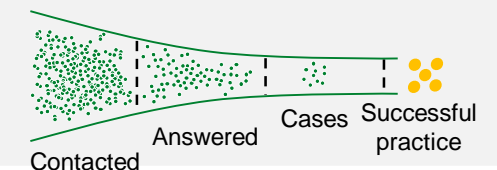
Identification Process

Preparation & Customization

- Development of selection criteria for successful-practice and survey questionnaire

Screening

- Contact 1000+ companies
- Evaluation of returned questionnaires
- Identification of successful companies
- Documentation of 10 successful case studies
- Selection of 5 successful-practice companies



141

Participants

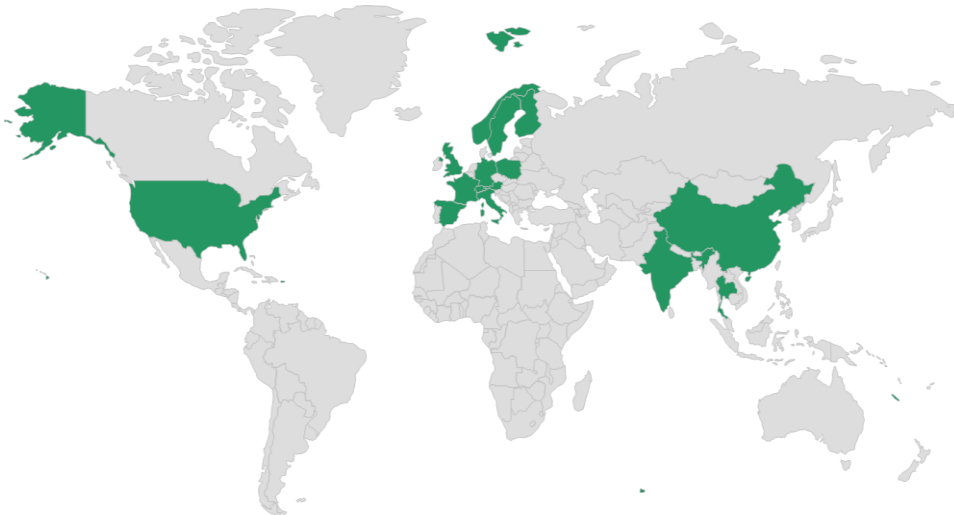
with different backgrounds



111

Companies

participated in the study



17

Countries

Answers from
Europe, China,
India, Thailand,
and USA

Contact Details

Please do not hesitate to contact us if you have any questions



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