

AS-A-SERVICE

FROM A BUZZWORD TO A BUSINESS MODEL



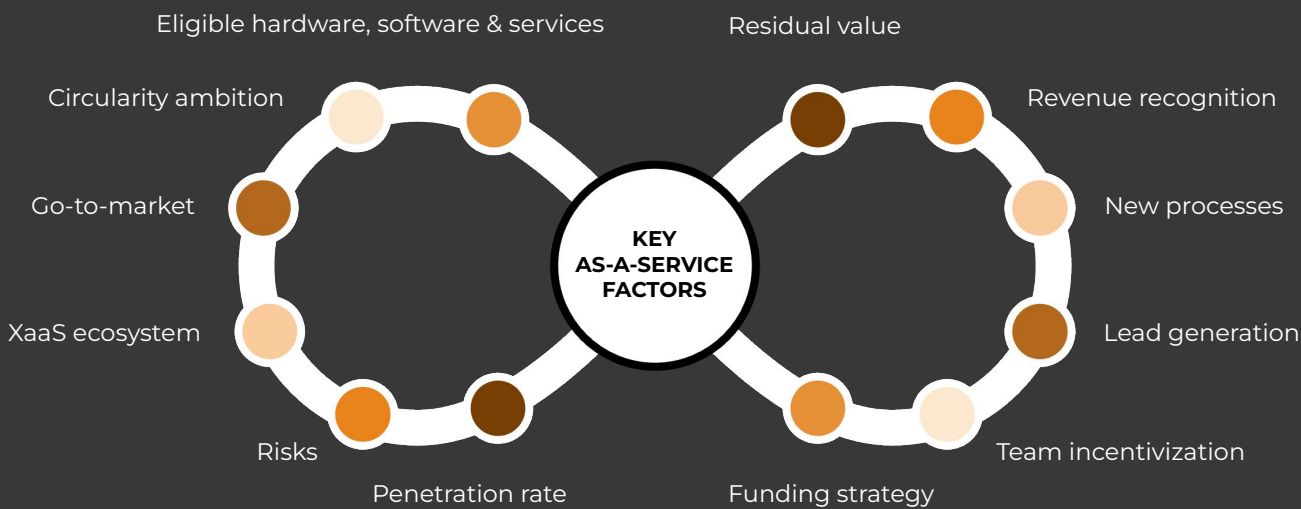
Everything-As-A-Service (XaaS) is a model where customers access and use a service or resource without owning it.

This boosts manufacturers' profitability, enhances customer engagement, and supports circularity.

While subscription businesses thrive, transitioning to XaaS is complex and needs expertise.

When should you make the switch? Next year, the next strategic plan, or today? If you don't act, your competitors will.

HAVE YOU THOUGHT ABOUT?



THE WORLD'S EXCLUSIVE AUTHORITY IN AS-A-SERVICE



20+ years' experience



A holistic methodology



A hands-on team



European & North American focus

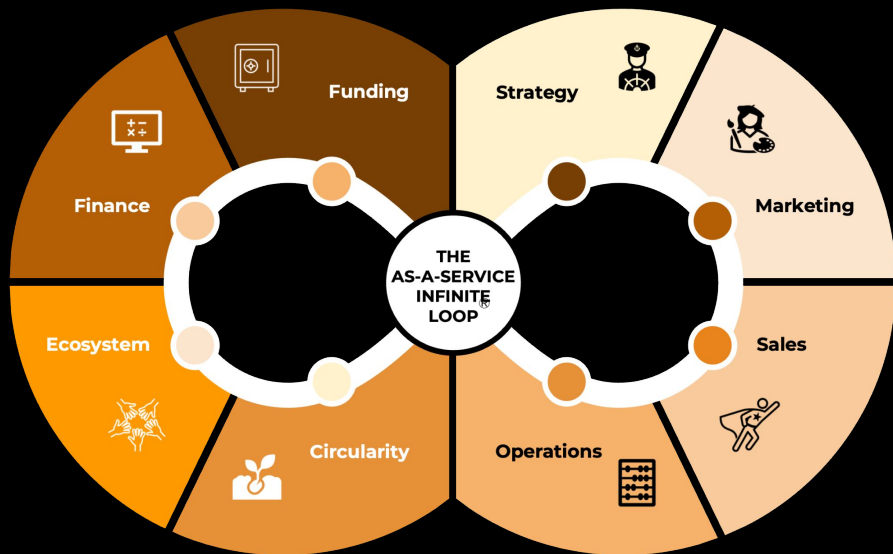


\$3,4 bn revenue of recurring business generated for our customers (2024)

THE BLACK WINCH FRAMEWORK

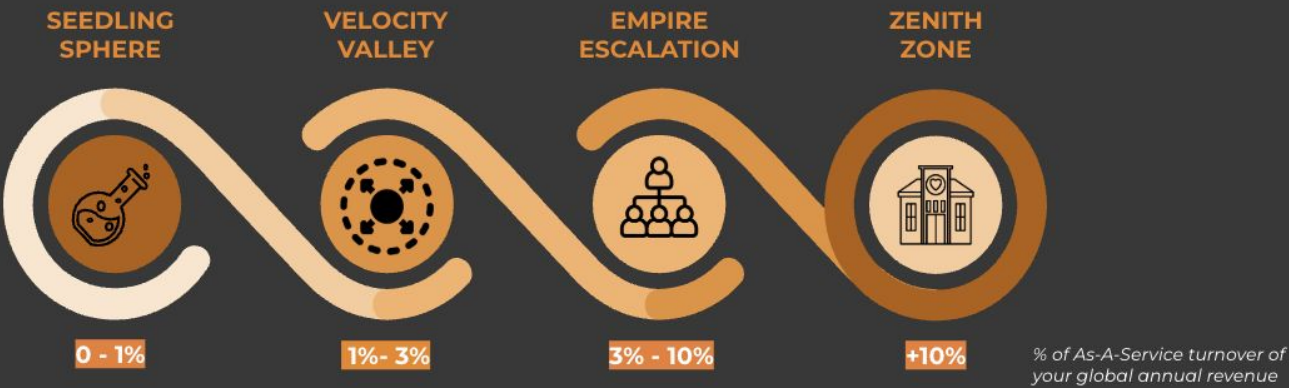
THE AS-A-SERVICE INFINITE LOOP®

The As-A-Service loop connects departments, illustrating how changes in one area influence others.



THE 1% 3% 10% MATURITY MODEL

Use our 1% 3% 10% maturity model for your As-A-Service transformation, adapting your strategy according to yearly recurring revenue as your business embraces servitization. There are 4 volume-based milestones:



COORDINATE INITIATIVES

Ensure all components work together seamlessly.

ANTICIPATE WHAT LIES AHEAD

Navigate the As-A-Service journey with a clear vision.

PINPOINT POTENTIAL DISCREPANCIES

Take corrective actions to get back on track.

As-A-Service is a journey.
Let's start yours today.

Book a call



THE AS-A-SERVICE EXPERTS

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