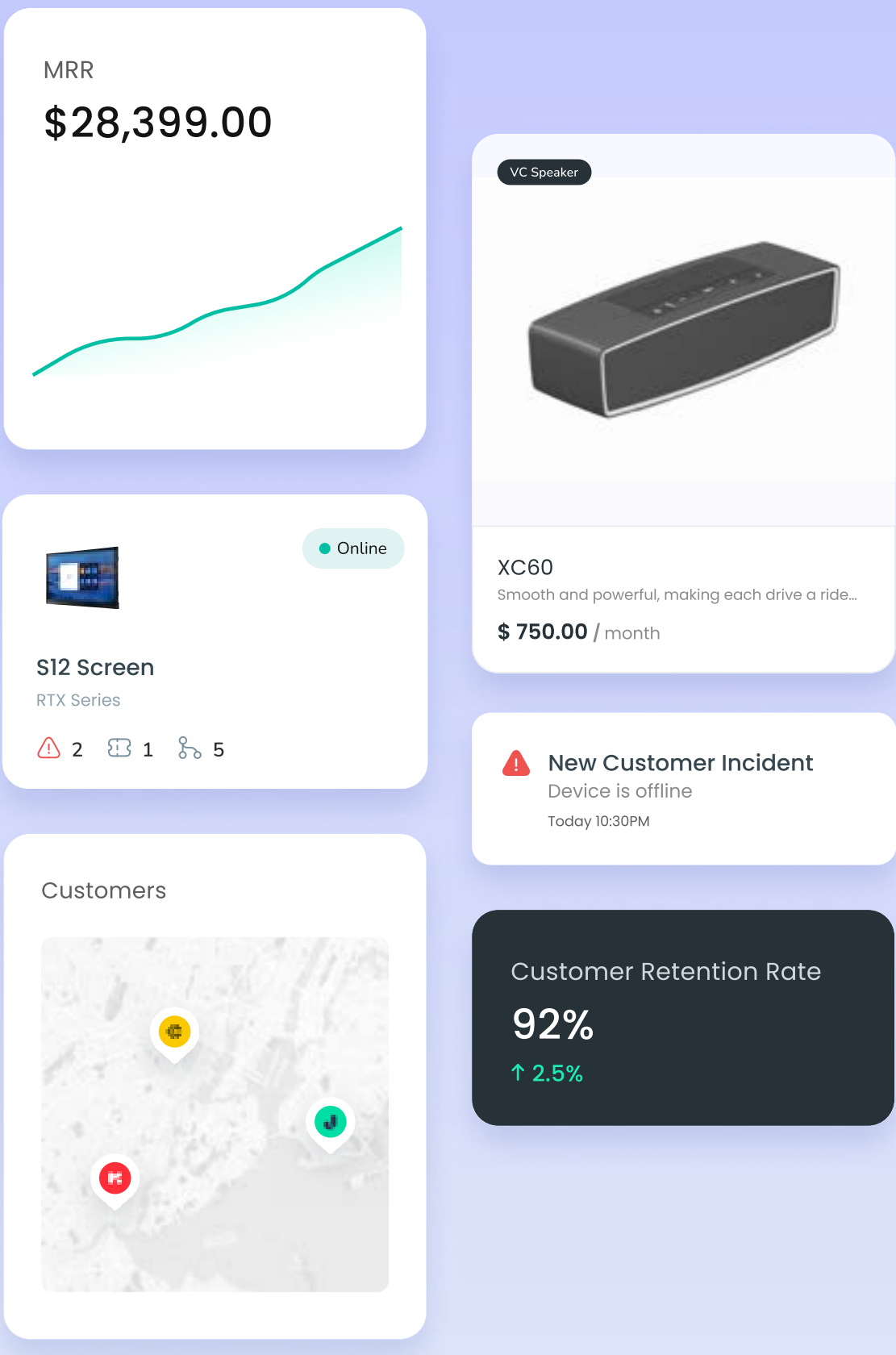


# Taking Your AV Business Forward in 2024

## Leveraging Device Connectivity for Growth

The threat of hardware commoditization and growing expectations from customers are pushing AV manufacturers to transform their businesses. Forward-thinking AV manufacturers know that future growth will come from cloudifying and connecting their devices.

To ensure your AV business continues to thrive, keep in mind these must-haves for 2024:



## Mission-Critical Remote Monitoring and Management (RMM)

With the increasing complexity of audiovisual technology and systems, RMM is no longer a nice enhancement but a fundamental requirement for AV businesses. Channel partners, integrators and end-users are now actively seeking RMM solutions as part of their checklist when evaluating and implementing audiovisual technology.

### Eight Things to Look for When Choosing an Enterprise-Ready RMM Solution

**Transparency**

Discern and analyze data from devices in the field, particularly regarding device performance and usage.

**Cloud Interoperability**

Seamlessly integrate and operate different AV devices in the cloud.

**SSH Tunneling**

Open a dedicated, secure connection with a device's local web interface to diagnose, troubleshoot, and resolve issues.

**Intuitive UI/UX**

An intuitive UI/UX ensures that AV manufacturers can optimize workforce efficiency, minimize the learning curve and accelerate adaptation.

**Monitoring and Management**

Pull data and push commands to devices.

**Scalability**

Streamline deployment across different environments to support the dynamic nature of AV systems.

**Integral Support Tools**

Integrated ticketing and messaging systems to streamline communication and facilitate issue tracking and resolution.

**Security**

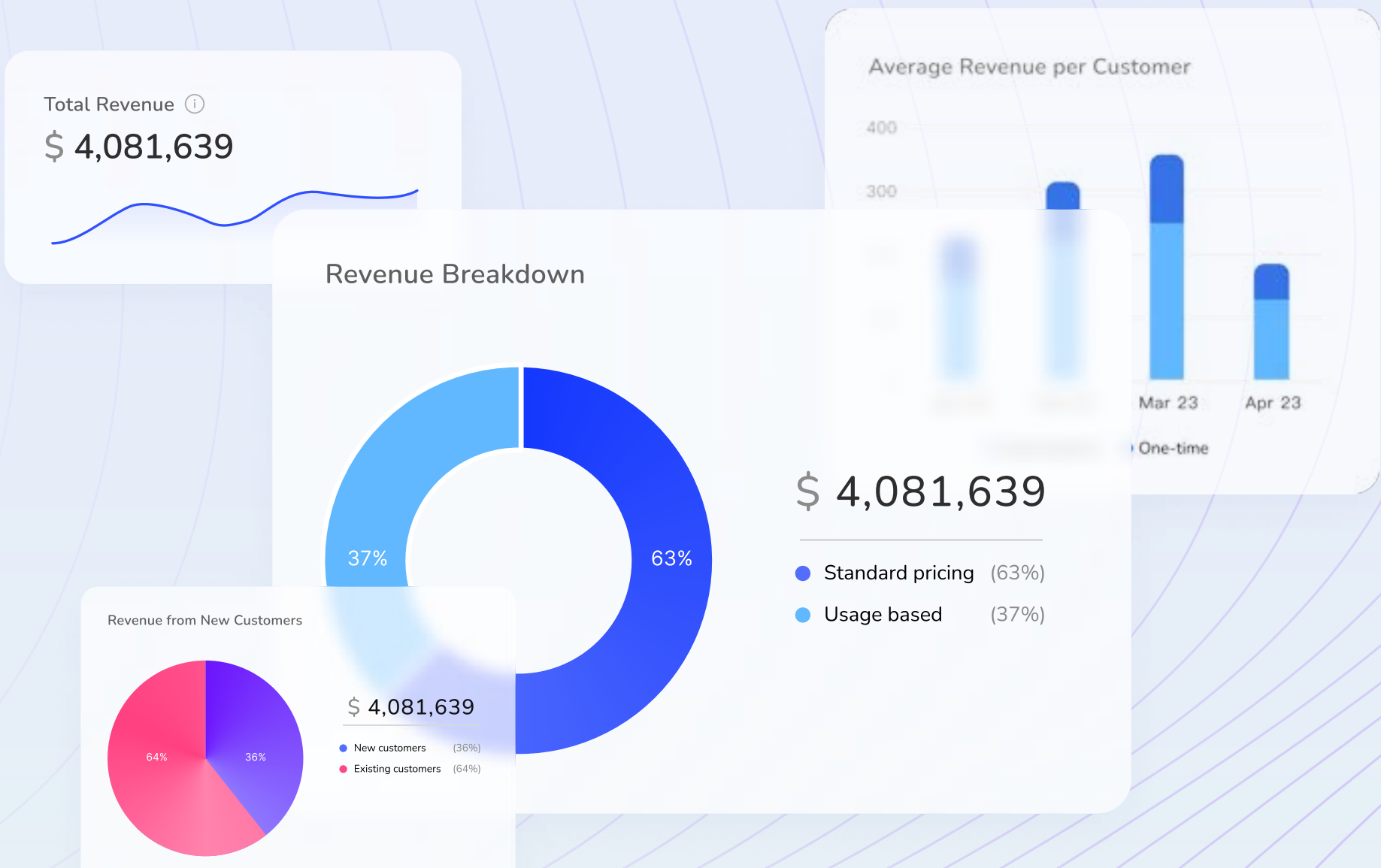
Facilitate patch management and ensure software is up-to-date and secure from vulnerabilities.



## Comprehensive Solutions Beyond Hardware

AV companies leading the shift understand that hardware, software and services are no longer separate businesses but deeply intertwined, the key to ensuring a successful future. Deploying as-a-service capabilities via a servitization platform can unlock huge potential for AV manufacturers, including:

What	Why it's Good for OEMs	Why it's Good for Customers
Premium feature enablement	Generate recurring revenues	Access additional functionalities, on-demand
Aftermarket services	Increased customer satisfaction and higher retention rates Equips resellers with better tools and support capabilities	Extends the AV product lifecycle
Subscription and usage-based pricing	Creates ongoing relationship with customers that facilitates higher profitability Gains valuable data about how products are being used Fosters sustainability	Eliminates need for high initial Capex investment Focus shifts to providing value and enhancing user experience, continuously



### Trusted by leading AV companies



The Xyte Device Cloud is a game changer in how we service our products and support our customers. This will create long-term customer retention opportunities previously unseen in our industry.

Matt Murray  
CTO, AVPro Edge

## Your Fast, Easy, and Cost-effective Path to the Cloud

Xyte's all-in-one Device Cloud enables AV manufacturers to cloudify, service, support, and commercialize their connected devices, transforming AV devices into integrated business solutions that combine hardware, software and services. Whether you're manufacturing video displays, loudspeaker systems, monitors, intercoms, digital signage or lighting controls, our full-stack platform allows you to manage your connected device business end-to-end.

Schedule a Demo and Get Started Today