

Partnership ecosystems: the driving force behind mobility innovation?

MOBILITY SERVICES AND ADVANCED TECHNOLOGIES ARE EMERGING AT SPEED...



10% of all new vehicle sales will come from **shared mobility solutions** by 2030



25% of global car sales will be **electric vehicles** by 2025



15% of all cars are forecast to be **autonomous** by 2030

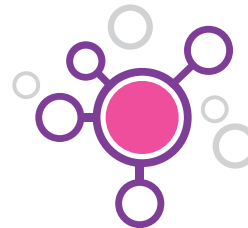


1 in 5 cars will be **connected** to the Internet by 2020

...DRIVING THE AUTOMOTIVE INDUSTRY TO RETHINK BUSINESS MODELS

51%

of automotive players believe it is important to change their business model to underpin growth



PARTNER ECOSYSTEMS IDENTIFIED AS KEY TO CLOSE THE GAP

65% believe that extending levels of collaboration across the ecosystem will underpin strategic growth

46%

EXPECTATIONS ARE HIGH

46% anticipate ecosystems to grow their revenue by **16%+** in just two years



48%

AND YET AUTOMOTIVE COMPANIES STILL THINK THEY CAN GO IT ALONE

Only **48%** feel that to be successful they need to develop and manage a clearly defined partner ecosystem

59%

TECHNOLOGY IS THE MAIN BARRIER...

59% stated that the number one challenge is having the right technology in place to manage monetization across the partner ecosystem

...AND EXISTING SYSTEMS WON'T DO

62%

62% use existing IT to manage the partner ecosystem

Automotive executives are starting to realize that to maximize the benefits of partner ecosystems they will need **specialized ecosystem orchestration and monetization solutions**

DIGITAL PLATFORM

BEARINGPOINT//BEYOND

BearingPoint//Beyond help customers grow their revenue and introduce new, innovative offerings through the adoption of digital platform business models, allowing them to collaborate, co-invent and expand their reach together with an ecosystem of partners.

“The real problem is the mindset of legacy inertia that seemingly infects half the automotive sector.

This should act as a rallying cry for those automotive companies that have more contemporary attitudes to partnership and innovation. The spoils are significant, if they move quickly”