

# 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 forecasted to be **autonomous** by 2030

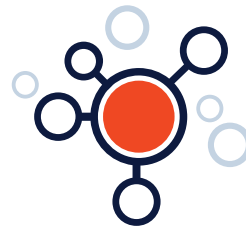


**1 in 5** cars will be **connected** to the Internet by 2020

...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**

“ 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 ”



## BEYOND NOW

Beyond Now 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.