

Strategy & Operational Scale-up

A complete suite of advisory services around growth and market strategy, target use cases, business and revenue models, and ecosystem strategy / partnerships with a broad range of private- and public-sector stakeholders.



THE CHALLENGE

- The AV industry has both matured and fragmented over the last several years across a broader range of use cases than its robotaxi origins – e.g., first / last / middle-mile trucking, delivery bots, geofenced shuttles, and airborne drones
- This broader range of use cases requires its own specific combination of business enablers – from new ecosystem partnerships in both the public and private sectors, to new infrastructure with supportive regulation, to tailored “fit-for-purpose” technology
- At the same time, for companies already down the path and into scale-up, a fundamental shift needs to happen to enable profitable growth – from operating informally as a start-up, to operating as a scalable and mature business, with defined processes and systems

SOLUTION HIGHLIGHTS

- Deep skills in strategy, operations, and all functional domains across the value chain
- Capabilities in all relevant industries touching AV applications and future of mobility (automotive, travel / mobility services, hospitality, retail, energy, aerospace / defense, and government / public sector)

DEPLOYMENT OPTIONS

- Advisory and implementation options under a range of commercial options (e.g., fixed-fee, gain-sharing / fees-at-risk, other options) to match your business goals and the nature of the need

VALUE PROPOSITION

- Connect the dots more rapidly: Leverage Deloitte’s cross-industry capabilities, assets, and ecosystems to accelerate both discovery and implementation of new AV use cases in a convergent industry landscape
- Focus on the right markets: Leverage Deloitte’s growth and market strategy capabilities in all key AV-relevant geographies (US, EU, China) to rapidly size market potential and determine the optimal market entry and scale-up approach
- Scale fluidly: Standing up and scale your operational backbone by leveraging Deloitte’s deep capabilities in all enabling functions and our experience implementing them at several autonomous / robotaxi companies (e.g., Finance, HR / talent capabilities and processes)