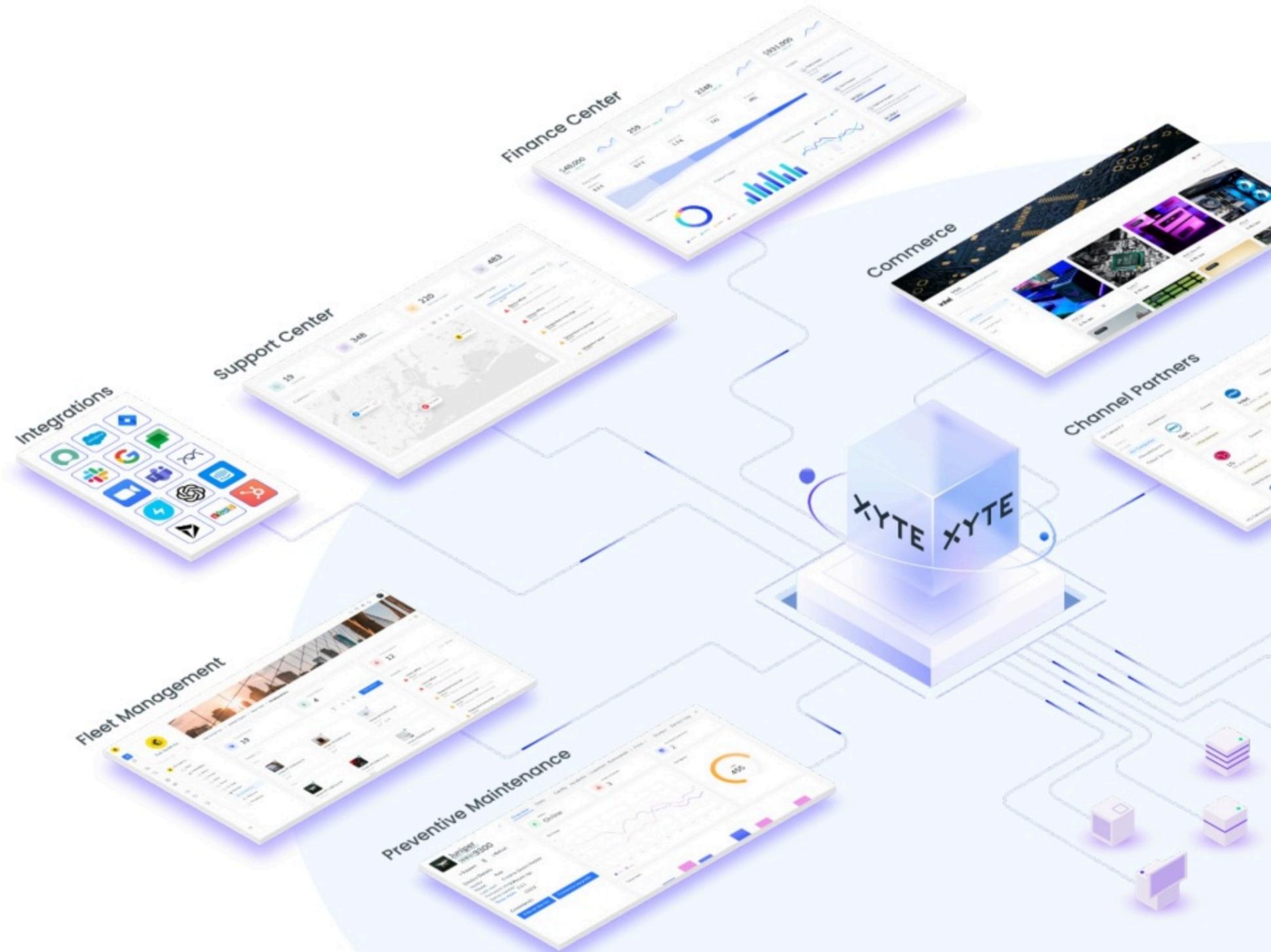


XYTE

Servitization Platform



Omer Brookstein, Co-founder & CEO
xyte.io

Founders



Omer Brookstein

Co-founder & CEO

8200 Elite Intelligence Unit Major
Co-founder & former CTO of
Crestron Israel



Boris Dinkevich

Co-founder & CTO

IAF Technology Unit
Co-founder & former CEO of
500Tech



Backed By



Customers

XX

New ARR

\$XX - \$XX

Last three quarters

Founded

2020

Team

26

Located

Mountain View
New York
Tel Aviv

EOY 2023 Target (ARR)

\$XX
(XX customers)

Immediate Pipeline

\$XX
(Weighted: \$XX)

Founders



Omer Brookstein

Co-founder & CEO



Boris Dinkevich

Co-founder & CTO

Board Members



Omer Brookstein

Co-founder & CEO



Roi Bar-kat

Head of Intel Capital,
Israel



Boris Dinkevich

Co-founder & CTO



Haim Sadger

Founding Partner, SCapital
Former Sequoia Partner



Randy Klein

Former CEO & President
Crestron Electronics



Aya Peterburg

Founding and Managing
Partner, SCapital

Backed By



Funding

\$37MM

THE OPPORTUNITY

On the Cusp of an Epic Market Transition

"We're in the process of moving the vast majority of our offerings to consumption and as-a-service."

[Michael Dell, CEO, Dell Technologies](#)



ARR

Excavators



EC380-E
\$ 370.00 / km

Electric



EX90
\$ 6,245.00 / year

Premium Plan

\$99.00/month

"We will accelerate the transition of the majority of our portfolio to be delivered as a service."

[Chuck Robbins, CEO, Cisco](#)



Digital Audio Platform
\$ 140.00 / month

THE OPPORTUNITY

On the Cusp of an Epic Market Transition

Subscriptions and as-a-Service business models have been the strongest value drivers in tech over the last generation, and this trend is set to continue.

The growth potential for hardware and device manufacturers in switching from one-time product sales to a subscription-based business model is unprecedented.

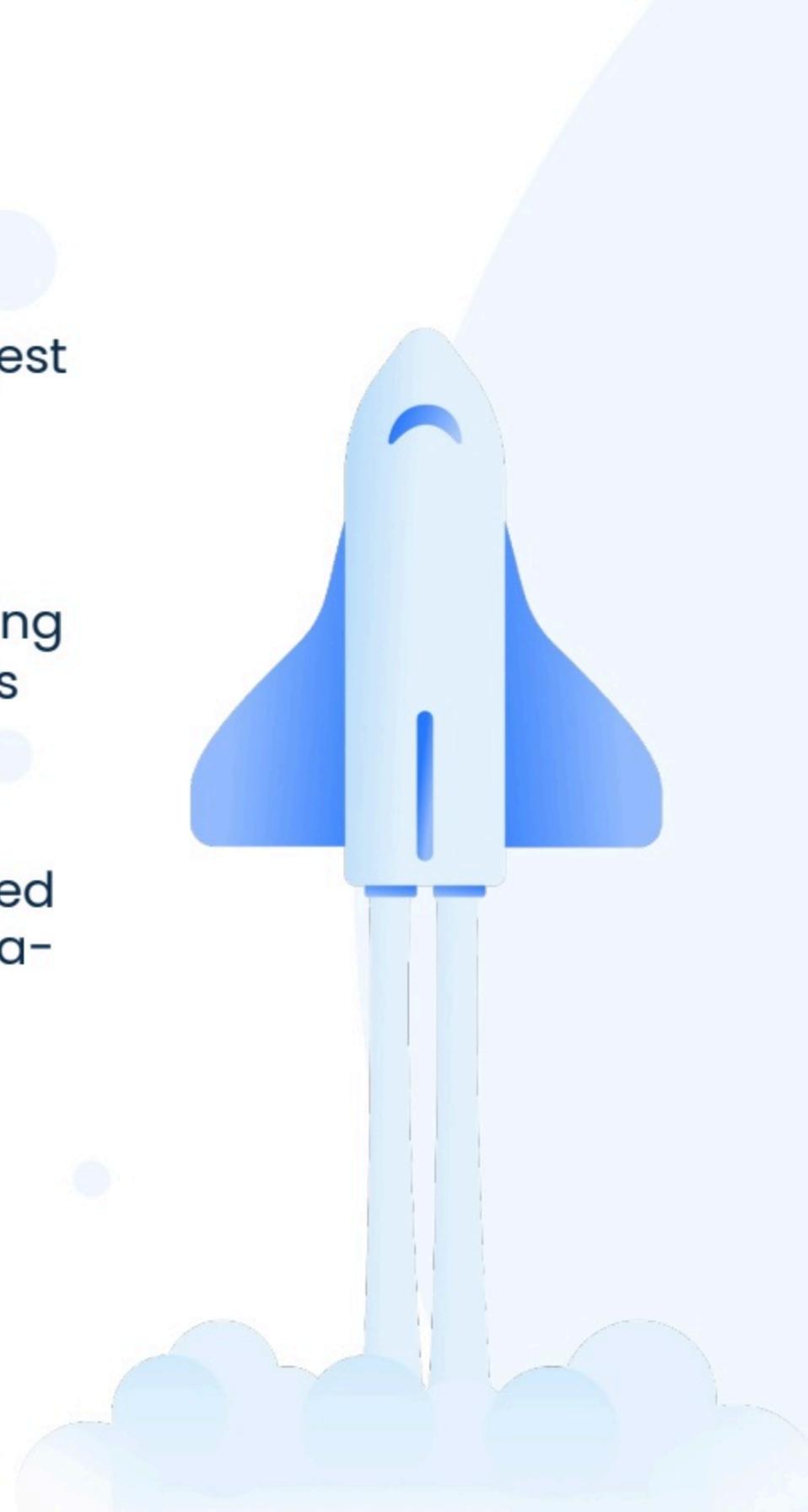
Industry leaders such as Apple,⁽ⁱ⁾ Cisco,⁽ⁱⁱ⁾ Dell,⁽ⁱⁱⁱ⁾ and others have invested significant resources in developing in-house solutions to drive their as-a-Service business.

Companies without access to these resources require an off-the-shelf platform to keep up with this trend.

(i) ["Apple Is Working on a Hardware Subscription Service for iPhones"](#)

(ii) ["Cisco's X Factor: How Chuck Robbins Is Taking Partners into the Future"](#)

(iii) ["Dell to Make 'All Offerings' as-a-Service"](#)

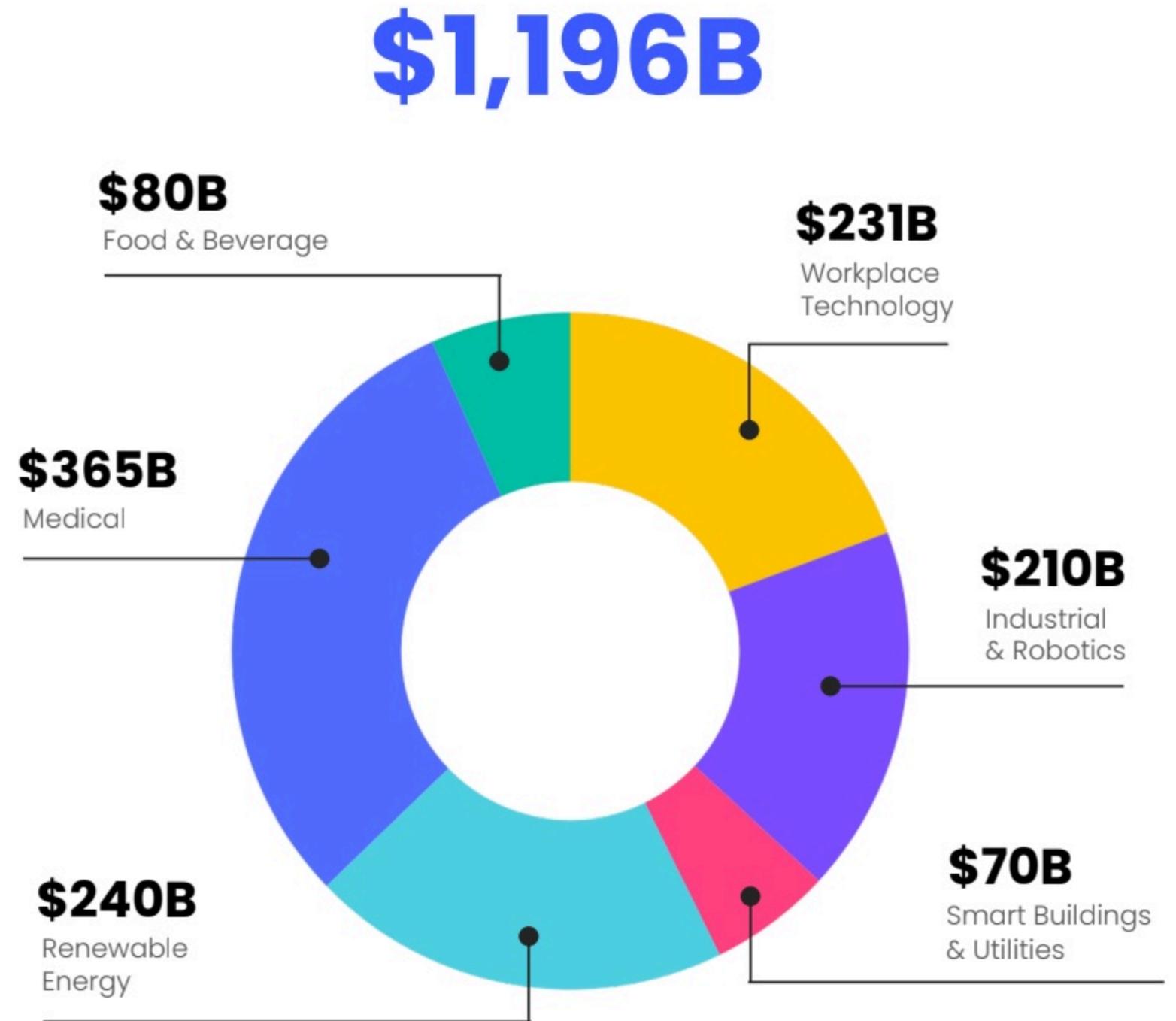


Immense Market Opportunity

Market trends:

Hardware prices are constantly **under pressure**, forcing OEMs to develop new, **high-margin revenue streams**.

Large OEMs are **committing** to their shareholders to adopt **recurring** and more **predictable subscription-based** business models.



THE PROBLEM

Lack of Visibility Makes It Impossible to Develop Recurring Revenue Streams



Lose visibility as devices leave warehouse

No sustainable customer relationship

Impossible to introduce new recurring revenue models

UNIQUE VALUE PROPOSITION

Own the Value Chain, End to End

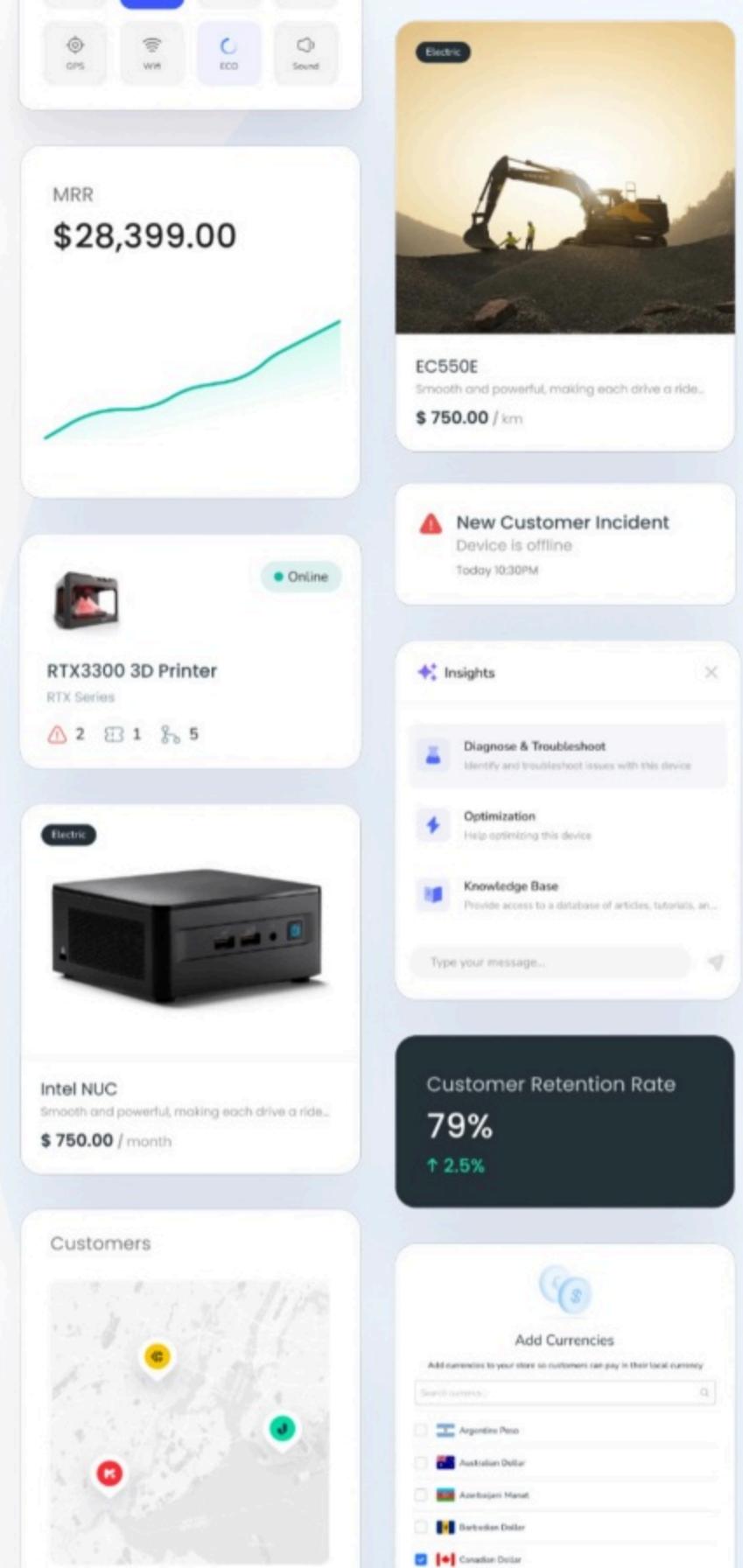


"Tesla-ize" Through a Unified Business Fabric

OUR SOLUTION

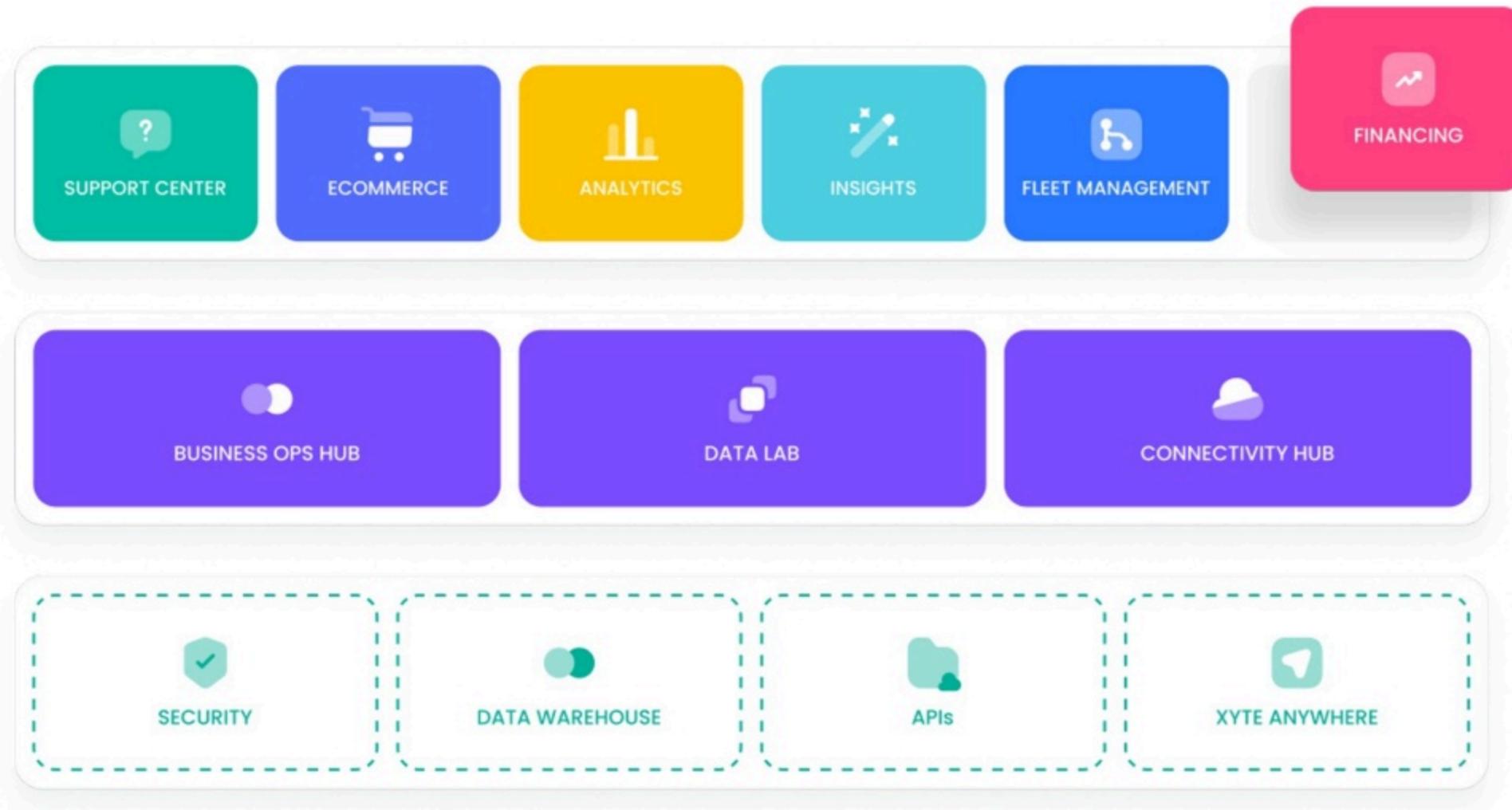
Full-Stack Servitization Platform

Xyte is a first of its kind servitization platform - a vertical software stack that enables equipment and device manufacturers to cloudify, operate, support, and commercialize their connected devices through a unified business ops platform.



OUR SOLUTION

Full-Stack Servitization Platform



APPLICATIONS

Sitting atop our platform are powerful applications for eCommerce, support, ticket routing, analytics, AI, finance, and more.

SERVICES

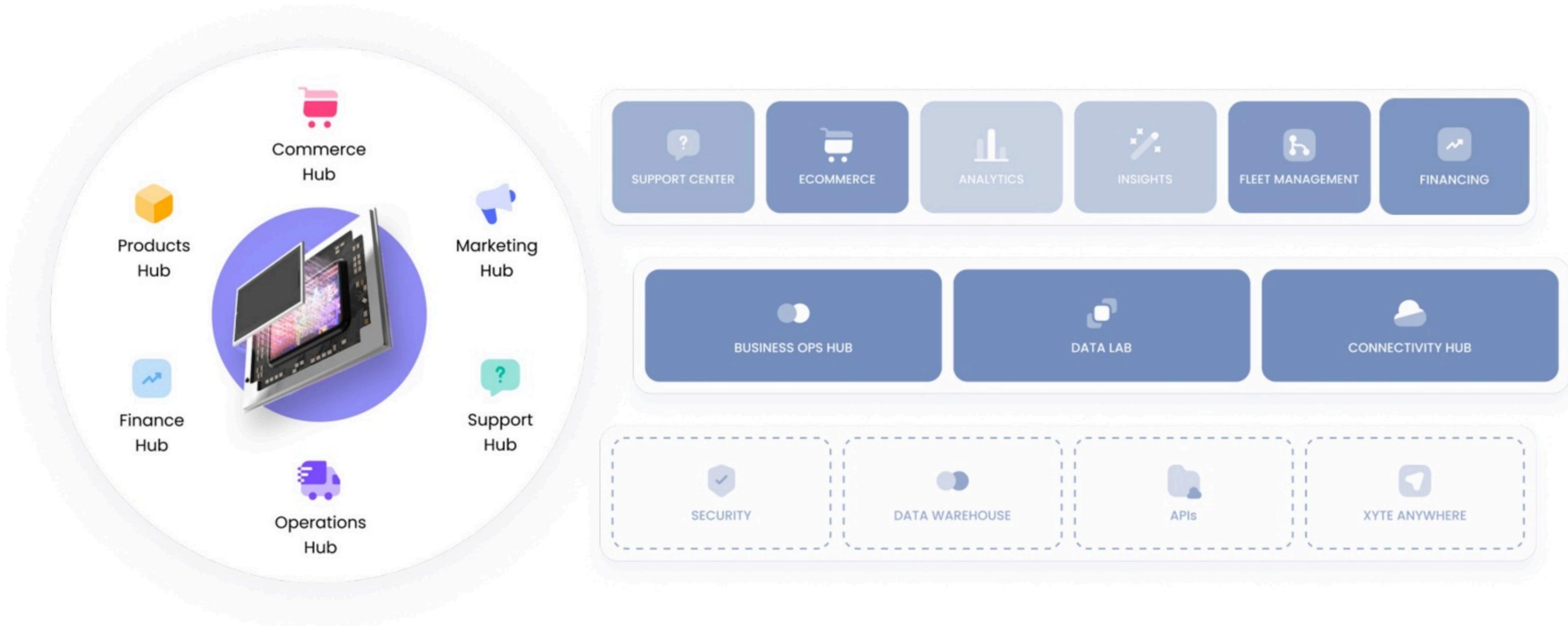
At our core are a robust connectivity hub, easy-to-use, no-code administration tools, and a complete business operations hub.

INFRASTRUCTURE

Our cloud-based infrastructure provides reliability, scalability, and security.

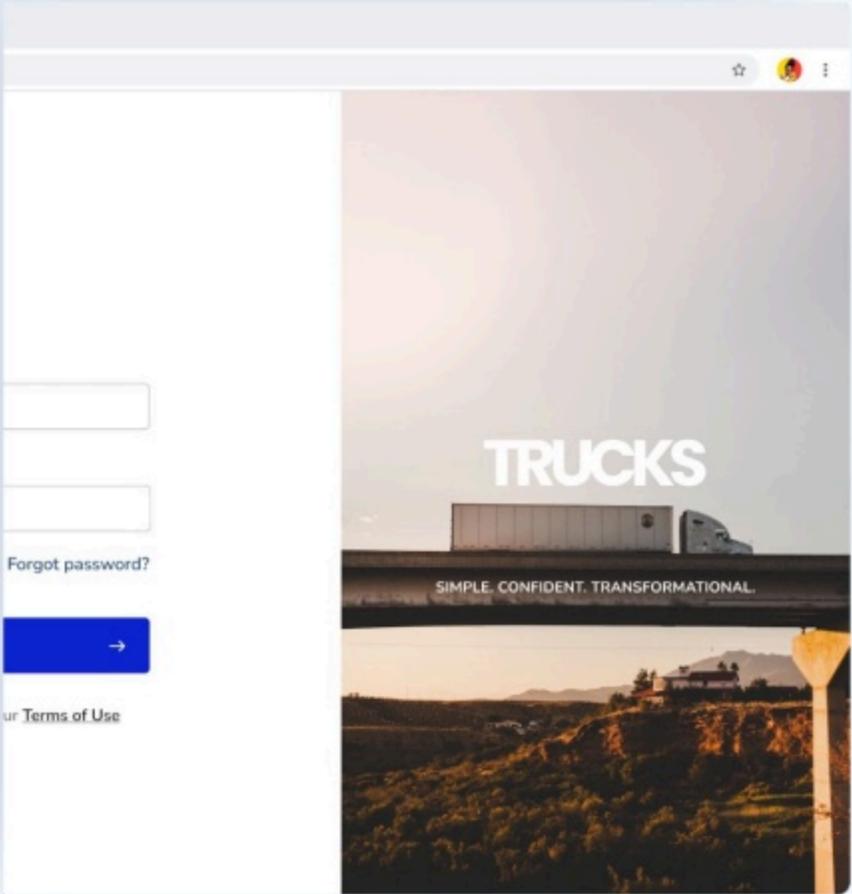
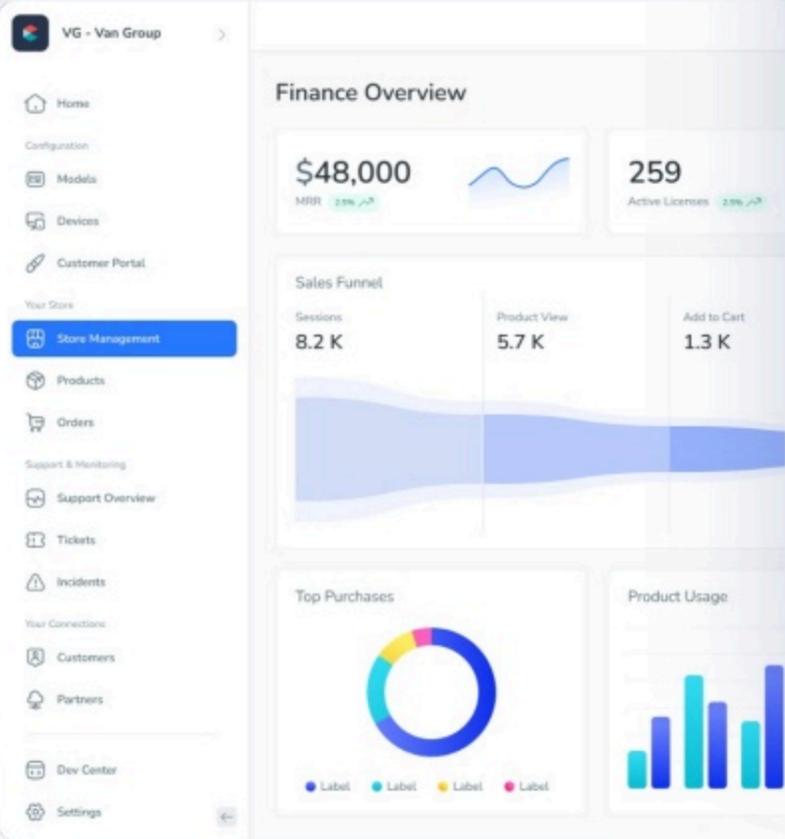
OUR SOLUTION

Full-Stack Servitization Platform



Dedicated Interfaces

BACK OFFICE PLATFORM



END USER INTERFACE

Traction

Early Adopters Are Embracing the Change

ARR

Customers



Any Industry, Any Size

QUALIFIED PIPELINE

ONBOARDING

CUSTOMERS



UNIQUE VALUE PROPOSITION

Equipping B2B Device Manufacturers for the Future



Own the customer experience and gain value chain visibility



Commercialize through subscriptions



Improve your sales and after sales experience



Empower channel partners to grow their business



Best in class support tools for your end users
