

Enhancing customer value by leveraging strategic partnerships with existing EV related infra network owners

XYZ Ltd

- Private corporate entity with oil refineries in Gujarat & Maharashtra
- Owns and operates 500 fuel stations
- 50% on state/national highways & 50% in urban areas



Strategic alliance with EV charger Distributors/manufacturers

- Revenue & Resource sharing model

EV charger distributor/manufacturer resources:

- Equipment & charger installment
- Maintenance and technical expertise

XYZ Ltd resources:

- App development, Land and promotions
- State/National highways: Utilizing current resources
- Urban area: Substituting part of current petrol pump with charging station

Key Partners

EV charger distributor/manufacturer



EV manufacturers for promotions



Commercial EV partner



Engagement partners



Target Customer Group¹

- Urban area
5W-E-RICKA (HR 140hr), Personal car (HR 100hr)
- State/National Highways
LCV (HR 15hr)

Customer Value Proposition

- Well established network with mobile application
- Subscription based model to reduce runtime cost
- Mobile EV charging for en-route discharge

Customer Journey



App Features

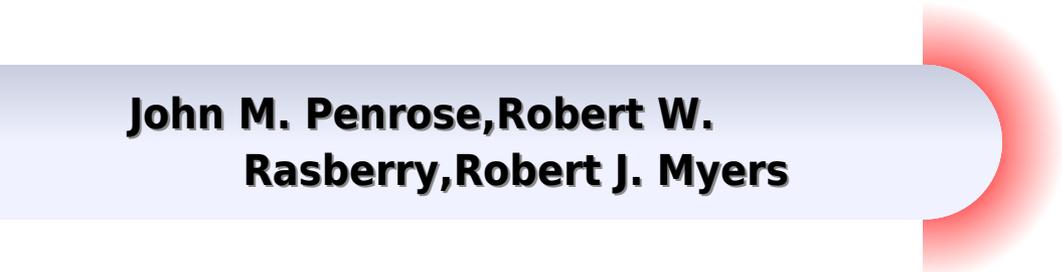
- Nearest charging station
- Availability & waiting time
- Slot booking
- SafeTour feature to call mobile EV charger
- Payments Platform (RMP model: grid capacity/solar panel capacity/time of day/subscriber offers/ EV manufacturer)
- Offers (exclusive for EV manufacturer Partners)

Engagement activities

- Convenience store- travel & food essentials
- Window beverage outlets
- Newspaper + magazine
- Food delivery option on app (urban outlets)
- OTT partnership- 30 min short film
- App integrated video games

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**John M. Penrose, Robert W.
Rasberry, Robert J. Myers**



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Machine Learning Applications Using Python Puneet Mathur,2018-12-12 Gain practical skills in machine learning for finance healthcare and retail This book uses a hands on approach by providing case studies from each of these domains you ll see examples that demonstrate how to use machine learning as a tool for business enhancement As a domain expert you will not only discover how machine learning is used in finance healthcare and retail but also work through practical case studies where machine learning has been implemented Machine Learning Applications Using Python is divided into three sections one for each of the domains healthcare finance and retail Each section starts with an overview of machine learning and key technological advancements in that domain You ll then learn more by using case studies on how organizations are changing the game in their chosen markets This book has practical case studies with Python code and domain specific innovative ideas for monetizing machine learning What You Will Learn Discover applied machine learning processes and principles Implement machine learning in areas of healthcare finance and retail Avoid the pitfalls of implementing applied machine learning Build Python machine learning examples in the three subject areas Who This Book Is For Data scientists and machine learning professionals

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Strategic Business Case Analysis Christopher Williams,2023-12-07 This textbook provides students with the skills and techniques necessary to analyse business case studies from a strategic perspective With career development and impact in mind the book goes beyond simply listing tools instead teaching students how to prepare for a major strategic business case analysis project how to position their analysis on a spectrum from reductionist to holistic approaches how to critically engage with theory and case data as well as how to leverage their work after completion A logical approach is offered taking the reader through the analysis journey from preparing to analyse a case study to conducting the analysis and maximising the impact going forwards A comprehensive analysis task is incorporated which asks the reader to reflect on a range of case data understand the choices of analytical positioning and tool selection and develop an analysis based on this positioning Further pedagogical features include

Reflective practice exercises at the end of chapters allowing the student to self identify areas of strength and weakness as they develop through the process Worked examples based on cases reproduced in the book allowing the student to follow the analytical process that the author went through in different analysis modes Quotes and analysis insights from former students who have previously conducted a strategic business case analysis aiding reflective practice As case study analysis continues as a core component of teaching across business schools this unique text will help to build key skills in advanced undergraduate postgraduate MBA and executive education students conducting strategic business case analysis Support material includes PowerPoint slides as well as video content

Business Case Analysis Process Workbook John K. Plinius, 2002 Pedagogical Revelations and Emerging Trends C. Sheeba Joice, M. Selvi, 2025-01-27 ICEM 24 was the second edition organized by Saveetha Teaching Learning Centre STLC Saveetha Engineering College India The confluence explored and enhanced the potential of Engineering Educators and Learners with the aim to provide a global platform to identify best practices in teaching and applaud the evolutionary aspects involved in reaching the zenith It consisted of two keynote sessions and paper presentations under two tracks namely Technology Oriented Learner Centric Teaching Learning and Industrial Collaboration in Teaching Learning It proposed to publish research papers on theoretical analysis experimental studies and innovation concerning advanced techniques in the field of pedagogy *Canadian Theses*, 1971 *Canadian Theses* National Library of Canada, 1978 **National Business Education Quarterly**, 1953 Beginning with volume 20 no 2 each volume includes an issue numbered also as National Association for Business Teacher Education Bulletin **Current List of Unpublished Studies for Sales Executives and Specialists in Marketing Prepared by Graduate Students** National Sales Executives, Inc, 1951 **Business and Industry: Just-in-time inventory to mining industry**, 2003 *Business and Industry* William R. Childs, Scott B. Martin, Wanda Stitt-Gohdes, 2003 A reference set containing 375 articles presented in alphabetical order on topics related to business and industry over the past two centuries *The Art of Case Analysis* Robert Ronstadt, 1993 **Industrial Relations Teaching and Research** Russell D. Lansbury, 1991 Industrial Engineering, 1970 *The Directory of MBAs*, 1999 **Advanced Business Communication** John M. Penrose, Robert W. Rasberry, Robert J. Myers, 1989 Process Energy Conservation Richard Greene, 1982 **Singapore Accountant**, 1997 Problem-solving Cases in Microsoft Access and Excel Joseph A. Brady, Ellen F. Monk, 2004 Now in its Second Annual Edition Problem Solving Cases in Microsoft Access and Excel helps build spreadsheet and database skills using realistic business cases and is the perfect complement to a computer literacy or MIS course Each case introduces a compelling business problem and with the help of tutorials on Microsoft Access and Excel trains users in critical thinking and problem solving Readers will use Microsoft Access and Excel throughout the book to work through the case material The scenarios found in the text reflect real business situations ranging from small privately owned companies to large corporations

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