



Living Lab: co-creating solutions for circular business challenges

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Welcome!



**Water and
Environment Support**
in the ENI Southern Neighbourhood region



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Objectives



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- To present the open eco-innovation methodology and digital platform
- To carry a rapid open eco-innovation process to address real circular challenges
- To solve questions and doubts about the methodology



Agenda



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1. Open eco-Innovation for circular economy enablers
2. Practise Session by SDLI
3. Closure



01.



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Introduction to Open eco-Innovation



What is Open Innovation?

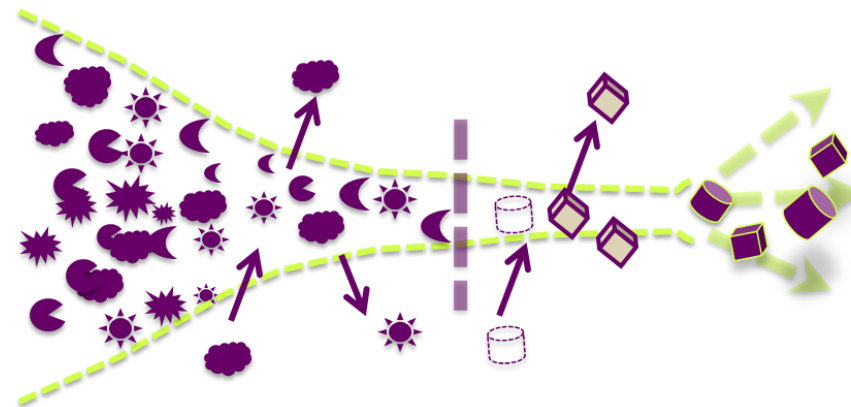


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“Open Innovation is the use of both internal and external knowledge and resources to accelerate the Innovation process”.

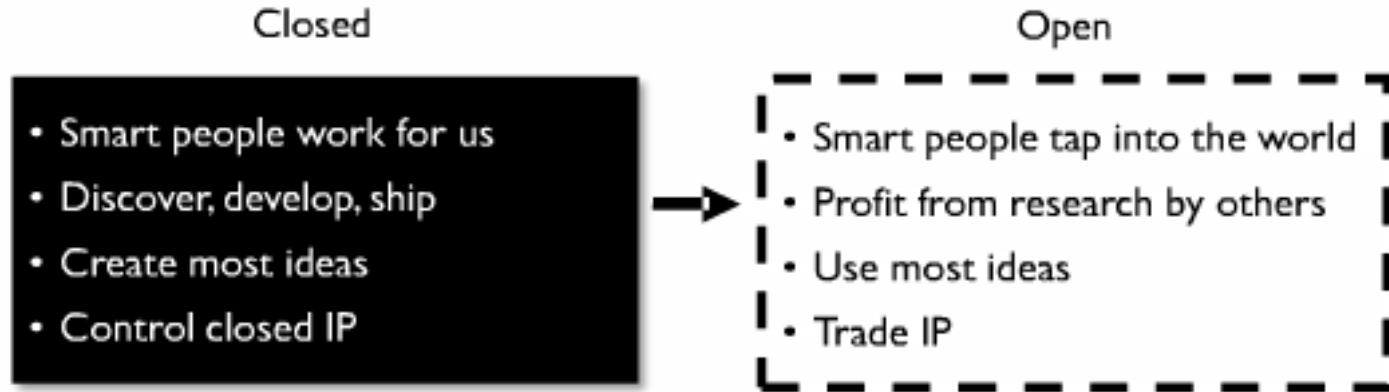
Dr. Henry Chesbrough, Author of “Open Innovation” (2003)



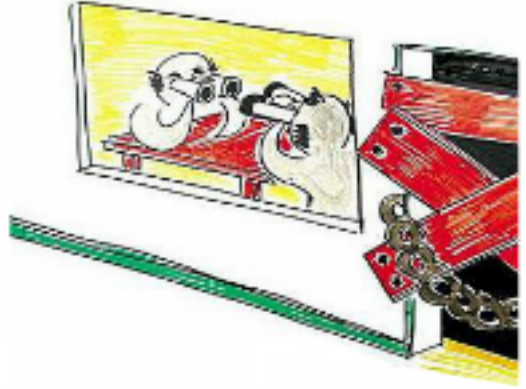
What is Open Innovation?



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Source: H. Chesbrough, Open Innovation



Why Open Innovation?



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Reach larger and more relevant audiences



Reduces R&D costs



It allows new talents to be found



It allows risk mitigation



Customer centricity



The beginnings of Open Innovation



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Corporate venturing as a type of Open Innovation



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A means to attract and adopt innovations which assumes that **companies can and should use external ideas from entrepreneurs.**

For entrepreneurs

- Access to resources such as capital, talent and management know-how
- Access to a large customer base
- Management and marketing expertise, strategic direction
- Access to industry expertise
- Access to breadth and depth of technology
- Established business processes
- Involvement with a prestigious brand, stable financial standing, network of connections and a developed product ecosystem

For companies

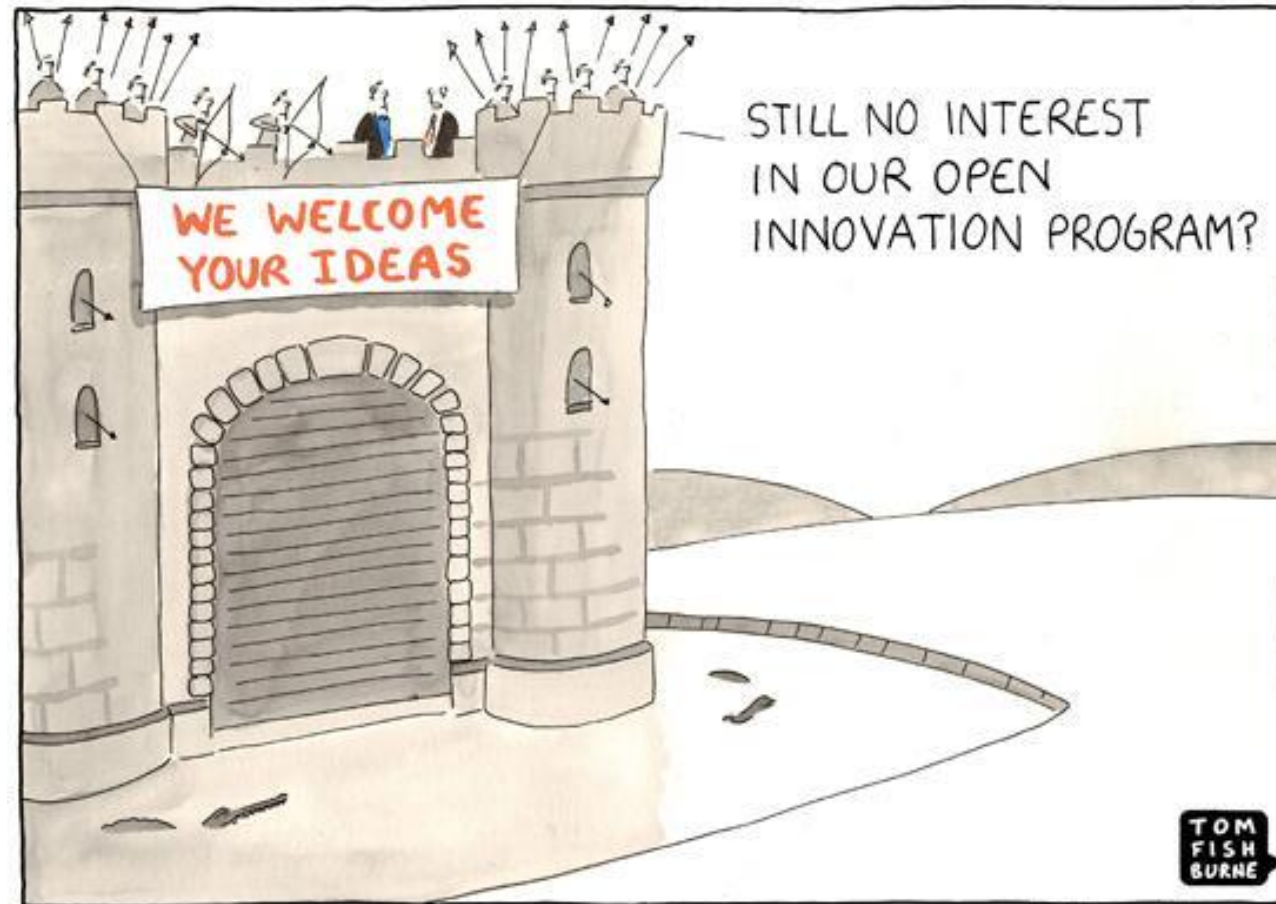
- Exploration of new products, processes and business models quickly and cheaply
- Leverage of new ideas into new, more sustainable markets and meet the demands of a changing customer base
- Integration of new disruptive technology
- Greater options to diversify their business
- Achievement of new capacities by incorporating new ways of working and doing things



A cultural shift



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The need for Open Innovation enablers



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- Barcelona Activa (local economic development agency from Barcelona City Hall) is launching the **open innovation ecosystem CONNECT.IO**.
- The goal is to help small and medium sized local business to grow and develop. This is done by solving challenges launched by larger organizations.
- How?
 - They help multinationals define and launch challenges
 - They scout companies with solutions that fit into those challenges
 - They pilot the implementation of the solutions

connectio << Català #deleted# #deleted#

Pàgina inicial
Sobre Connectio
Ecosistema
Reptes
Notícies
Calendari

Suma't a connectio, la plataforma empresarial d'innovació oberta de Barcelona Activa

4 propostes 3 reptes 18 usuaris 3 demandants d'innovació

Reptes publicats
Visualitza totes les idees aportades pels membres de la comunitat

Organitzacions
Llança un nou repte a la comunitat Connectio

MB92
Demandants d'innovació
Necessites ajuda?

Aigües de Barcelona



The need for Open Innovation enablers



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The screenshot shows the Yomken website interface. At the top, there is a navigation bar with the Yomken logo, icons for 'Create', 'Innovate', 'Marketplace', and 'About', and social media links. Below the navigation bar is a large banner image of a banana plantation. Overlaid on the banner is a dark grey box containing the text 'BANANA WASTE UTILIZATION' and a question: 'Do you have an innovative idea to process banana waste into profitable products?'. Below the question, it says 'Unsolved' and 'Egypt'. A yellow button labeled 'Solve Now!' is positioned below the text. At the bottom left of the banner, there are three small white circles.

Yomken is a CrowdSolving Platform for Industrial, Environmental and Societal Challenges



MedWaves: supporting Open Innovation enablers



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MedWaves stimulates and manages the demand for sustainable products and services through Open Innovation.

1

Open eco-innovation manual for enablers

2

Open eco-innovation digital platform

3

Financial support for open eco-innovation enablers



Your Open eco-Innovation platform



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- Launched in July 2022
- **Platform to:**
 - Connect eco-innovation challenges with startups
 - Create connections
 - Share knowledge and experiences
 - Build your circular innovation ecosystem
- **Main features:**
 - Challenges
 - Community
 - Resources
 - News
 - Events
 - Ecosystem (meet other professionals, startups, and companies)
- **What's ahead:**
 - New challenges and open Innovation processes in a few countries
 - Specific thematic communities (IP Rights)
 - Marketplace of needs and solutions (automatic matching or manual search)

the Switchers
Eco-Innovation

English | admin admin

Home
About
Ecosystem
Challenges
Projects
Community
Calendar
Users
Teams
News
Resources
Dashboard
Administration

Welcome to the Open Eco-Innovation platform!
A platform enabling collaboration between sustainable start-ups and businesses of the circular economy.

MedWaves
swtchmed
EUROPEAN UNION
STAND Up!

News
Stay tuned for the latest news!

Italy: Discover the STAND Up! challenges and provide your...
09/22/2022

Spain: Discover the STAND Up! challenges and provide your...
07/11/2022

NEW PLATFORM LAUNCH
The Switchers Open Eco-Innovation platform is now online
07/11/2022



Open eco- Innovation manual

Each stage is structured as follows:

a) Understanding:

Description of the core services that must be offered at each stage.

b) Processes and tools:

Detailed explanation of the process & tools you must follow at each stage.

c) Associated services:

Introduction to the services associated with the processes and tools.





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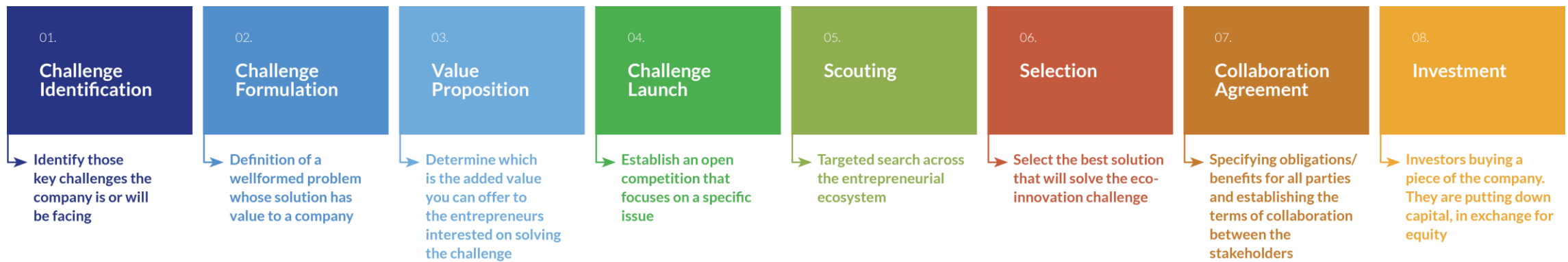
The objective of the Open eco-Innovation manual is to **support the matching between the seekers of green and circular business solutions with the providers of such solutions**, using an Open Innovation approach, through Open Innovation challenges.



A Methodological Framework for Eco-Innovation enablers



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STAGE 0

Creating the Open Innovation ecosystem



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5 key success drivers for Open Innovation enablers:



Secure revenue model



Establish a series of key partnerships with key stakeholders



Generate awareness of the topic to attract and engage companies to the ecosystem



Create a solid network of mentors, coaches, investors and industry experts



Create an entrepreneurial ecosystem team




STAGE 1

Challenge Identification

Identifying the eco-innovation challenge that the company is facing in order to look for external solutions coming from entrepreneurs.

You will have to:

- Make a deep dive of the company in order to get to know them
- Categorize & prioritize the challenges



Business Impact Challenge seeks solutions for a more efficient business

Contributing to the improvement of the food industry business and aiming to create a business that is better adapted to present and future challenges.

[Learn more](#)

STAGE 2

Challenge Formulation

Formulate the selected eco-innovation challenge to be well-defined and with a clear focus.

You will have to:

- Re-define the challenge
- Make a final review

In addition, rising energy prices threaten the profitability of Spanish companies in the sector. In recent years, measures have already been taken to improve energy efficiency in the food industry and energy intensity has been reduced considerably.

Energy management in the sector, which is highly dependent on gas and electricity, has become a fundamental challenge for two basic and complementary reasons: sustainability and economic savings.

We are in a time of economic and environmental emergency, which makes it necessary to focus on maximum efficiency in energy consumption, for the benefit of the competitiveness of companies and care for the environment.

The sector, and DAMM in particular in its strategic plan and through innovation with LAB1876, seeks to promote the energy transition, whose goal is a supply based on energies with low environmental impact, moving towards self-sufficiency and energy autonomy.

Lab1876 is committed to finding technological solutions that help the industry to reduce its consumption, especially of:

- Gas
- Electricity
- Water
- Co2

The ultimate vision is to achieve self-sufficiency of the company and the sector, so that we achieve a neutral effect on the planet derived from the activities of the sector.

STAGE 3

Value Proposition

Outline the value promised to be delivered to entrepreneurs interested in participating in the challenge.

You will have to:

- Tailor the value proposition together with the company to be able to raise the interest of entrepreneurs

DAMM commits to fund each winning startup up to a maximum of €15,000, which will be released in the following installments:

- €3,000 upon announcement of the two winning startups on April 21, 2023.

If the pilot is confirmed:

- €6,000 after 6 weeks from the start of the pilot.
- €6,000 at the end of the pilot.

STAGE 4

Challenge Launch

Launch an open competition that focuses on a specific eco-innovation challenge.

You will have to:

- Give all the necessary information about the challenge and the process to entrepreneurs



STAGE 5

Scouting

A targeted search across the entrepreneurial ecosystem to find the best solutions that address the identified needs of the challenge.

You will have to:

- Look up for entrepreneurs that might have solutions to solve the company's challenge



STAGE 6

Selection

Select the best solution that will solve the eco-innovation challenge.

You will have to:

- Select among all the solutions submitted by entrepreneurs, the ones that meet better the goals and objectives of the eco-innovation challenge

Damm announces the two winning startups of the Business Impact Challenge

Damm announced winners of their Business Impact Challenge. Xylene GmbH & Zenit Solar Tech will pilot their solutions with Damm. Challenge sought innovative solutions for food industry's supply chain and energy efficiency. Xylene's digital passport provides traceability for food materials and products. Zenit's low environmental impact solution helps companies maximize use of solar energy and share surplus energy.

STAGE 7

Collaboration Agreement

Setting the responsibilities & benefits for all the parties and establishing out the terms of the collaboration.

You will have to:

- Act as a facilitator and guide throughout the process of defining the collaboration agreement



STAGE 8

Investment

Finding investment for the project or solution the entrepreneur is working on.

You will have to:

- Support the entrepreneur and the company as much as you can in their quest to attract investors



02.



**Water and
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Living Lab: Rapid Open Innovation process



Living Lab



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We are going to split between **six teams** to solve **two challenges** in **three hours**



Food industry



Textile industry



Challenge 1: Energy self-sufficiency of the food industry (Spain)



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1. Challenge:

How can we boost the energy self-sufficiency of the food industry through low environmental impact energies?

2. Context:

The food industry is one of the productive sectors with the highest energy demand in Spain. It ranks second in energy consumption and it is responsible for 14% of the industry's total energy consumption.

In addition, rising energy prices threaten the profitability of Spanish companies in the sector. In the recent years, measures have already been taken to improve energy efficiency in the food industry and energy intensity has been reduced considerably.

Energy management in the sector, which is highly dependent on gas and electricity, has become a fundamental challenge for two basic and complementary reasons: sustainability and economic savings.

(continues)

We are in a time of economic and environmental emergency, which makes it necessary to focus on maximum efficiency in energy consumption, for the benefit of the competitiveness of companies and care for the environment.

Our company seeks to promote the energy transition, whose goal is a supply based on energies with low environmental impact, moving towards self-sufficiency and energy autonomy.

The company is committed to finding technological solutions that help the industry to reduce its consumption, especially of:

- Gas
- Electricity
- Water
- Co2

The ultimate vision is to achieve self-sufficiency on the company and the sector, so that we achieve a neutral effect on the planet derived from the activities of the sector.



Challenge 1: Reuse of the cotton wastes from the pre-treated selvedges (Spain)



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1. Challenge

To find a process to reuse and treat the company's textile waste to be able to create and develop new products for the company such as new recycled threads. The first step will be to use it in the spinning processes to develop new products made of 100% recycled cotton.

2. Context

Textile company manufacturing its own line of products and other 100% cotton cloths and textile accessories for home and kitchen. Their main sales markets are the health sector, luxury airlines and hotels but they also sell their products to independent and international fashion brands.

One business unit focuses on finishes and the other one markets worldwide its in-house products made with the seamless finish technique.

Their strength is the continuous improvement of existing products and the development of new technologies and products. The company entered the health market by developing a new certified surgical and protective face masks base on cellulosic for the healthcare hospital market.

3. Why is this challenge launched?

Textile waste is created in every phase of the textile manufacturing process like spinning, weaving, dyeing, finishing, garment manufacturing and, even, at the consumer end. The main motivation of this challenge is to evaluate and characterize the internal waste in order to establish which are the best possibilities we have to reuse it to create new products. This way, our company would create a new internal circular economy circuit and would avoid the incineration of waste.

4. What are the details of the challenge?

To reuse and reintroduce the company's internal waste to achieve total circularity, which is one of the company's major sustainability goals.

We would like to know solutions and initiatives to treat our waste, which comes from unused material due to the certain quality defects that invalidate the textile product. Concretely, we would like to hear about initiatives to develop a new material that could be used to create a final product interesting for the sectors we work for.



Workshop



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1

**Challenge
reformulation**

2

Start-up scouting

3

Start-up selection

4

Pilot plan

5

Pitch





1. Challenge reformulation: Choose your FOCUS!

We believe we will be able to...

(reduce/increase/solve...) _____

the *(specific problem / opportunity)* _____

through *(type of technology)* _____

that will allow companies in the *(sector)* _____

industry to *(goal)* _____.

Tasks:

1. Read your challenge carefully
2. Reflect on the problems the companies in that industry are trying to solve
3. Decide which specific problem you want to solve (don't try to solve the whole challenge): FOCUS
4. Once the problem is decided, reflect on which kind of technologies could be used to solve the problems
5. Reformulate the challenge by filling up the blanks in the sentence in this slide





1. Challenge reformulation:

Choose your FOCUS! Is it tracking systems?

We believe we will be able to

Reduce

the environmental impact of factories in the food industry

through energy consumption tracking systems

(sensors, IA and others)

that will allow these companies take better and more

sustainable decisions through.

Tasks:

1. Read your challenge carefully
2. Reflect on the problems the companies in that industry are trying to solve
3. Decide which specific problem you want to solve (don't try to solve the whole challenge): FOCUS
4. Once the problem is decided, reflect on which kind of technologies could be used to solve the problems
5. Reformulate the challenge by filling up the blanks in the sentence in this slide





1. Challenge reformulation: Choose your FOCUS! Is it energy recovery?

We believe we will be able to

Ensure self-sufficiency in the food industry
through energy-recovery technologies.

Tasks:

1. Read your challenge carefully
2. Reflect on the problems the companies in that industry are trying to solve
3. Decide which specific problem you want to solve (don't try to solve the whole challenge): FOCUS
4. Once the problem is decided, reflect on which kind of technologies could be used to solve the problems
5. Reformulate the challenge by filling up the blanks in the sentence in this slide





1. Challenge reformulation:

Types of solutions: Energy efficiency

● Energy storage

Solutions that allow to conserve a certain amount of energy in any form, to use it when it is required in the same way that it was generated or in a different one.

● Harvesting systems

Solutions that help companies to optimally use energy in all their processes and activities for their exploitation, production, transformation, distribution and consumption, including energy efficiency.

● Residue control

Solutions that allow waste management including processes of minimization, recycling, collection, storage, treatment, transport and disposal of these.

● Control and optimization of generated energy

Solutions and tools that allow analysing and studying the energy consumption of companies, as well as suggesting alternatives to unfavourable situations to optimize the use of this.

● New Sources of Green Energy

Solutions capable of generating renewable energy present in nature in an abundant and widespread way, to generate electricity.





1. Challenge reformulation:

Types of solutions: Reuse of waste

- **3D printing:** allows the creation of complex and intricate designs, which can help reduce waste by producing clothing and accessories in a more sustainable and efficient way.
- **Upcycling:** involves taking waste materials and turning them into new products with a higher value. This can be done through creative techniques like patchwork, appliqué, and embroidery.
- **Digital Printing:** allows the creation of custom prints and patterns without the need for screen printing or other traditional methods. This can reduce waste by eliminating the need for excess materials.
- **Recycling:** involves taking materials that would otherwise be thrown away and turning them into new products. Many fashion brands are using recycled materials such as plastics, cotton, and wool to make their clothing and accessories.
- **Design Solutions:** based on applying eco-design measures allowing companies to reduce the cut-offs and waste generated.
- **Waste reduction software:** Technologies such as waste reduction software that can help companies track their waste output, identify areas where they can reduce waste, and track progress towards sustainability goals.
- **Fiber recycling:** involves turning old clothes and fabrics into new fibers that can be used in the production of new clothing and accessories.
- **Smart inventory management:** systems that can help companies having a better management of their inventory, reducing overproduction and waste.
- **Circular supply chains:** focused on reducing waste and increasing sustainability. Companies can use technology to track their supply chains and ensure that waste is minimized at every step of the production process.
- **Cleaner and zero-waste production:** solutions that help companies to set-up an internal system to collect and recycle the cut-offs and scraps from the manufacturing process.





1. Challenge reformulation:

Types of solutions: Reuse of waste

- **Industrial symbiosis:** Solutions based on the collection of textile waste of companies, their separation and recycling into new recycled fibers that are sold to other companies.
- **Using their own recycled fabrics:** Solutions based on the collection of textile waste of companies, their separation and recycling into new recycled fibers that are reintroduced into the companies production process.
- **Slow fashion value chains:** Solutions based on the collection of companies' textile waste that reuse them to do new products.



1. Challenge reformulation: TASK 1



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Write your challenge reformulation here:

Tasks:

1. Read your challenge carefully
2. Reflect on the problems the companies in that industry are trying to solve
3. Decide which specific problem you want to solve (don't try to solve the whole challenge): FOCUS
4. Once the problem is decided, reflect on which kind of technologies could be used to solve the problems
5. Reformulate the challenge by filling up the blanks in the sentence in this slide





2. Start-up Scouting

STARTUP PROFILE (TEMPLATE)

- Name of startup:
- Value proposition:
- Main technology
- Partners / investors:
- Technology Readiness Level / Maturity:
- Link:

Tasks:

1. Desk research to find startups that fit the reformulated challenge you are trying to solve. You can use:

- Crunchbase
- Product hunt
- Startup ranking
- AngelList
- Seedtable
- Indago (app)
- Google
- LinkedIn
- Chat gpt
- The switchers platform

2. Describe at least 5 start-ups identified by using the STARTUP PROFILE template in this slide









2. Start-up Scouting

Example: Ecocitor

Type of solution: Energy storage

 Location	 Number of clients
Mérida, Spain	0
 Technology	 TRL
Software	TRL 5
 Link	
http://ecocitor.com/	

Value proposition: High-performance energy storage solutions with carbon-based nanomaterials extracted from waste and other non-mineral resources.

Tasks:

1. Desk research to find startups that fit the reformulated challenge you are trying to solve. You can use:

- Crunchbase
- Product hunt
- Startup ranking
- AngelList
- Seedtable
- Indago (app)
- Google
- LinkedIn
- Chat gpt
- The switchers platform

2. Describe at least 5 start-ups identified by using the STARTUP PROFILE template in this slide



2. Start-up Scouting

TASK 2



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Name: _____

Type of solution: _____



Location



Number of clients



Technology



TRL



Link

Value proposition: _____

Name: _____

Type of solution: _____



Location



Number of clients



Technology

TRL



Link

Value proposition: _____



2. Start-up Scouting

List of interesting Start-ups (energy efficiency)



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Startup	Description
SMARTMONKEY.IO	Through a route optimization platform, they improve over 30% the efficiency of last-mile operations. This startup helps customers to optimize their routes in minutes, do any kind of manual adjustment, dispatch routes in matter of seconds, get the status of the delivery updated in real-time and share it with customers to improve the convenience of the service.
EWAKA MOBILITY LIMITED	eWAKA is a platform for commuter and commercial micro-mobility fleets. They combine hardware, software, flexible financing options and servicing to respond to the increasing urban transportation needs on the continent while addressing the major climate challenges of this critical sector. Through their integrated platform solution approach, they will eliminate many of the operational challenges that normally occur for the e-mobility business.
TADIA.AI	This boutique consulting firm specializes in Artificial Intelligence applied to industry. They offer 100% custom solutions that solve real problems through tangible projects.
SINGULARLY.COM	Collaborative planning platform that enables finance and operations teams to build powerful models that perfectly match their FP&A, S&OP and business reporting needs. The platform connects data to ensure everything is in sync, presents interactive visuals to accelerate decision making, and promotes unlimited sharing and collaboration across the organization. Singularly's pre-made templates and low-code design help teams start creating models on day one, and tackle even the most complex needs.
BIOPTI'TECH	This startup sells high value products (Activated Carbon and 5 HMF) as well as the biorefinery technology (technology based on superheated torrefaction).
MACCION	Advanced solutions and technologies to improve production and logistics.
CIRCULARTREE	CircularTree has developed a SaaS solution that supports companies to calculate product carbon footprints (PCF) and decarbonize their supply chain (Scope 3) in order to gain a competitive advantage by providing low carbon products.
UNFIA	UNFIA is a platform to directly connect small and medium wine producers and buyers with an automated supply chain avoiding intermediaries, trade barriers, and very limited digitalization. UNFIA will allow producers to gain easier access to the global markets, making larger revenues and higher profits, while buyers get higher selection and convenience, lower prices, and bigger prices/quality. UNFIA makes the purchase process easier, faster, and cheaper by performing on the behalf of the users the most time and cost-consuming tasks such as document preparation, shipment set-up, legal and customs clearance, money collection from buyers and payments of taxes, fees, and duties.



2. Start-up Scouting

List of interesting Start-ups (energy efficiency)



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Startup	Description
AGROBIGDATE SOLUTIONS	They contribute to assure food security in the growing population, by matching supply and demand, reducing the waste of food and promoting fair prices. Their main customers are coops, big producers and farmers. Other potential customers are supermarkets and companies working on short-supply chains. This startup provides farmers and co-ops forecasts of the expected production, demand and price evolution, helping them to make better and informed decisions on what crop to grow each season.
BILE COMUNICACION S.L.	This startup designs infrastructures to promote micromobility and reduce the carbon footprint. They create urban and corporate parking lots where micromobility elements such as bicycles and scooters can be parked, secured and charged. They also design the cities of the future and have options for clean sources of electricity such as solar panels.
AQTIVA DATA TECHNOLOGIES	Aqtiva is a big data native solution, born with a clear purpose: To help any company to become a data-driven company that improves its strategic decisions thanks to good quality data. How? With a flexible, easy to use and pay per use tool. Avoiding huge initial investments or the need of tech profiles.
TRADLER.CO	Tradler is a SaaS improving employee engagement, experience and provides leaders and managers with valuable insights. Employees receive points for the work and/or actions they contribute, which they can later exchange for gifts and donations. Pulse surveys, intelligent data insights, and productivity metrics allow managers to give the right attention to the right person at the right moment.
THE PREDICTIVE COMPANY	The Predictive Company has developed a SaaS solution for energy optimization and predictive maintenance based on artificial intelligence. It can be implemented in any type of commercial buildings like universities, offices, supermarkets, shopping malls or hotels. They can reduce the inefficiencies of the HVAC systems up to 30% for each building in terms of energy, costs, and CO2 emissions. Moreover, their technology is based on self-learning algorithms so it can detect the smallest machine's faults before they become a major issue.
NECADA	NECADA is a hybrid infrastructure that supports the execution of a simulation model on a cloud, cluster or desktop environments. The aim of this infrastructure is to find optimal values for various building parameters and the associated impacts that reduce the energy demand or consumption of the building or urban area. The infrastructure combines both, formal languages and co-simulation in order to obtain a complete unambiguous definition of the model, assuring that the final implementation will use the best tools to simulate any model component.
SPHERAG TECK IOT	SPHERAG is an autonomous bidirectional platform which includes both software and hardware, connecting real time cloud management and farms, integrating soil sensors, crop sensors, weather models and remote sensing through satellite images and provides (eventually autonomous) irrigation and nutrition recommendation to end user who can fully delegate the farm management into SPHERAG's platform. IoT bidirectional & solar powered devices guarantee and improved management and self AI learning solution and real time flow consumption including alerts in case of leakage or sudden pressure increase or drop.



2. Start-up Scouting

List of interesting Start-ups (reuse of waste in textile)



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Startup	Description
THE RENEWAL WORKSHOP (NOW ACQUIRED BY BLECKMANN)	Upcycles and resells used clothing to reduce waste and promote sustainability in the fashion industry.
EILEEN FISHER RENEW	Upcycles and resells used Eileen Fisher clothing to reduce waste and promote sustainability in the fashion industry.
COLOREEL	Digital printing startup with a revolutionary technology to colour textiles: there's no waste of water and they minimize microfibre pollution.
EVARNU	They developed a technology that creates Nucycl®, a fiber regenerated from cotton textile waste, that provides a real alternative to high impact raw materials like cotton and polyester.
WORN AGAIN TECHNOLOGIES	They developed a unique polymer recycling technology which separates, decontaminates, and extracts polyester and cellulose from cotton in non-reusable textiles. The dual PET and cellulose outputs can be reintroduced into supply chains to become new fibre, textiles and products as part of a continual cycle.
RENEWCELL	Recycling startup that developed a technology that breaks down used cotton and other cellulose-rich textiles and transforms them into a new, biodegradable raw material: Circulose® pulp.
SOURCEMAP	A startup that helps corporates with their logistic: Sourcemap is the only full-suite solution for supply chain transparency and traceability, including end-to-end supply chain due diligence, customs compliance, environmental and social sustainability, business continuity, operations planning and much, much more. This helps organisations ensure that best practices are implemented every step of the way.
TEXTIL SANTANDERINA	A cleaner and zero-waste production startup that offers solutions that help companies to set-up an internal system to collect and recycle the cut-offs and scraps from the manufacturing process. Textil Santanderina is a leading company located in Cantabria that offers an extensive range of products, including everything from cotton classics to the latest innovations using textile fibers.
DENIZ TEKSTIL GRUP	This startup offers Industrial symbiosis solutions: based on the collection of textile waste of companies, they separate and recycle into new recycled fibers that are sold to other companies.



2. Start-up Scouting

List of interesting Start-ups (reuse of waste in textile)



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Startup	Description
GREENSTORY	A startup that transforms product sustainability data into commercial results (ex: quantifying the environmental performance of products to show it to the audience in a way that is credible, accessible and relatable).
REFIBER DESIGNS	A startup that creates gloves and every scrap fabric waste materials are recycled.
RECOVERTEX	Process and technology that have a strong environmental benefit: delivering dyed fiber with minimal use of solvents and water, allowing for a truly closed-loop system.
STYLE.ME	A startup that uses augmented reality technology to help fashion retailers create virtual fitting rooms. The majority of apparel returns are due to wrong fit and size and this virtual fitting solution has been proven to reduce returns by up to 50%, helping to reduce the industry's carbon footprint.
UNSPUN	This San Francisco-based startup is revolutionizing fashion with its "zero-waste weaving" approach. They use body scanning technology to produce made-to-measure garments with sustainable materials and textile industry surplus.
YERDLE	A startup that is building an online marketplace for secondhand clothing and inventory surplus. They work with brands like Patagonia and Eileen Fisher to give a second life to clothes that would otherwise end up in a landfill.
QUEEN OF RAW	Science-based software that drives supply chain efficiencies for a more sustainable and profitable business: they provide a marketplace for buying and selling deadstock and overstock textiles, including fabric rolls, trimmings, and other materials that are typically discarded.
FAB SCRAP	Based in New York, Fab Scrap collects fabric scraps and other textile waste from fashion brands, and sorts and resells them for use in new products. They also provide educational resources and workshops to help brands reduce their textile waste.
GREEN FASHION	Green Fashion is a Cairo design house for patchwork-based clothing and accessories. They recycle textile waste and reuse it to do new products: <i>"By reusing every single piece of clothing, we save our planet and create a new job for a single mother"</i> .





3. Start-ups selection

	Challenge fit Is the technology adapted to the challenge of the corporate?	Feasibility Is a pilot feasible in terms of technical resources?	Viability Is a pilot very costly or assumable in terms costs?	TRL Is the technology ready to use?	Startup case studies Has the startups enough experience?	TOTAL
Startup 1						
Startup 2						
Startup 3						
Startup 4						
Startup 5						

Tasks:

- 1. Evaluate from 0 to 5 each of the evaluation criteria of the five startups you have identified.**
- 2. Sum the total of point for each startup**
- 3. The highest scoring startup is your startup for the pilot!**





3. Start-up selection

	Challenge fit Is the technology adapted to the challenge of the corporate?	Feasibility Is a pilot feasible in terms of technical resources?	Viability Is a pilot very costly or assumable in terms costs?	TRL Is the technology ready to use?	Startup case studies Has the startups enough experience?	TOTAL
Startup 1	3	3	3	3	3	15
Startup 2	2	3	2	3	1	11
Startup 3	1	1	1	1	1	5
Startup 4	5	5	5	5	4	24
Startup 5	4	4	4	4	4	20

Tasks:

1. Evaluate from 0 to 5 each of the evaluation criterion of the five startups you have identified.
2. Sum the total of point for each startup
3. The highest scoring startup is your startup for the pilot!



3. Start-up selection

TASK 3



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	Challenge fit Is the technology adapted to the challenge of the corporate?	Feasibility Is a pilot feasible in terms of technical resources?	Viability Is a pilot very costly or assumable in terms costs?	TRL Is the technology ready to use?	Startup case studies Has the startups enough experience?	TOTAL

The winning Start-up is: _____





4. Pilot plan

Pilot Project (scope of work): _____

Goal 1: _____ KPI 1: _____
Goal 2: _____ KPI 2: _____
Goal 3: _____ KPI 3: _____

- Tasks:**
1. Introduce the description and scope of the pilot project
 2. Define goals and kpi's
 3. Detail tasks, roles and Calendar for a maximum period of 3 months

Task	Responsible	Month 1	Month 2	Month 3
Task				
Task				
Task				
Task				
Task				
Task				
Task				





4. Pilot plan

Pilot Project (scope of work): to implement the startup's technological infrastructure in one of the company's factory to identify energy savings

Goal 1: **reduce the amount of water used** KPI 1: **5% of water consumption reduction**

Goal 2: _____ KPI 2: _____

Goal 3: _____ KPI 3: _____

Tasks:

1. **Introduce the description and scope of the pilot project**
2. **Define goals and kpi's**
3. **Detail tasks, roles and Calendar for a maximum period of 3 months**

Task	Responsible	Month 1	Month 2	Month 3
<i>Visit to the factory</i>	<i>startup</i>	<i>xx</i>		
<i>Implementation of technology</i>	<i>startup</i>	<i>Xx</i>	<i>xx</i>	
<i>Testings</i>	<i>Statup / corporate</i>		<i>Xxx</i>	
<i>Integration with systems</i>	<i>Statup / corporate</i>		<i>xxx</i>	
<i>Start tracking</i>	<i>corporate</i>		<i>Xx</i>	<i>xx</i>
<i>Measure kpi's</i>	<i>Corporate</i>			<i>xx</i>



4. Pilot plan

TASK 4



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Pilot Project (scope of work): _____

Goal 1: _____ KPI 1: _____
Goal 2: _____ KPI 2: _____
Goal 3: _____ KPI 3: _____

Tasks	Responsible	Month 1	Month 2	Month 3



5. Pitch



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03.



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Closure





THANK YOU!

