

EPOS WP 6 - Exploitation

Lead: Strane Innovation

Industrial symbiosis guide for conceptualising business relations

D6.3

Strane Innovation (STRANE)

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Summary

This report is a deliverable (D6.3) of the European collaborative EPOS project dedicated to foster Industrial Symbiosis (IS) in Europe through the development of the EPOS toolbox. While observing a lack of IS implementation on the field, EPOS delivers supporting tools and methodologies dedicated to practitioners.

Deliverable 6.3 provides guidelines to industries, cluster managers or IS facilitators to manage non-technical issues of IS implementation. It proposes a 6-step guide to assist the identification and the preliminary assessment of IS opportunities. More precisely, the 6 steps enable:

- a better understanding of the cluster context and its associated issues;
- the prioritisation of synergy opportunities according to their implementation potential;
- the collection of relevant data, define analysis scenarios and, create a synergy-focus stakeholder ecosystem;
- assess to an extended range of values (economic, social, environmental, territorial);
- crystallisation of these values within a dedicated sustainable business model canvas;
- creation of preliminary business cases to trigger interest of each involved organisation's decision-maker.

The framework has been iteratively developed throughout the past three years of the project thanks to synergy analyses in the five demonstration clusters of the project. It builds on the author's and industries' experiences. It has been designed to be generic, widely applicable in different contexts, and most importantly to be realistically used by stakeholders by trying to limit efforts in terms of spent time and data required. Its final goal is not to make a detailed assessment of the synergy but to make a preliminary opportunity analysis, trigger interest of stakeholders' decision-makers who could then decide to further detail the project analysis. This guide has a role of IS accelerator enabling a quick relevant opportunities identification and analysis.

First results indicate that the framework can provide researchers and companies with a useful reference to IS implementation, helping on the investigation of different IS possibilities and scenarios as well as the main barriers and challenges to be overcome. Fifteen synergies have been studied following the analysis framework leading to generic conclusions of needs, motivations and barriers per synergy typology. It also triggered concrete talks between industrial partners that could lead to real synergy implementations.

For further information, refer to Insight #18.