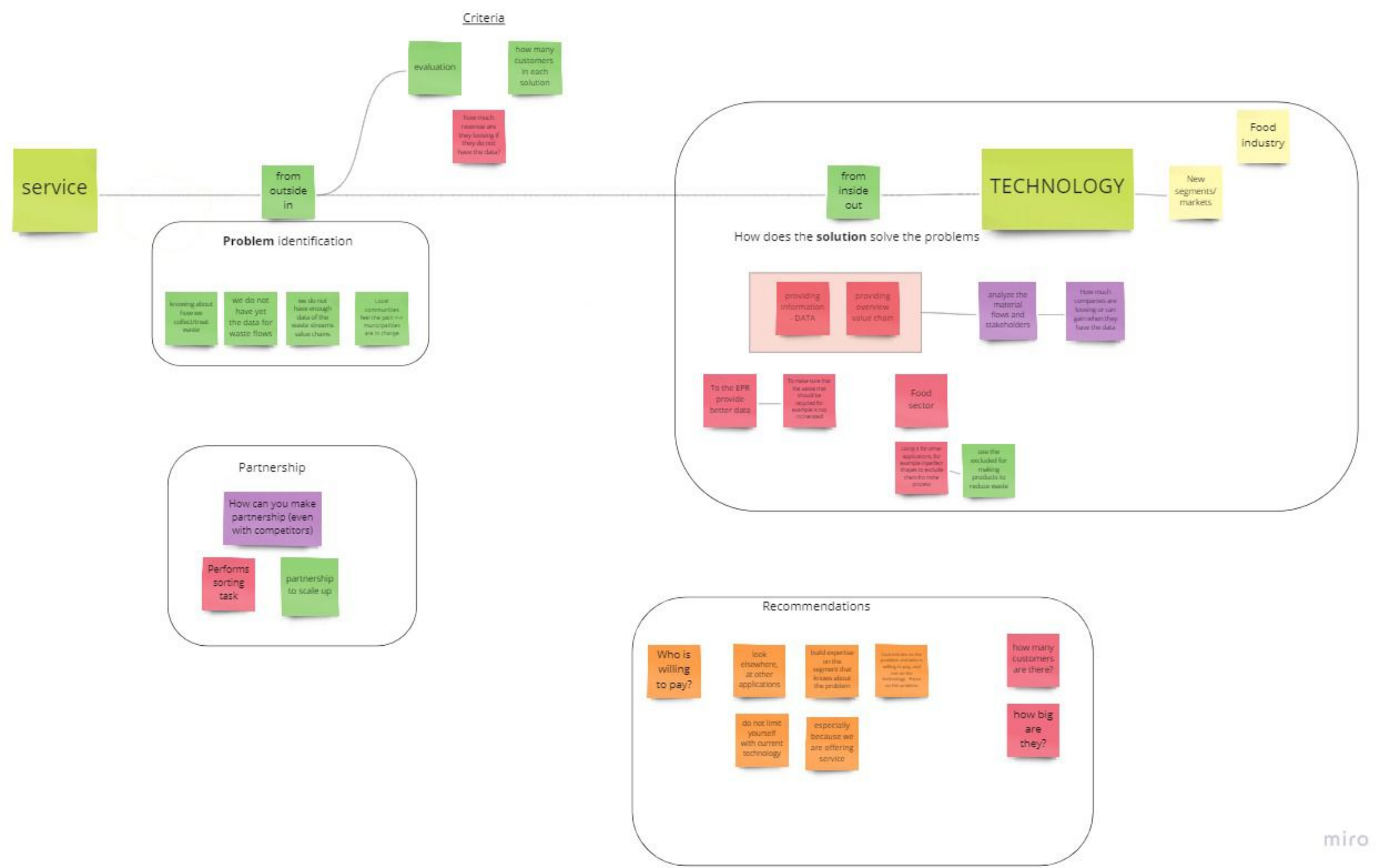
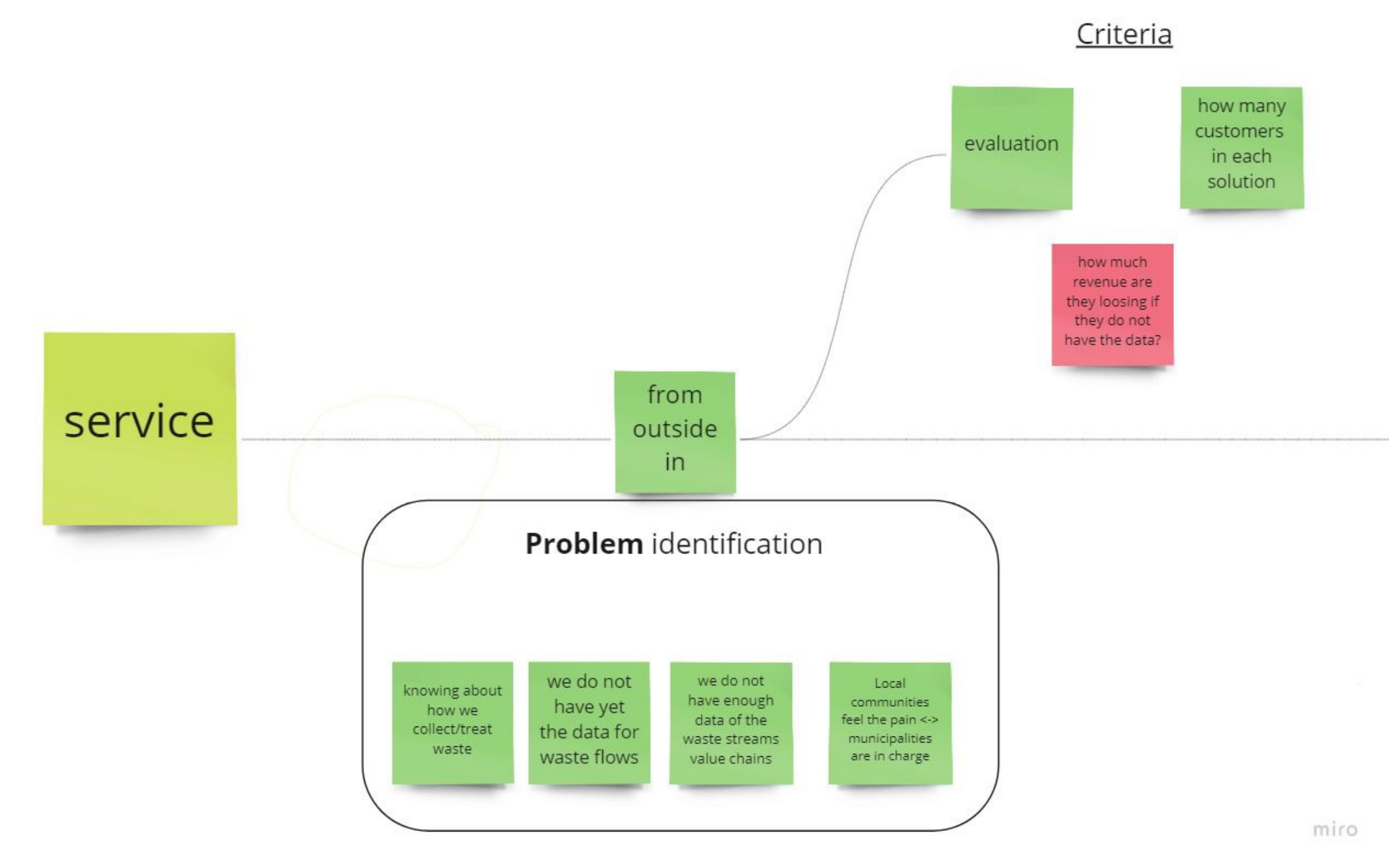

Criteria
evaluation
how many customers in each solution
how much revenue are they loosing if they do not have the data?
service
from outside in
Problem identification
knowing about how we collect/treat waste
we do not have yet the data for waste flows
we do not have enough data of the waste streams value chains
Local communities feel the pain now municipalities are in charge
from inside out
TECHNOLOGY
New segments/ markets
Food industry
How does the solution solve the problems
providing information - DATA
providing overview value chain
analyze the material flows and stakeholders
How much companies are loosing or can gain when they have the data
To the EPR provide better data
To make sure that the waste that should be recycled for example is not increased
Food sector
Using it for other applications, for example imperfect shapes to exclude them the niche process
use the excluded for making products to reduce waste
Partnership
How can you make partnership (even with competitors)
Performs sorting task
partnership to scale up
Recommendations
Who is willing to pay?
look elsewhere, at other applications
build expertise on the segment that knowns about the problem
do not limit yourself with current technology
especially because we are offering service
how many customers are there?
how big are they?
miro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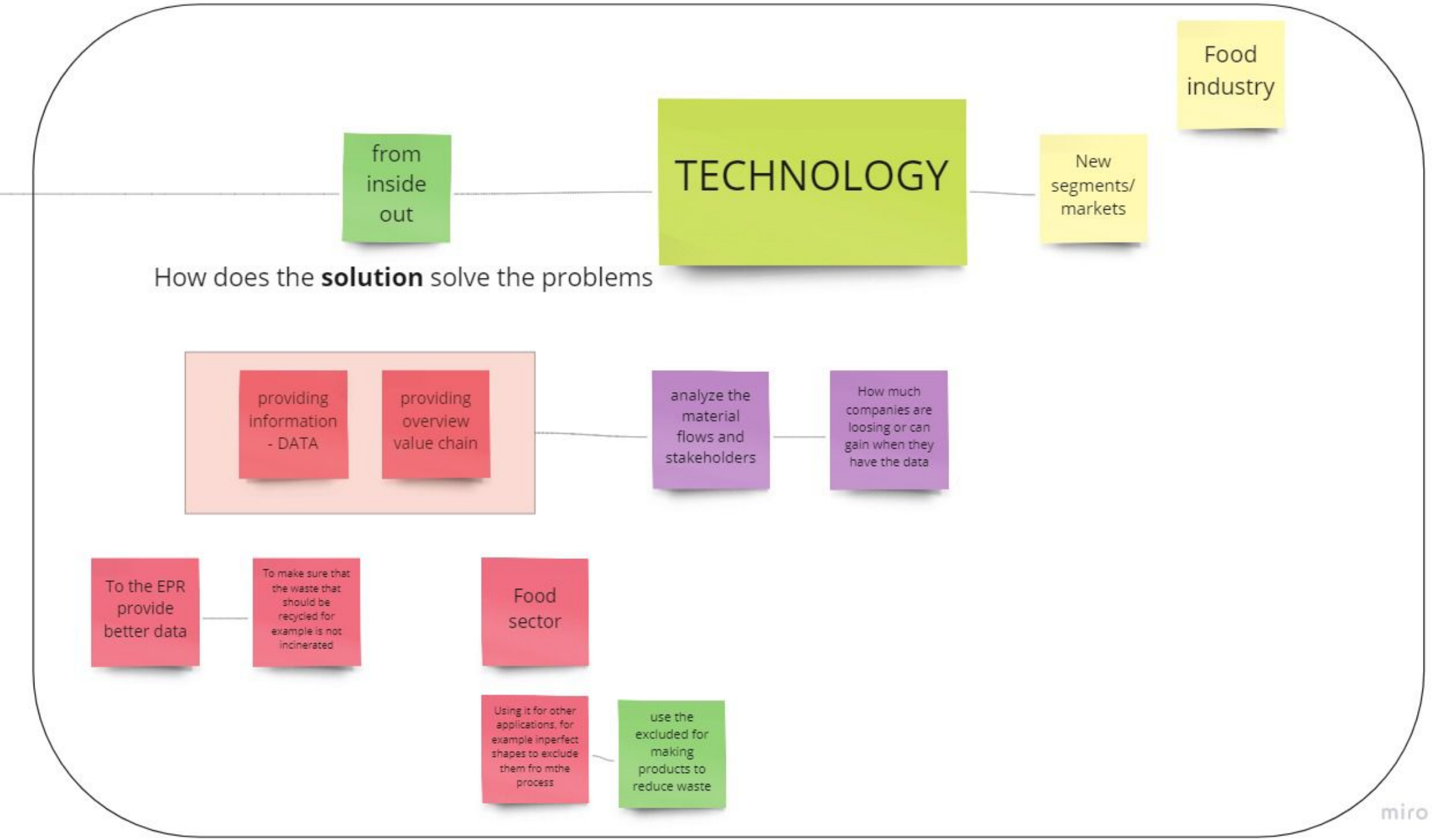
Food industry
from inside out
TECHNOLOGY
New segments/ markets
How does the **solution** solve the problems
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analyze the material flows and stakeholders
How much companies are loosing or can gain when they have the data
To the EPR provide better data
To make sure that the waste that should be recycled for example is not incinerated
Food sector
Using it for other applications, for example inperfect shapes to exclude them fro mthe process
use the excluded for making products to reduce waste

miro

Recommendations

Who is willing to pay?

look elsewhere, at other applications

build expertise on the segment that knows about the problem

Concentrate on the problem and who is willing to pay, and not on the technology - Focus on the problem

how many customers are there?

do not limit yourself with current technology

especially because we are offering service

how big are they?

Partnership

How can you make partnership (even with competitors)

Performs sorting task

partnership to scale up

miro