

#### **VALUE CREATION** Lifetime extension and reuse as a long-term standalone **SECURITY** business activity " **OF SUPPLY PEOPLE AND** circular service center", By maintaining the data and technology **TALENT** installed base and reuse of are value in itself that It is easier to retain and parts, modules and can be monetized). attract people when you equipment, companies do the right things become less dependent on (meaningful/purpose): the supply chain and can fascinate, engage and continue to deliver retain. machines (quickly) (supply chain security critical raw materials). **DRIVERS CUSTOMER** (ECOSYSTEM) DESIGN INTIMACY Learning from failures, Strengthening market increase reliability and position (be a frontrunner quality, take customer experiences into to be distinctive), building sustainable relationships account, design aimed **SUSTAINABILITY** at extending lifetime with suppliers, and reuse customers, ecosystem, Reduce environmental meet market demands. impact, save raw material use, reduce climate impact, waste reduction, CSRD compliance.

### Drivers of the circular transition

# Multiple circularity drivers



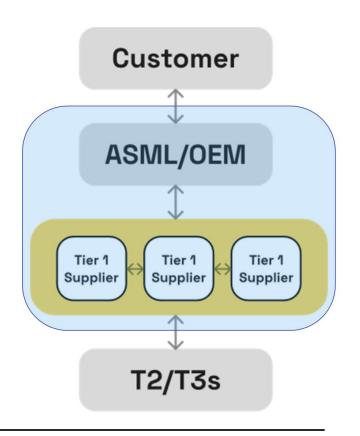


## CBPS: A collective approach towards circularity

- Q: quality of re-use and repaired products: define and achieve the standard
- L: supply chain redesign (define logical flows), short cycle times and process/labour efficiency
- T: configuration mngt, learning loop to design and manufacturing, circular design
- C: capture value to reduce total cost of goods
- S: achieve targets on waste and scope 3 emissions (circularity is key enabler)

The above will result in value creation, by:

- Higher yield (in reuse and repair)
- Faster cycle time (flow in the process)
- Increased volume in the flow (towards industrialization)



# **END**

