

LIVE WEBINAR

CHEMICAL LEASING:

STEP-BY-STEP IMPLEMENTATION OF
THE BUSINESS MODEL, CRITERIA,
BEST PRACTICES & GLOBAL AWARD



For consultants, companies and students

General Information on the Module

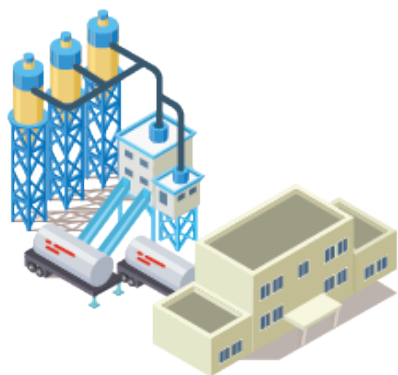
In this module you will learn about:

- ⇒ **Methodology of introducing Chemical Leasing at company level**, challenges and opportunities for its specific applications
- ⇒ **How the business model «Chemical Leasing» works** and how you can profit from it
- ⇒ **Key elements of Chemical Leasing** such as «benefit/performance-based pricing» and «common interests of chemical users and suppliers »
- ⇒ Implementation of Chemical Leasing in different countries and sectors
- ⇒ Experience of SAFECHEM and sustainability of the model
- ⇒ **How to apply for the Global Chemical Leasing Award 2021** and generate your personal success story



Chemical Leasing business model at glance

Chemical leasing is a circular economy performance-based business model that encourages the shift from product to service



Provides not only chemicals but also expertise and services to optimize chemical use.

CHEMICAL SUPPLIER

A manufacturer/distributor/trader of chemicals

MOTIVATION IS ALIGNED:

Both partners are interested in achieving better performance and desired quality by using

LESS CHEMICALS

CHEMICAL USER

A company that uses chemicals in operations

Pays for function/services rendered by chemicals and not for the volume.

Agenda of the Module

Time (PM, CEST)	Presenters	Titles	Topics
14:30	Petra Schwager	Coordinator of UNIDO's Global ChL Programme	General introduction to the module, what are we going to learn
14:40	Vojislavka Satric	International Expert for UNIDO's ChL Programme	Step by step implementation of the model, Chemical Leasing Toolkit
15:00	Steffen Saecker	Business Manager at SAFECHEM	Chemical Leasing in practice: the business case of Safechem
15:15	Reinhard Joas	International Expert for UNIDO's ChL Programme	Sustainability criteria
	Luis Umanzor	Project Associate on Chemical Leasing at UNIDO	
15:30	Reinhard Joas	See above	Contractual requirements
15:45	Branko Dunjic	Director of the National Cleaner Production Centre of Serbia	Monitoring requirements
16:00	Luis Umanzor	See above	Global Chemical Leasing Award 2021
16:15			Q&A (15 min)

2h