LIVE WEBINAR
CHEMICAL LEASING:
STEP-BY-STEP IMPLEMENTATION OF THE BUSINESS MODEL, CRITERIA, BEST PRACTICES & GLOBAL AWARD

For consultants, companies and students

www.chemicalleasing.org/webinars
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.

**CHEMICAL SUPPLIER**
A manufacturer/distributor/trader of chemicals

**CHEMICAL USER**
A company that uses chemicals in operations

**MOTIVATION IS ALIGNED:**
Both partners are interested in achieving better performance and desired quality by using LESS CHEMICALS

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

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

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