

# GLOBAL CHEMICAL LEASING AWARD 2018

APPLY  
NOW

## WHY APPLY?

- **Recognition** from the international community
- **Monetary prize** for winners
- **Green PR & enhanced credibility**
- Platform for **knowledge exchange** and discussion
- Presentation of creative ideas, **best practices**
- **Self-assessment** of target processes
- **Networking** with decision makers

## AWARD'S AIM

- **Encourage** sustainable chemicals management
- **Promote** the application of the innovative business models, such as Chemical Leasing
- **Acknowledge** best practices

## WHO CAN APPLY?

- **Organisations, companies, research institutions and individuals** are invited to apply

## WHO IS THE JURY?

- **Highly recognized and experienced international experts** from industry, science and academia nominated by the partners

## AWARD CEREMONY

- The ceremony will take place on **6 November 2018** in Vienna, Austria



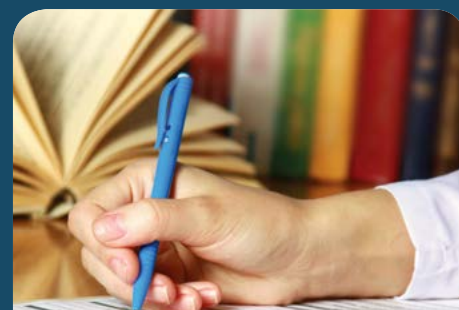
### CASE STUDIES CATEGORY I

- For users and suppliers of chemicals
- It is necessary that the company has already started with the implementation of Chemical Leasing



### INNOVATION CATEGORY II

- For case studies with technical solutions that have a potential to define a new state of the art for a certain use of chemicals (including start-ups, implemented business plans)



### RESEARCH CATEGORY III

- For research and development activities
- It comprises new products, patents, business concepts papers, lectures, curricula, etc. to bring Chemical Leasing forward

THE APPLICATION PERIOD IS OPEN UNTIL 15 AUGUST

WWW.CHEMICALLEASING.ORG



#### KEY PARTNERS:

Governments of Austria, Germany and Switzerland

#### WITH THE SUPPORT OF:

International Sustainable Chemistry Collaborative Centre (ISC3)

European Association of Chemical Distributors (FECC)

## THE CONCEPT

In contrast to the conventional business model in which the assumption is that “the more you sell the more you earn”, under Chemical Leasing the supplier sells not quantities but **the function of the chemical** and functional units become the basis for payment (number of pieces cleaned, amount of area coated, etc.).



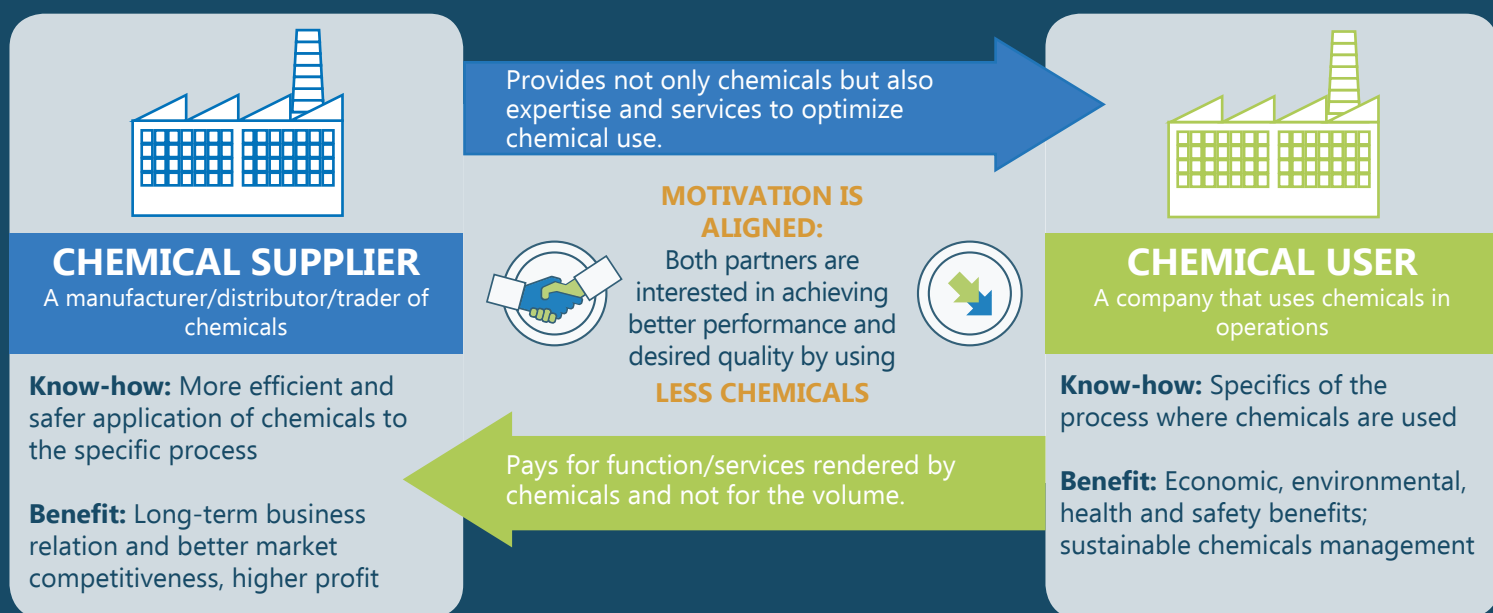
## THE CHANGE

The focus is shifted from increasing sales volume of chemicals towards a **value-added approach**.

## HOW IT WORKS

For example, a producer of metal parts needs solvents to clean them. Instead of being paid for the amount of solvent provided, the chemical supplier sells the functions performed by the solvent, such as the cleaned metal parts.

## THE WIN-WIN BUSINESS MODEL



## EXAMPLES FROM THE INDUSTRY

PROCESS	CHEMICAL	SECTOR	BASIS OF PAYMENT
Lubrication of packaging lines	Lubricants	Beverage, dairies	No of working hours, volume of packed beverage, No of packed bottles
Cleaning in place (CIP)	Cleaning agents, disinfection agents	Beverage, dairies	No of cleaning cycles
Textile dyeing	Dyes	Textile industry	Square meters of colored textile
Water treatment and disinfection	Different chemicals for water treatment	Drinking water supply	Cubic meters of purified water

For more information, visit: [www.chemicalleasing.org](http://www.chemicalleasing.org)



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