Investment decision making for an energy productive Australia

Workshop in partnership with the Australian Alliance to Save Energy 2XEP Roadmap Initiative
Business models for delivering energy and resource productivity – an international supply chain perspective

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Dick van Beers
Potential for energy efficiency impact

Capital investments lock in technologies and (in)efficiencies

Introduction to business models

**Business model** describes the rationale of how an organisation creates, delivers, and captures value.

Problems of traditional business models

**Short-term management focus**
- Rather than strategic decision making

**Focus on maximising product outputs**
- Rather than value creation through delivery of (supporting) services

**Build on “open-loop systems”**
- Not facilitating reuse and/or recycling of end-of-life products

**Do not always capitalise on energy and resource efficiency**
- Internal opportunities within companies
- External opportunities in supply and value chain

Emergence of innovative business models for resource productivity

Key driving actor for value creation towards sustainable consumption

Consumers

Business

Enabling role of governments, service providers, and innovation centres

Prosumers

Collaborative consumption

Service & function based offerings

Consumer choice influencing

Product design

Waste as a resource

Production

Use

End-of-life

Key focus of efforts in value chain

Innovative business models delivering increased resource and energy productivity

Evolution of supply chain management

Focus

Systems & lifestyles
Creating services to shape and support sustainable systems and people’s lifestyles
Sustainable society
Sustainable consumption

Products
Product design to enable resource efficiencies along supply chain
Sustainable product & services
Sustainable product design

Materials supply
Materials and semi-products for sustainable procurement
Sustainable composition
Sustainable raw materials

Role

Leadership
Anticipating expectations

Compliance with standards

Source: Collaborating Centre on Sustainable Consumption and Production (2014). www.scp-centre.org. Wuppertal, Germany
Contact details

Dr. Dick van Beers
Senior Expert

Collaborating Centre on Sustainable Consumption and Production
www.scp-centre.org

Hagenauer Str. 30 . 42107 Wuppertal . Germany
Tel  + 49 - 202 . 45 95 8 - 16
Fax  + 49 - 202 . 45 95 8 – 30
dick.vanbeers@scp-centre.org