



## 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

World Resources Forum Asia Pacific

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Dick van Beers



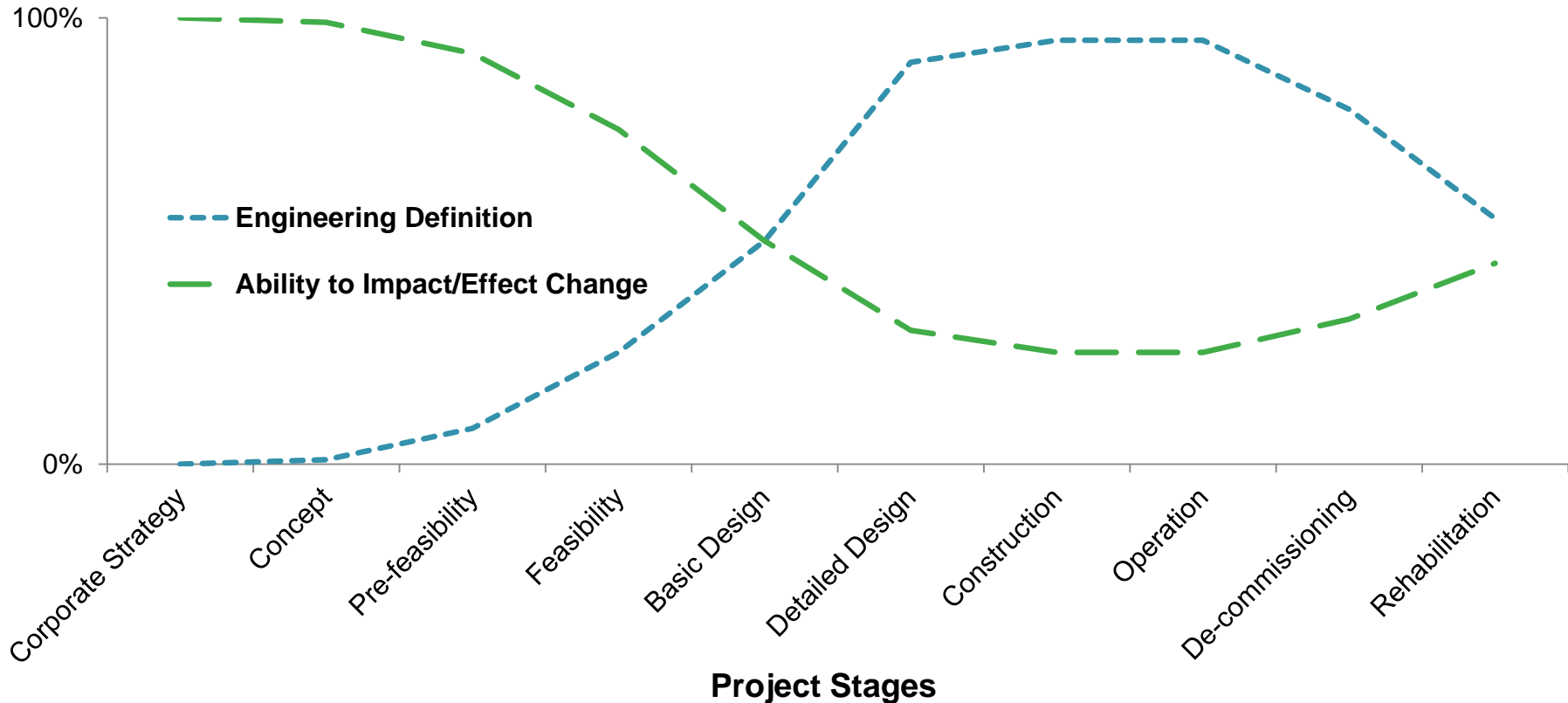
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Sustainability Engineer  
[www.vanbeers-susteng.net](http://www.vanbeers-susteng.net)



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# Potential for energy efficiency impact

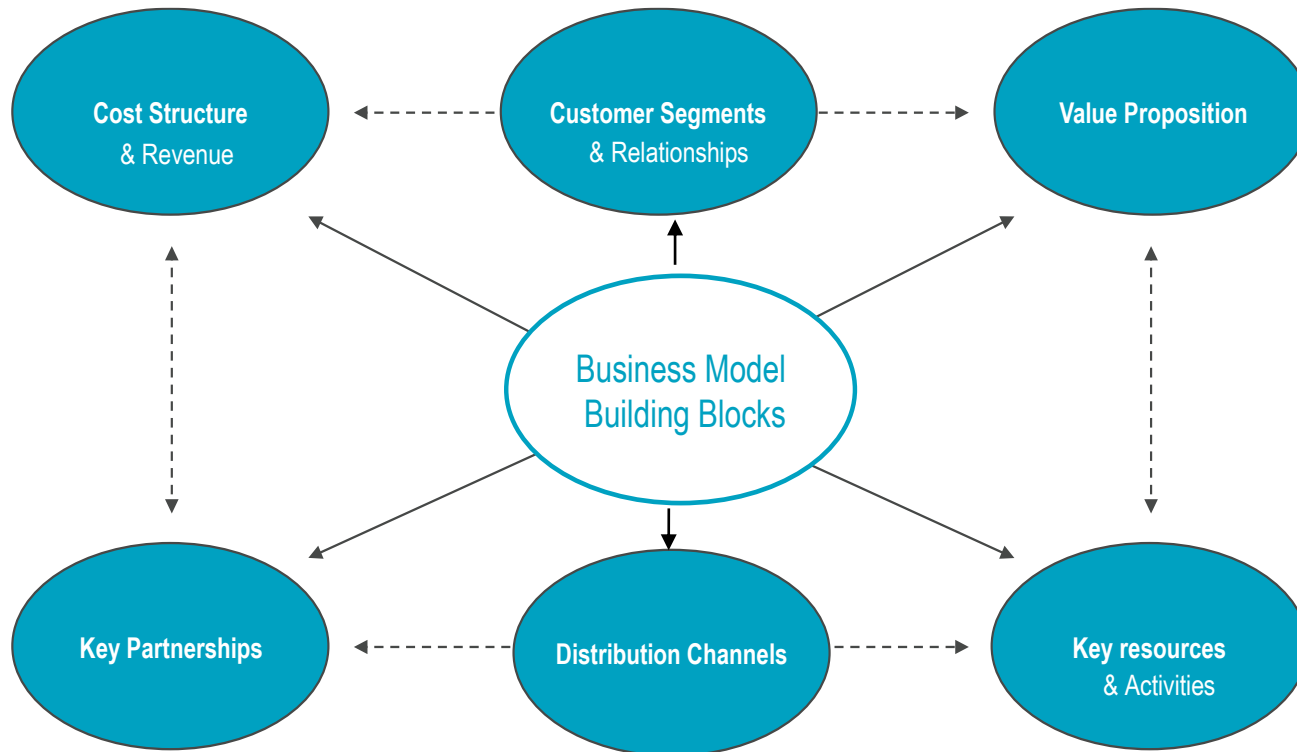
*Capital investments lock in technologies and (in)efficiencies*



Source: Green S., Corder G.D., McLellan B.C., Van Beers D., Bangerter P.J. (2010). SUSOP®: Embedding Sustainable Development Principles into the Design and Operation of Resource Extraction and Processing Operations. Sustainable Mining 2010 Conference, 17-19 August, Kalgoorlie, WA, Australia.

# Introduction to business models

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



Source: Osterwalder and Pigneur (2010). Business Model Generation.

# Problems of traditional business models

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## Short-term management focus

- Rather than strategic decision making

## Focus on maximising product outputs

- Rather than value creation through delivery of (supporting) services

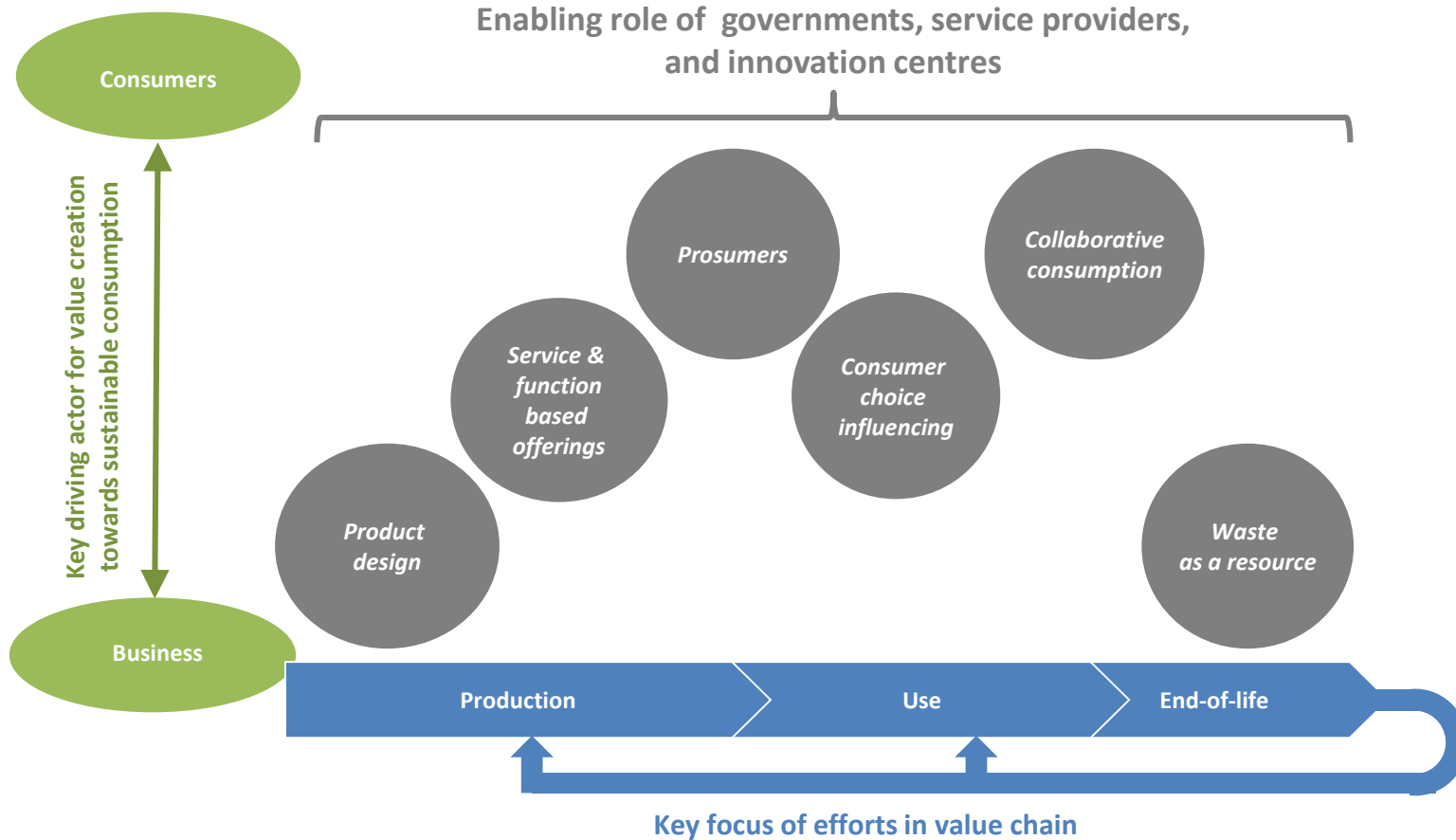
## Build on “open-loop systems”

- 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



Source: Van Beers D., Grossi F., Brüggemann N., Kiørboe N. (2014). Reflections and Lessons Learnt from EEA's Work on Innovative Business Models for Sustainable Lifestyles. Collaborating Centre on Sustainable Consumption and Production and Copenhagen Resource Institute. Working Paper for the European Environment Agency.

# Innovative business models delivering increased resource and energy productivity



Good for the environment -  
good for you

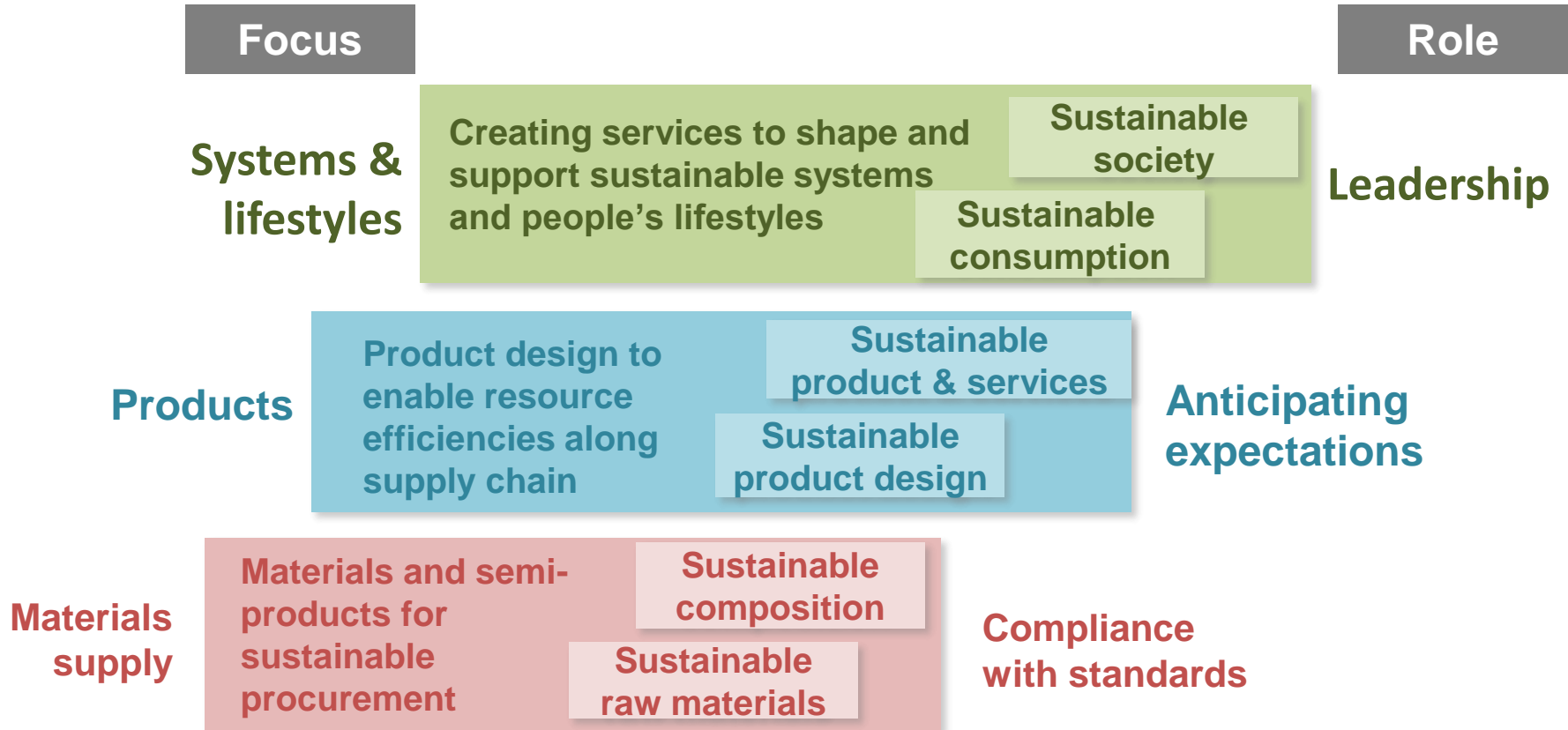


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Source: Van Beers D., Grossi F., Brüggemann N., Kjørboe N. (2014). Reflections and Lessons Learnt from EEA's Work on Innovative Business Models for Sustainable Lifestyles. Collaborating Centre on Sustainable Consumption and Production and Copenhagen Resource Institute. Working Paper for the European Environment Agency.

# Evolution of supply chain management





# Contact details

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Dr. Dick van Beers  
Senior Expert

Collaborating Centre on Sustainable Consumption and Production  
[www.scp-centre.org](http://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](mailto:dick.vanbeers@scp-centre.org)

