



ZERO BRINE

Dimitris Xevgenos
Innovation Manager

WP8: Partners involved

SEALEAU

next generation desalination.
circular.



LENNTECH

Witteveen

Bos

HUNTSMAN
Enriching lives through innovation



UNIVERSITÀ
DEGLI STUDI
DI PALERMO



facsa
ciclo integral del agua



National
Technical
University of
Athens

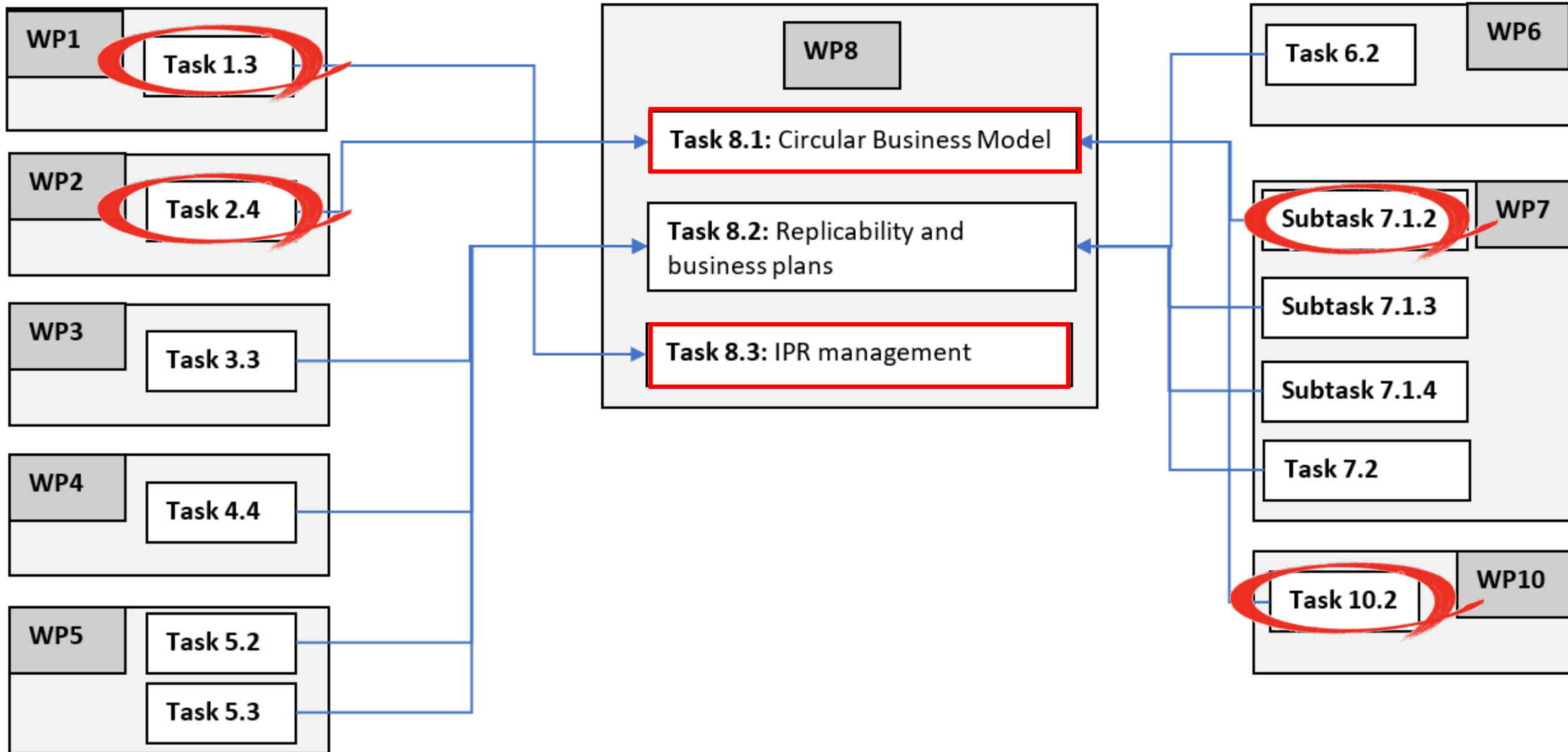


evides
industriewater

WP8: Tasks

- **Task 8.1:** Circular business model, economic mechanisms and governance related to the large scale demonstration activity of the project (Duration: 48 months, Start Month: M1, End Month: M48)
- **Task 8.2:** Replicability of case studies across EU – Business Plan by sector (Duration: 16 months, Start Month: M30, End Month: 45)
- **Task 8.3:** Intellectual Property Rights Management (Duration: 48 months, Start Month: M1, End Month: M48)

WP8: Interlinkages with other WPs/tasks



WP8: Gantt chart

WPs	M1-M3			M4-M6			M7-M9			M10-M12			M13-M15			M16-M18		
	2017							2018										
	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11
WP8																		
Task 8.1																		
Task 8.2																		
Subtask 8.2.1																		
Subtask 8.2.2																		
Subtask 8.2.3																		
Task 8.3																		

- **Milestones (Due date)**

- MS18 – M35 (**April 2020**): Framework Agreement between technology suppliers SEALEAU

- **Deliverables – Due Date**

- | | Description | Lead Beneficiary |
|-------------------------------------|--|------------------|
| – D8.1 – M35 (April 2020): | Framework agreement between technology suppliers | SEALEAU |
| – D8.2 – M48 (May 2021): | Circular economy business model in Rotterdam Port | TU DELFT |
| – D8.3 – M48 (May 2021): | MoU between relevant stakeholders in Botlek area | SEALEAU |
| – D8.4 – M48 (May 2021): | Roadmap for replicability | SEALEAU |
| – D8.5 – M48 (May 2021): | Business plans for industrial sectors | SEALEAU |
| – D8.6 – M48 (May 2021): | Business plans for participating SMEs | SEALEAU |

Methodology: interviews / survey / consultation events

- **Internal stakeholders (partners):** HUNTSMAN, EVIDES, Witteveen+Bos, TU DELFT, SEALEAU, LENNTECH, EUROPIREN, ARVIA
- **External stakeholders:** Akzo Nobel, PlantOne, DCMR, RVO, RHDHV, EuSalt, Hexion, Kalundborg utility, Deltalinqs, PGG, TAURON, Rijkwaterstaat, Hatendoer-Water
- **Investor community**

1st Stakeholder Consultation Event: March 2018



Stakeholder consultation events

The involvement of end-users and other key stakeholders in designing the circular economy model is of high value for ZERO BRINE project, the aim being to develop value-added solutions that better respond to their needs. In this respect, at least three stakeholder consultation events will be organised. The first consultation event will take place **12 March 2018** at Delft University (IDE faculty), the Netherlands. Please follow the [ZERO BRINE events page](#) for more information, or contact the author of this article.



Industrial saline impaired effluents (brines) comprise an environmental challenge but also an economic opportunity: brainstorm with us on how to achieve this in the Port of Rotterdam through new business models!

CO-DESIGN WORKSHOP

Date: 12th of March, 2018
Time slot: 12:00 – 17:00
Place: IDE faculty, TU Delft (more details will follow)

Part I
12.00 – Lunch
12.15 – Presentation: introduction to ZERO BRINE project
12.25 – Presentation: TAKE BACK CHEMICALS project
12.35 – Presentation: tools and methods for business model innovation
12.50 – Break out session: explore business model ideas for material recovery
13.50 – Break

Part II
14.00 – Group discussion: reflections on Part I
14.15 – Presentation: the case of Evides within ZERO BRINE
14.30 – Presentation: policy aspects
14.45 – Break out session: define business model ideas for ZERO BRINE
15.45 – Coffee break

Part III
16.00 – Presentation: Holland as circular economy hotspot
16.15 – Plenary discussion
16.30 – Closure

Speakers:
Dimitris Xevgenos (SEALEAU)
Steve Lemain (RHDHV)
Brian Baldassarre (TU DELFT)
Corinne van Voorden (RVO)

See you there!



1st stakeholder consultation event
for the HORIZON 2020 ZERO BRINE project

Investor Café: June 2018



<p>POLITICAL</p> <p>Please describe the main political trends in the political context</p>	<p>ECONOMICAL</p> <p>Please describe the main economic trends in the economical context</p>	<p>NOTES, COMMENTS, IDEAS?</p>
<p>SOCIAL</p> <p>Please describe the main social trends in the social context</p>	<p>TECHNOLOGICAL</p> <p>Please describe the main technology trends in the technological context</p>	<p>NOTES, COMMENTS, IDEAS?</p>
<p>LEGAL</p> <p>Please describe the main legal trends in the legal context</p>	<p>ENVIRONMENTAL</p> <p>Please describe the main environmental trends in the environmental context</p>	<p>NOTES, COMMENTS, IDEAS?</p>

DEFINING THE BUSINESS MODEL (TASK 8.1) AND BUSINESS PLANS (TASK 8.2.1)

PESTLE ANALYSIS



This project ZERO BRINE has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 730290.

Next steps / key points

- **Task 8.2:** Suggestion to start earlier than mentioned in the GA. Activities relevant to WP3 have already started: discussion with end-users and possible follow-up actions
- **Networking with EUSalt: September 2018, June 2019**
- **Risk:** access to business plan related information → critical for developing solid business plans