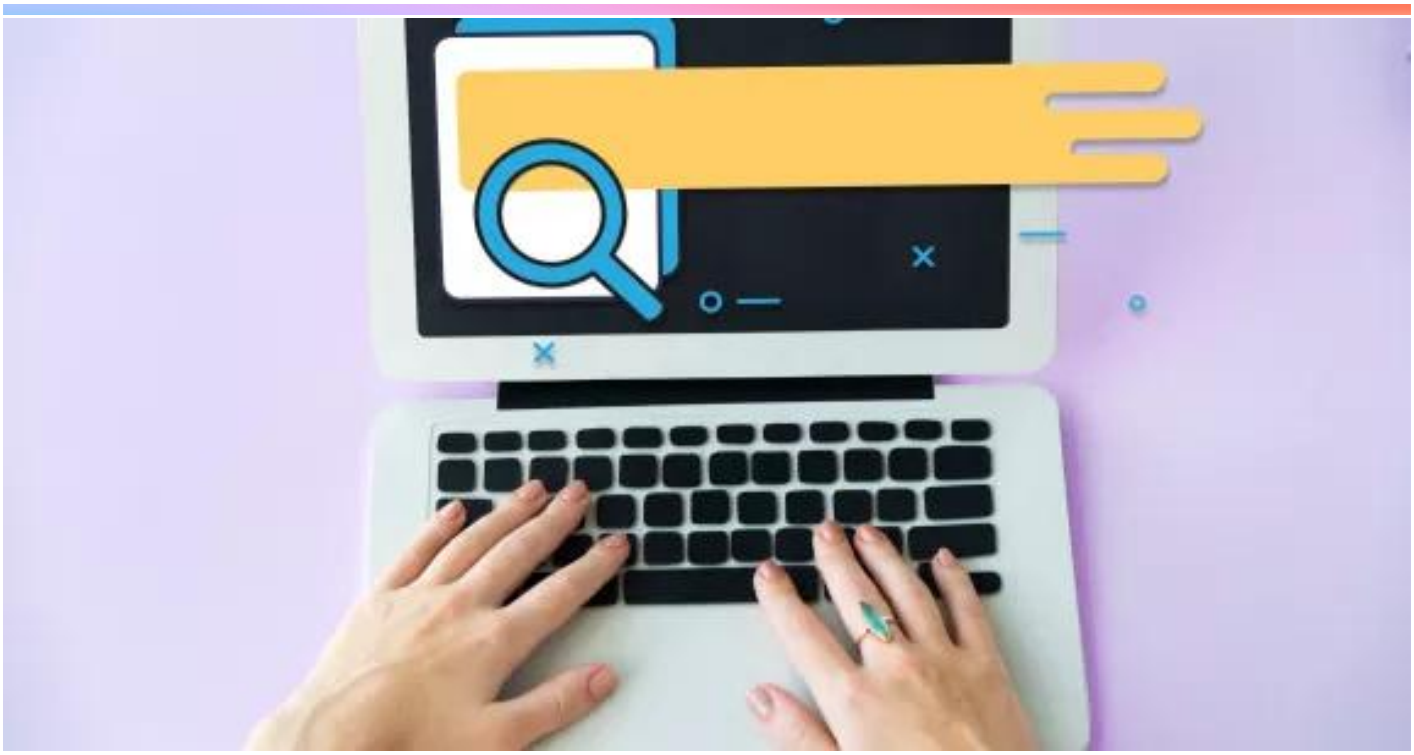


Seven common grounds between custom work and manufacturing companies

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'Collaboration between manufacturing and custom work companies for a circular future': results of the survey part 3

From May to August 2024, Sirris conducted an extensive survey among Flemish companies. This provided a clear picture of their ReX activities and the specific challenges, opportunities and needs.

In the **first part**, you could already see what the **arguments** are for or against **starting ReX activities**. **Part two** focuses on the **role custom work companies** can play in the ReX strategy of manufacturing companies, but also on the associated challenges.

This **third article** focuses on **solutions for** these **complex challenges**. Together with partners, Sirris is looking for support options for your specific case. Below you will find seven starting points that offer a (start to a) solution.

1. Change your point of view

Companies sometimes find themselves stuck in a chicken-and-egg situation between high investments and low market demand. The following articles show you how to break this vicious circle.

- Making circular progress even where it seems impossible
- Making circular progress sometimes requires boldness

2. Develop a business case and revenue model

An idea for a ReX project takes shape in a business case. Once that plan is ready, you can translate it into a cost model. ReX also involves some less obvious cost items. The sooner you map these out, the better.

- How to build a remanufacturing business case in practice?
- Your remanufacturing cost model

3. Be inspired by others

The survey includes several drivers for ReX activities. But without customers, no business: why do they choose ReX products? And how does this fit in with your revenue model?

- Why customers choose remanufacturing

4. Map your reverse logistics

There are several take-back strategies to get as many products or parts back as possible. In this article you will find the most well-known routes

- Core product takeback strategies for consideration

5. Ensure incremental collaboration and cocreation:

Initiatives such as the Remanumaat project illustrate the importance of strategic partnerships with custom companies. Through workshops and company visits, manufacturing companies and custom companies get to know each other's strengths. This can only benefit the collaboration.

- Remanumaat | More collaboration for circular strategies in the manufacturing industry

6. Make the most of supporting technology

Digital twins, operator support, and other technologies provide real-time visibility and efficient management of operations, facilitating collaboration, optimizing processes, and simplifying the management of ReX tasks1. These articles provide examples of the use of supporting technology focused on inspection and valuation:

- Condition assessment of cores | Part 1
- Condition assessment for ReX | Part 2
- Non-destructive testing (NDT) of products for ReX | Part 3

7. Training and knowledge sharing are indispensable

OEMs and custom work companies need to invest in training and capacity building to prepare their employees for the complexity of ReX processes. This includes training in project management, communication and operational techniques.

Would you like to receive the full survey report and gain more insight into the challenges and possible solutions??

Receive the full survey report here

If you have any questions or concerns about this article, do not hesitate to contact us.

Contact us

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