

Circular opportunities for social and manufacturing enterprises

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More and more products are being given a second life. **ReX**: **Re**use, **Re**pair, **Re**furbish, **Re** manufacture opens up new opportunities for sheltered workshops and manufacturing companies alike. By collaborating on repair, remanufacturing and reuse, they contribute to a circular economy while responding to new market demand. Yet for both types of organisations, structurally and profitably organising ReX remains a challenge.

Too little time? Insufficient staff or capacity? Uncertain returns? Or unclear division of roles between partners? Sounds familiar? In this series, you will discover how sheltered workshops and manufacturing companies strengthen their ReX approach through clear choices, recognised and driven leaders and sustainable collaboration around a joint business case.

Would you like an immediate, comprehensive overview of the framework and all insights? You can download the full publication at the bottom of this article.



What to expect?

Circular opportunities for social enterprises

1. ReX activities for sheltered workshops: opportunities and collaboration
2. Room for manoeuvre for ReX Initiatives in sheltered workshops
3. The driving forces for ReX Initiatives
4. Your strengths with regard to ReX initiatives

Collaborating with social and manufacturing companies for Circular Innovation

5. ReX goals for sheltered workshops
6. Co-creation for ReX initiatives
7. A solid business case for ReX collaboration

Circular opportunities for manufacturing companies

8. One ReX revenue model, multiple business cases
9. The motivations that drives ReX forward
10. Constraints that make ReX stronger
11. Strengths as a Lever for ReX

Circular opportunities for sheltered workshops

ReX activities offer sheltered workshops opportunities to strengthen their role in the circular economy and to engage in new partnerships. At the same time, they require clear choices in terms of organisation, capacity and positioning.

1. ReX activities for sheltered workshops: opportunities and collaboration

ReX offers social enterprises new economic and social opportunities. Repairing, disassembling and inspecting require time, precision and committed employees, exactly where social enterprises excel.



By collaborating with manufacturing companies, a **win–win situation** emerges: **circular growth** for one, **extra employment** for the other.

Yet collaboration often falters. What goes wrong? And what makes the difference?

Discover the six building blocks for successful ReX collaboration

2. The room for experimentation in ReX initiatives

ReX projects only take off when there is space to experiment. How much room do you currently have? And what determines that space?

In this second article, you will learn how to gradually create more freedom to start ReX initiatives. By mapping factors such as **leadership, resources and culture**, opportunities become visible and new growth potential emerges.

Learn how to expand the room for ReX



3. The driving forces for ReX Initiatives



Without drivers, there is no progress. Who in your organisation pushes ReX forward? Who inspires others to participate?

Drivers provide **momentum and direction**. They turn ideas into reality and keep the fire burning. Discover how to harness their energy and anchor ReX in your operations.

Discover how to activate the right drivers

4. Your strengths with regard to ReX initiatives

Every organisation has strengths that can enable ReX. Think of assembly and cleaning skills or strong quality systems, often the foundation for repair and reuse.

By making these strengths visible, you discover which **ReX opportunities are realistic**. This way, you build **value** and **employment** step by step, with projects closely aligned to your existing operations.

Discover how to use your strengths for successful ReX initiatives



Collaborating with sheltered workshops and manufacturing companies for Circular Innovation

Circular innovation requires collaboration between partners with complementary strengths. By aligning goals, roles and expectations, ReX initiatives emerge that are valuable both socially and economically.

5. ReX goals for sheltered workshops



ReX only becomes meaningful when activities align with your goals and strengths. By visualising and concretising your circular ambition, you translate **intention into action**.

This creates **direction, motivation** and **growth** with realistic ReX steps that fit your employees and organisation.

Discover how to shape your ReX ambition and turn it into action

6. Co-creation for ReX initiatives

Co-creation goes beyond collaboration. You align goals, share uncertainties and build a **shared vision of the future**.

By taking small, achievable steps, **trust grows, progress accelerates** and **ReX** becomes **tangible** for both customer and organisation.

Discover how to align goals and accelerate ReX progress together



7. A solid business case for ReX collaboration



A **profitable ReX collaboration** requires more than a good idea. It develops gradually through open dialogue, insight into process costs and a fair distribution of value.

By calculating and learning together, you build **partnerships** that are **economically** and **socially sustainable**.

Discover how to make ReX profitable for all partners in the chain

Circular opportunities for manufacturing companies

For manufacturing companies, ReX activities open up new perspectives on value creation and customer relationships. However, they require a different view on design, processes and collaboration across the entire product life cycle.

8. One ReX revenue model, multiple business cases

ReX initiatives can rarely be captured in a single business case. Different customers and partners each bring their **own expectations**.

By connecting these perspectives within **one ReX revenue model**, you build **business cases** that are **coherent, feasible,** and **scalable**.

Discover how to bring customer value and partnerships together in profitable ReX business cases



9. The motivations that drives ReX forward



ReX truly gains momentum when its value for your organisation is clear. **Clear drivers** provide **direction** and **internal support**.

By building on motivation and energy, ReX initiatives **become shared** and **continue to grow**.

Discover how clear drivers anchor ReX in your organisation

10. Constraints that make ReX stronger

ReX requires choices on **time, budget,** and **space**. By making these boundaries explicit, ReX grows at a pace that fits your organisation.

This allows you to **test, learn**, and **adjust** step by step, with **more clarity** and **less risk**.

Discover how clear boundaries lead to feasible ReX steps



11. Strengths as a Lever for ReX



ReX initiatives rarely start from scratch. Within your organisation, **knowledge, experience** and **resources** already enable ReX.

By analysing your strengths from a **product**, **market** and **technical knowledge** perspective, you see what you can accelerate and where collaboration makes the difference.

Discover how to turn your existing strengths into focused and achievable ReX actions

Set up tailored collaboration

Every social enterprise has its own strengths and context. This framework helps you take the most relevant steps for your situation. We have bundled all insights into one publication.

Download the full publication here

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Authors



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