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Exploration of the remanufacturing archetypes and partnering opportunities for your remanufacturing project

1 For your situation select the 'Archetype' that fits best with your remanufacturing challenge

2 Mark your competences and key challenges

☐ Mark the **competences** you already have. Add competences when needed.   ☐ Mark your key **challenges**.

Archetypes	Basic characteristics for archetypes		
	Key Value Proposition	Customers	Business Model
☐ **Spare parts harvesting**	o Parts availability & fast delivery o Reduced delivery time (at premium price) o Quality control	o Product owner/users o Service providers o Sales platforms	o Buy cores & Resell parts
☐ **OEM take back and resale**	o A-brand quality o Warranty & service o Upgrade & customisation (option) o Delivery time (option) o Environmental performce	o OEM customer base: owner/operator o New customers seeking for A-brand at lower cost	o Buy back & Resell
☐ **Reman as service contractor**	o Service level : throughput time & cost, flexible capacity o Knowledge of remanufacturing process & technology o social economy employment (option)	o OEM's o Sales platforms o Product owners of large volume end of life products	o Long term contracts: Pay per processing volume, efficiency, (SLA) o Some valorisation of waste streams
☐ **Single piece reman off site**	o Throughput time of operation o Access to spare parts o Quality & warranty of repaired product o Prevent purchase new customised product	o Owners/operator of technical installation	o Sales of repair service o Margin on spare parts & consumables o Some valorisation side streams
☐ **Technical installation repair & upgrade on site**	o Value from upgrade (low energy, extra data,...) o Speed of operation on site o Quality & warranty on repair	o Owners/operator of technical installation	o Sales of service operation (labour time) o Margin on spare parts & consumables

Inflow products & cores — Product Value – Collection

Remanufacturing Process — Operations and interactions

Outflow: products & parts — Customers – Market value - Distribution

Spare parts harvesting:

Inflow:
- ☐☐ Insight in demand of the parts
- ☐☐ Access to cores
- ☐☐ Knowlegde of quality of cores
- ☐☐ Cost effective collection

Process:
- ☐☐ Product knowledge
- ☐☐ Control on low operational cost
- ☐☐ Part inspections knowledge
- ☐☐ Part cleaning knowledge
- ☐☐ Access to product/part data
- ☐☐ Part testing knowledge

Outflow:
- ☐☐ Insight in market demand
- ☐☐ Insight in parts pricing
- ☐☐ Sales channels & customers

OEM take back and resale:

Inflow:
- ☐☐ Insight installed base
- ☐☐ Access to installed base
- ☐☐ Insight in potential product value
- ☐☐ Cost effective collection

Process:
- ☐☐ Access to product knowledge/data
- ☐☐ Known quality standards
- ☐☐ Access to spare parts
- ☐☐ Insight in reman operations

Outflow:
- ☐☐ Insight in market demand/needs
- ☐☐ Insight in product value
- ☐☐ Sales channels & customers

Reman as service contractor:

Inflow:
- ☐☐ Access to cores
- ☐☐ Insight in customer needs/value
- ☐☐ Cost effective collection
- ☐☐ Standardised pricing for service
- ☐☐ Collection logistics (service)

Process:
- ☐☐ Operational efficiency
- ☐☐ Dealing with variety
- ☐☐ Access to spare parts
- ☐☐ Access to product data
- ☐☐ Knowledge of inspection & testing
- ☐☐ Standardised operations/services

Outflow:
- ☐☐ Sales channels & customers
- ☐☐ Distribution logistics
- ☐☐ Side streams valorisation

Single piece reman off site:

Inflow:
- ☐☐ Inspection & cost prediction
- ☐☐ Knowledge of technical installations
- ☐☐ Collection logistics (service)

Process:
- ☐☐ Remanufacturing throughput time
- ☐☐ Dealing with variety
- ☐☐ Access to spare parts
- ☐☐ Access to product data
- ☐☐ Operational efficiency
- ☐☐ Knowledge of inspection & testing

Outflow:
- ☐☐ Sales channels & customers
- ☐☐ Distribution logistics
- ☐☐ Assembly capabilities
- ☐☐ Quick & efficient pricing
- ☐☐ Side stream valorisation

Technical installation repair & upgrade on site:

Inflow:
- ☐☐ Access to customer's installed base
- ☐☐ Insight in customers process
- ☐☐ Dis &reassembly capabilities
- ☐☐ Standardised pricing for service
- ☐☐ Network of service providers
- ☐☐ Planning
- ☐☐ Access to spare parts

Process:
- ☐☐ Limited intervention time
- ☐☐ Availability of parts on location
- ☐☐ Access to product/use data
- ☐☐ Operational efficiency
- ☐☐ Standardised operations/services
- ☐☐ Testing & validation on site

Outflow:
- ☐☐ Sales channels & customers
- ☐☐ Extended warranty & quality
- ☐☐ Cross selling & value adding services

3 How could your competences & challenges fit with those from other archetypes or with other actors in the value chain (illustration scheme on next page) ? List companies that might fit based on competences & challenges. Companies worth contacting:

Activity type – exploration of starting position and potential partnerships for remanufacturing

Supplying activities

Module (sub assembly) manufacturing

Part manufacturing

Raw material supplier

Manufacturing activities including distribution & installation

Parts production

Product Assemby

Installation of product on site / Intergration in large functional system

Service activities during product use

Services based on use related data: monitoring (status, location,...)

Products maintenance & upgrade

Harvested part sales

End of first Life service activities

Remanufacturing services (for longer product use)

Product discarding

Value of core estimation

Reverse Supply chain activities

Product remanufacturing

Part harvesting & supply

Core storage , packaging and shipment

Disassembly and product acquisition