

THE REMAN CHECKLIST

Is your product or company suitable for remanufacturing? When it comes to remanufacturing, what are your existing opportunities? What are the barriers that need to be overcome? Answer the following questions to find out.

MARKET POTENTIAL		
CUSTOMERS & MARKETS	Y	N
could remanufacturing improve the brand, recognition, and reputation of your company?	X	X
are customers accepting of remanufactured products?		
is there a separate target market for remanufactured products?		
OTHER ISSUES	Y	N
does legislation allow for remanufacture goods?		
is sustainability seen as the company's way of doing business?		

PRODUCT AND PRODUCTION		
PRODUCT STRUCTURE & DESIGN	Y	N
is the product modular, or designed to be (easily) dismantled?		
has the product been designed from the perspective of life cycle costs?		
are the safety requirements relating to the product low?		
SUPPLY & DELIVERY CHAIN	Y	N
is there a relationship between sales and after-sales?		
is the testing of remanufactured products straightforward?		
PRODUCT CHARACTERISTICS	Y	N
does the product have a high retained value?		
is the rate of change for the product slow?		

REVERSE LOGISTICS		
BUSINESS MODEL & MARKETS	Y	N
is the recovery of products included in the business model?		
are there good logistical connections in the market?		
is the recovery of products unrestricted by customs, tariff, or other border formalities?		
LOGISTICS	Y	N
is the length of the product's life possible to predict?		
is the storing of products (cores) possible / affordable?		
can the existing sales and distribution channels be utilised for remanufactured products?		
is there an efficient system of reverse logistics with which products can be collected?		
is there an incentive system that encourages customers to return their products?		



CHECKED "YES"?

Transitioning to remanufacturing can start from small steps and opportunities. If you answered "yes" to any of the questions above, your company already has existing opportunities that could be favourable for remanufacturing. Pick any point on which you answered yes, and go through this exercise.

MY OPPORTUNITY IS...

COULD THIS OPPORTUNITY IMPROVE THE USER EXPERIENCE IN SOME WAY?



HOW DOES THIS OPPORTUNITY FAVOR REMANUFACTURING?



HOW MIGHT THIS AFFECT MY BUSINESS STRATEGY AND FINANCIAL NEEDS?



CHECKED "NO"?

Remanufacturing is a complicated process. In order to overcome barriers, new skills and resources are needed. Pick any point on which you answered "no", and use this worksheet to work out how to overcome this barrier.

MY BARRIER IS...

WHAT ARE THE RESOURCES I NEED TO OVERCOME THIS BARRIER?

TECHNICAL RESOURCES	HUMAN RESOURCES



WHAT COLLABORATIONS DO WE NEED TO MAKE THIS HAPPEN?



WHAT ARE THE NEXT STEPS TO GET THIS PROCESS STARTED?





FOR THE (ATERPILLAR ENGINE, BEFORE THEY STARTED REMAN (AN EXAMPLE EXERCISE)

THE REMAN CHECKLIST



Is your product or company suitable for remanufacturing? When it comes to remanufacturing, what are your existing opportunities? What are the barriers that need to be overcome? Answer the following questions to find out.

MARKET POTENTIAL		
CUSTOMERS & MARKETS	Y	N
could remanufacturing improve the brand, recognition, and reputation of your company?	X	X
are customers interested in remanufactured products?	X	
is there already a separate market for remanufactured products?		X
OTHER ISSUES	Y	N
does legislation allow for remanufacture goods?	X	
is sustainability seen as the company's way of doing business?	X	

PRODUCT AND PRODUCTION		
PRODUCT STRUCTURE & DESIGN	Y	N
is the product modular, or designed to be (easily) dismantled?	X	
has the product been designed from the perspective of life cycle costs?	X	
are the safety requirements relating to the product low?		X
SUPPLY & DELIVERY CHAIN	Y	N
is there a relationship between sales and after-sales?	X	
is the testing of remanufactured products straightforward?	X	
PRODUCT CHARACTERISTICS	Y	N
does the product have a high retained value?	X	
is the rate of change for the product slow?	X	

REVERSE LOGISTICS		
BUSINESS MODEL & MARKETS	Y	N
is the recovery of products included in the business model?		X
are there good logistical connections in the market?	X	
is the recovery of products unrestricted by customs, tariff, or other border formalities?	X	
LOGISTICS	Y	N
is the length of the product's life possible to predict?	X	
is the storing of products (cores) possible / affordable?	X	
can the existing sales and distribution channels be utilised for remanufactured products?	X	
is there an efficient system of reverse logistics with which products can be collected?		X
is there an incentive system that encourages customers to return their products?		X





FOR THE (ATERPILLAR ENGINE, BEFORE THEY STARTED REMAN (AN EXAMPLE EXERCISE)

CHECKED "YES"?



Transitioning to remanufacturing can start from small steps and opportunities. If you answered "yes" to any of the questions above, your company already has existing opportunities that could be favourable for remanufacturing. Pick any point on which you answered yes, and go through this exercise.

MY OPPORTUNITY IS...

THERE IS A RELATIONSHIP BETWEEN SALES AND AFTERSALES:
THE GLOBAL DEALER NETWORK PROVIDES REPAIR AND MAINTENANCE SERVICES FOR CUSTOMERS.

COULD THIS OPPORTUNITY IMPROVE THE USER EXPERIENCE IN SOME WAY?



CUSTOMERS CAN KNOW IN ADVANCE WHEN THEIR ENGINE IS ABOUT TO BREAK DOWN, SO THEY CAN ORDER A NEW ENGINE IN ADVANCE, BEFORE THE OLD ENGINE BREAKS.

HOW DOES THIS OPPORTUNITY FAVOR REMANUFACTURING?



THE GLOBAL DEALER NETWORK CAN BE USED FOR REVERSE LOGISTICS, FOR CORE RETURN.

HOW MIGHT THIS AFFECT MY BUSINESS STRATEGY AND FINANCIAL NEEDS?



CUSTOMERS MAY PAY A DEPOSIT FOR A NEW PURCHASE...
OR DO WE PAY THEM WHEN THEY RETURN THE ENGINES?





FOR THE (ATERPILLAR ENGINE, BEFORE THEY STARTED REMAN (AN EXAMPLE EXERCISE)

CHECKED "NO"?



Remanufacturing is a complicated process. In order to overcome barriers, new skills and resources are needed. Pick any point on which you answered "no", and use this worksheet to work out how to overcome this barrier.

MY BARRIER IS...

THE RECOVERY OF PRODUCTS IS NOT INCLUDED IN THE BUSINESS MODEL

WHAT ARE THE RESOURCES I NEED TO OVERCOME THIS BARRIER?

TECHNICAL RESOURCES

A COLLECTION POINT, A COLLECTION SYSTEM

HUMAN RESOURCES

EMPLOYEES RESPONSIBLE FOR COLLECTING OLD ENGINES



WHAT COLLABORATIONS DO WE NEED TO MAKE THIS HAPPEN?

GLOBAL DEALER NETWORK - THEY WILL COLLECT THE OLD ENGINES
LARGE CONSTRUCTION COMPANIES - THEY CAN RETURN OLD/BROKEN ENGINES IN BULK, RELIABLY



WHAT ARE THE NEXT STEPS TO GET THIS PROCESS STARTED?

FIND CONSTRUCTION COMPANIES INTERESTED IN PARTICIPATING IN A PILOT 'TAKE BACK' SCHEME

