# **Technology Landscape & Solution Scouting: Steel Recycling**

**Case Study** 

### **Technology Landscape & Solution Scouting**

Client	Leading recycling services provider
Industry	Metal & Plastic Recycling
Products	Scrap metal cutting equipment, skeleton cutting equipment, etc.

#### Context

- Client wanted to identify scrap metal cutting solutions and technologies for large thickness cutting and skeleton cutting, etc., that can provide benefit over existing manual process
- Client also wanted to gain understanding of solutions in peripheral processes such as ventilation, automation, etc.

#### **Key Business Questions**

- What are the various technologies and solutions for large thickness cutting and skeleton cutting?
- Who are the key players actively developing technologies in this domain?
- What is the geographical presence of the players providing these solutions?

#### **Engagement Scope**

# Solution Scouting

- Identify technologies used for thick metal cutting in steel recycling industry
- Analyzes the technologies for:
  - Solution requirements
  - Solution maturity
- Identify developments in peripheral systems like automation, ventilation

# 2 Comparative Assessment

- Analyze the identified technologies with regards to key parameters
- Provide comparative assessment for different technologies on the basis of:
  - Size of material to be cut
  - Transportability
  - Cost
  - Operating conditions

# 3 Entities Landscape

- Identify players providing and developing solutions for metal cutting
- Provide details of players like:
  - Overview
  - Geographical presence
  - Application area

# 4 Key Findings and Conclusions

- Identification of solution landscape of cutting technologies for thick metal cutting in steel recycling industry
- Comparative assessment for different technologies
- Details of the players developing solutions for metal cutting



### **Technology Landscape & Solution Scouting**

#### **Research Methodology**

#### **Secondary Research**

- Conducted desk research for identifying technologies and understanding player activities
- Reviewed various scientific literature for understanding and benchmarking metal cutting technologies

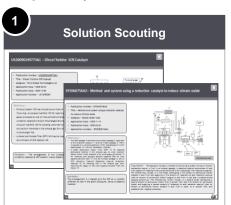
#### **Patent Research**

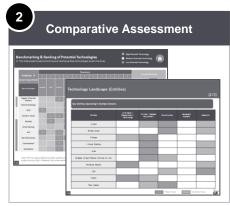
Explored patents databases for extraction of innovative solutions for steel recycling

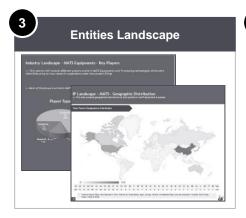
#### **Benefits to Client**

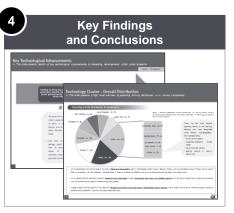
- Client was assisted with a detailed technology approaches for metal cutting in steel recycling industry
- Client was able to select solutions that was best suited for their application and requirement
- The technology intelligence also identified solutions in peripheral processes such as ventilation, automation, etc. which was of high interest to the client
- Client got help in initiating technology transfer / technology acquisition activity

#### **Sample Analysis**









## Thank you

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