

**Case Study** 



Client	A Leading Player in Personal Care Industry
Industry	Personal Care & Hygiene Industry
Products	Personal Care & Hygiene Products

# **Engagement Scope**



## Technology Landscape

- Who are the players active in disposable garment recycling / disposable garment packaging /degradable material? What are the details of identified players? (Establish year / employee strength, etc.)
- What are the technologies developed by the players in the area of disposable garment recycling/ disposable garment packaging (curbside recycle)/degradable material?
- What are the benefits of identified technologies?
- What is the stage of development? (Research scale / commercial scale)
- Are identified technologies patent protected? (Yes/No)

#### Context

 Client is active in hygiene industry and would like to deep-dive assessment in the area of disposable garment recycling, disposable garment packaging and degradable material. Therefore, Client would like to conduct partnership and technology assessment in the mentioned area.

# **Key Business Questions**

- Who are players focusing on disposable garment recycling/composting? Who could be the suitable partners (5-6) in this area?
- What are technologies developed by the players in disposable garment recycling/composting area?
- What are the business models available in this area?
- Who are the players focusing on curbside recyclable packaging for disposable garments? What are the solutions / technologies developed by identified players?
- Who are the top companies / partners / universities, Client should evaluate to develop / source degradable (Marine or Soil) materials, specifically in films, non-woven, super-absorbent, adhesives and elastics?

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### Partner Identification

- Who could be the suitable partnership (5-6 Partners) candidates in the area of disposable garment recycling/composting? How Client can invest and enable pilot project in this area?
- Who could be the suitable partners which would allow and build economically feasible line of sight for Client to do recyclable packaging in the next 4 years?
- Who are the top companies/partners/ universities, Client should evaluate to develop/source degradable (Marine or Soil) materials, specifically in films, nonwoven, super-absorbent, adhesives and elastics?
- Which could be the suitable business model for Client business in the area of recycling/composting?



## Future Bridge Recommendations

- Who are the top players in Europe and Americas focusing on recycling of disposable garments?
- Who are the players using advanced technologies/processes for recycling of disposable garment packaging?
- Who are the players in degradable materials area can collaborate with client based on benchmarking parameters?

## Research Methodology

#### Secondary Research

- Conducted literature searches on various patent databases such as Questel Orbit, USPTO, Espacenet etc.
- Conducted searches on associations, commercial company databases (Factiva, Crunchbase, etc.), governmental portals, and others
- Conducted searches on start-up portals, company websites etc.

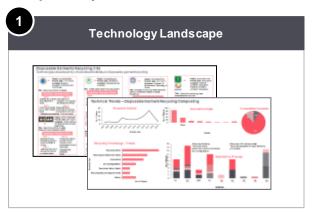
## **Primary Research**

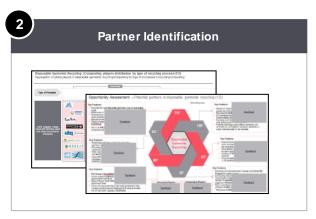
 Telephonic interviews with key stake holders such as technology developers, research institutes, start-ups, etc.

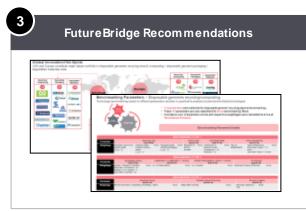
### **Benefits to Client**

- Helped Client to understand suitable partners
- Helped Client to understand various business models adopted by partners in disposable garments and packaging recycling
- Helped Client understand the various technologies Helped client understand recycling regulations globally / by region / by country / by local

# Sample Analysis







# Thank you

### North America

55 Madison Ave, Suite 400 Morristown, NJ 07960 USA T:+1 212 835 1590

#### Europe

Stadsplateau 7 3521 AZ Utrecht The Netherlands T: +31 30 298 2108

## **United Kingdom**

5 Chancery Lane London EC4A 1BL United Kingdom T: +44 207 406 7548

#### **Asia Pacific**

Millennium Business Park Sector 3, Building # 4, Mahape Navi Mumbai 400 710 India T: +91 22 6772 5700