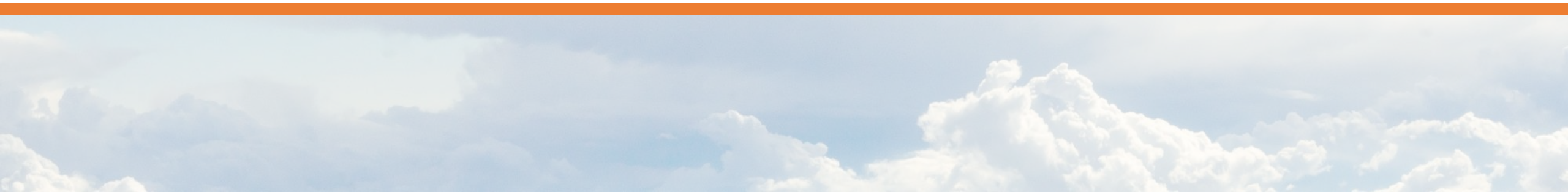




**SUSTAINABLE INNOVATION**

**START HERE**





# Our IDENTITY

We are a sustainable innovation consultancy.

**350**

PROJECTS  
SINCE 2005

**22**

COUNTRIES  
WHERE WE WORK

**500+**

INTERNATIONAL  
PARTNERS

**32**

MOTIVATED  
LGers

**3**

M€ TURNOVER  
2020

# 5 Main Innovation Actions



## FINANCING

Projects

Funding strategy  
Public funding  
support



## MARKETING

Products & Services  
New technologies

Pivoting the business  
model  
Go-to-market strategy



## MANAGEMENT

Organisations

Innovation strategy  
Ideation workshops  
Operations  
R&D spin-offs  
Open innovation



## POLICY

Public Sector

Urban transformation  
Policy recommendations



## COMMUNICATION

Products & Services  
Organisations  
Projects

Communication strategy  
Innovation Camps  
Public relations



R&D Projects



# Sectors



## ENVIRONMENT

Climate change  
Water & air  
Ecosystems & biodiversity



## ENERGIES

Renewables  
Nuclear  
Storage, grid, energy efficiency



## TERRITORIES

Smart, sustainable cities  
Automotive, mobility & logistics  
Construction & buildings

## INNOVATION ENABLERS

Science & tech  
Digital & data  
Social innovation  
Circular economy  
Nature-based solutions

# A selection of our clients

## Corporates



## R&D



## Clusters & Incubators



## Startups & SMEs



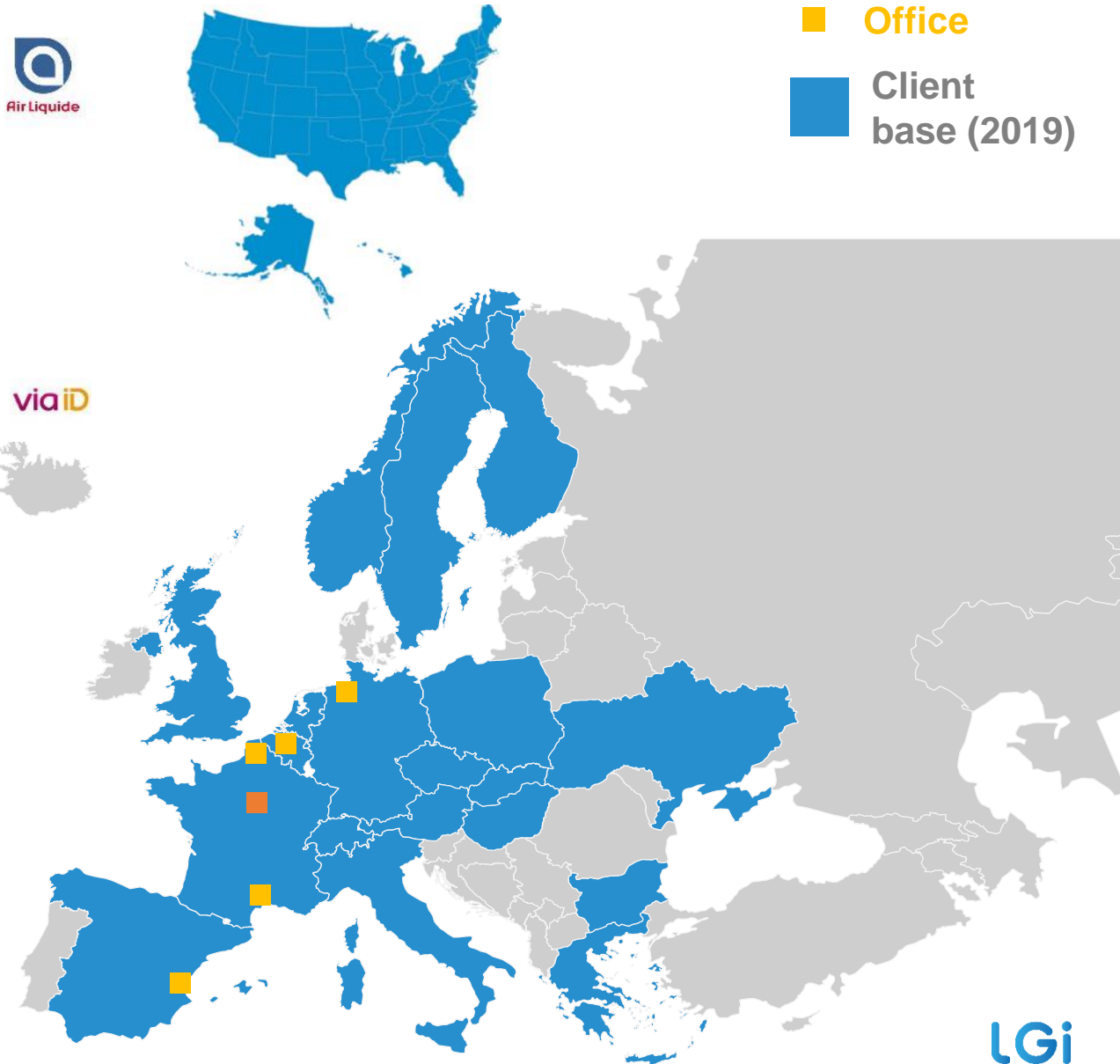
## Institutions



## Territories



- HQ
- Office
- Client base (2019)







# Our ASSIGNMENTS

**We accelerate transitions.**

**We are constantly fine-tuning our expertise in these sectors, which we see as key to achieving sustainable innovation.**



Assignments

# ENVIRONMENT

As the Earth risks bypassing several planetary boundaries in the near future, environmental issues are becoming increasingly important for the European political and legislative agenda. There is an urgent need to act to avoid environmental risks so that Europe is not faced with choosing between its environment and its economy.

In order to achieve a greener economy, where environmental degradation is decoupled from economic growth, Europe needs to strike a balance in mitigating environmental impacts, adapting to future environmental scenarios, avoiding harm by yielding to early warning systems, and enhancing natural resources to restore ecosystem resilience.

In this context, LGI provides its clients with the best insights, tools and methodologies related to sustainable development challenges.



### Innovation strategy



Technology roadmap  
Value chain analysis to strengthen the EU refractory metals market



Foresight studies  
Value chain analysis and prospective study of future demand trends in critical raw materials



### Ideation workshops



Creativity  
Ideation workshop to co-create new services to attract more industrial members



### Go-to-market strategy

Confidential



Market validation  
Analysis and characterization of adaptation strategies for territories with a focus on urban heat islands



Market validation, BM & BP  
Market study of circular solutions targeting waste recovery (water, biowaste, construction & demolition) and energy efficiency in the housing sector

### Public funding support



Proposal writing  
Support for proposal drafting and submission for several topics in the H2020 programme



### Operations



Event management  
Turnkey solution for events (registration, logistics, agenda, communication)



Cluster management  
Management, social media & editorial services

### Public relations



Awareness campaigns  
Awareness-raising campaign on the challenges linked to critical raw materials

### Pivoting your Business model



BM assessment  
Assessment of the value proposition, user needs and recommendations



## Assignments

# CIRCULAR ECONOMY

Many existing systems are based on the linear economy's "take, make, waste" mantra. Yet it is possible to create closed systems that reuse and conserve resources.

Adopting a circular economy model for a company (product extension, circular supplies, resource recovery, sharing platforms or product as a service), involves structural changes at different dimensions. The market share held by these business models is small, but there is considerable room for future scale up (OECD).

Despite the progress made, circular businesses and projects still face multiple barriers, leading to system compatibility challenges.

LGI relies on the power of the circular economy to boost current business models and provide a significant competitive advantage to organisations.



## Innovation strategy



Technology roadmap  
Value chain analysis to strengthen the EU refractory metals market



## Ideation workshops



Creativity  
Ideation workshop to co-create new services to attract more industrial members



## Go-to-market strategy



Market validation, BM  
Design & conception of new circular models from the wastes of the paper industry as a resource in the construction, chemical and mining sectors



Market validation, BM & BP  
Market study of circular solutions targeting waste recovery (water, biowaste, construction & demolition) and energy efficiency in the housing sector



Market validation  
Market analysis and LCA of a recovery process using ionic liquids to extract critical raw materials as by-products of mining ores



## Public funding support

### Proposal writing

Support for proposal drafting and submission of several topics in the H2020 programme



## Operations



PMO, content mgmt & BM  
Support for the creation of a circular economy organisation at the EU level. Support for cohesive funding



Cluster management  
Management, social media & editorial services

## Pivoting your business model



BM assessment  
Assessment of the value proposition, user needs and recommendations



Foresight studies  
Value chain analysis and study of future demand trends in critical raw materials



# Assignments

# TERRITORIES

Cities & territories constitute the majority of human activities and associated challenges. Because of their status, they have a key role to play in limiting the impacts of climate change in our society.

The term "low-carbon smart city" first appeared some years ago in Europe, though the concept now faces a slow operational decline. It is necessary to identify the major obstacles to its implementation and bring together levers of change.

LGI proposes a team and methodology based on its knowledge in smart & sustainable cities. We are currently involved in more than 10 EU innovation projects, including the demonstration of new technologies in more than 20 cities. These projects have given us a rich understanding of concrete challenges facing territories today, and the best practices being used to solve them.



## Innovation strategy



Impact assessment  
Impact analysis of new digital technologies in the car sharing sector



Innovation roadmap  
Mapping of innovative business models for the buildings sector.  
Creation of a BM generator

## Communication strategy



Communication plan  
Innovation camps, social analysis and strategic communication to enable energy efficiency at the urban level

## Urban transformation strategy



Low-carbon strategy implementation  
Support in the creation of an action plan for a low-carbon strategy



## Ideation workshops



Creativity  
Value proposition and BM workshop with the accelerated startups



## Go-to-market strategy



Market validation, BM & BP  
Acceleration of innovation for a monitoring platform for energy efficiency at a city scale



Market validation, BM & BP  
Strategic assessment of integrated solutions for energy efficiency at a city scale

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Market validation  
Analysis and characterisation of adaptation strategies for territories with a focus on urban heat islands



Market validation, BM  
Co-design of new business models for nature-based solutions for municipalities in the EU and China



## Pivoting your business model

Own R&D project  
Modelling the potential impact of digital platform business models in the field of climate services

## Assignments

# MOBILITY & TRANSPORT

Private cars are a source of congestion, pollution and noise. Mobility has been conceived around personal cars for years, but today it has to be imagined as a service – one that is **multi-modal, shared, connected and on demand**.

We are now on the verge of a new wave of technological developments that are likely to radically change our lifestyles and mobility habits. Smartphones, cloud services and 4G/5G are leading to new mobility services that blur the traditional distinction between private and public transport.

This revolution leverages plenty of opportunities, and some sources estimate the market to be worth USD 800 billion worldwide. LGI's expertise lies in serving organisations within the sector.



### Innovation strategy



Sourcing & scouting  
Innovation sourcing and characterisation of novel business models in the carsharing sector in Europe



### Ideation workshops



Creativity  
Impact assessment of digitalisation and new technologies in the transport sector



### Go-to-market strategy



Marketing support  
Converging operations and implementing best project management practices in the marketing team



BM analysis  
Digitalisation of transport infrastructure management: Impact analysis on current business models

### Public funding support



Proposal writing  
Support for proposal drafting and submission in the H2020 programme



### Pivoting your business model



BM assessment  
Assessment of the value proposition, user needs and recommendations

### Funding strategy



Mapping & advice  
Cartography and characterisation of available funding and definition of innovation financing strategy



Créativité  
Creativity session for the impact of digitalisation on engineering skills, & mid-term forecasts on future needs



Market & BM analysis  
Market assessment, stakeholder & BM mapping, barriers & drivers and definition of expansion strategies to enter new markets

### Operations



PMO & content mgmt  
Workshop facilitation and programme management in Station F



# Assignments

# ENERGY

Under the SET-Plan, the EU has set ambitious goals for the transition to a low-carbon economy.

Large-scale deployment of renewable energy is key for this transition. Wind and solar are moving forward, but innovation has to improve its cost competitiveness and its variability. Other renewable sources, such as marine energies, could leverage opportunities in this sector.

Achieving these goals will require not just technological innovation, but major shifts in public attitudes and behaviours.

We believe the solution will be a smart mix of centralised and decentralised energy production sources with a better understanding of user behaviour.

**LGI has been involved in the energy sector since its creation in 2005.**



## Innovation strategy



Technology roadmap  
Innovation scouting and roadmapping to drive the most adapted strategy for corporate R&D



Sourcing & scouting  
Innovation sourcing and characterisation of novel business models & their impact on the value chain

## Communication strategy



Communication plan  
Strategic marketing and communication plan



## Ideation workshops



Creativity  
Developing a concept for a policy toolkit with LEGO Serious Play



## Go-to-market strategy



Market validation, BM & BP  
Accelerating innovation for a monitoring platform for energy efficiency at a city scale (market analysis, BM and BP)



Market validation, BM & BP  
Studying the marketability of 3 integrated solutions for heating & cooling at the building level

## Public funding support



Proposal writing  
Support for proposal drafting and submission for several topics in the H2020 programme



## Pivoting your business model



Foresight studies  
Economic modelling on nuclear cogeneration

## Operations



Cluster management  
Creation and implementation of a strategic action plan, communication and day-to-day activities



## Assignments

# CLIMATE SERVICES

Significant adaptation efforts will be required to mitigate climate risks and increase resilience, and this will induce emerging business opportunities worldwide.

Climate-related tools, products, data and services may greatly contribute to climate change mitigation and adaptation. However, current strategies face knowledge gaps and a lack of visibility of climate services. Key potential customers often have a low awareness of the associated economic benefits of integrating climate services into their decision-making processes.

There is great potential for developing a global market for climate services. Since 2014, LGI has worked with industry, research, and clusters to move this market forward.



### Ideation workshops



Creativity  
Service development for a future EU observatory on climate services



### Go-to-market strategy



Market potential  
Market research for an international observatory on climate services, demand analysis & business model innovation

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Market validation, BM & BP  
Exploration of user needs and behaviours in the use of climate services



Market validation  
Stakeholder mapping, sector prioritisation & quantification of market potential. Identification of entry points in priority sectors



Competition analysis  
Benchmark of climate prediction tools in the energy sector for demand and production forecasts (S2S data)

Confidential

Market validation  
Analysis and characterisation of adaptation strategies for territories with a focus on urban heat islands



Economic assessment  
Impact assessment of using climate data in the energy sector to define the economic feasibility of a forecast tool



Policy mapping  
Mapping of policies supporting the use of climate services in the energy sector

### Public funding support



Proposal writing  
Support for proposal drafting on climate services for Africa



Proposal writing  
Framework contract since 2017



### Pivoting your business model

Own R&D project  
Modelling the potential impact of a digital platform business model in the field of climate services



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# THANK YOU!

Reach out for more information!

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