

WORKSHEET

Circular Opportunities



Making your product, service or organisation more circular can start small. Consider what you have direct influence over and start there. Keep an eye on the big picture, and as you build small successes, scale your solution over time.

STEPS

- 1** Start by picking a product, service or a business challenge to focus on. If you don't have a current focus but want to use this process, here are some example challenges.
- 2** Download the Interventions Worksheet. Start by writing down what your product or service is trying to solve at the top.
- 3** Go through the series of questions to help you find opportunities for circularity. If say yes to any of the questions, write down a few considerations for each opportunity that could be possible within your organisation.
- 4** Based on the considerations for each, do any of your opportunities stand out as a good place to start? What feels most immediately achievable with potential for improved customer and business value? It might be helpful to get input from others on which opportunity to pursue.
- 5** Using the second page, create an outline for what you might pursue, asking yourself the following questions:
 - Would this innovation improve the customer experience in some way?
 - What would this system require that doesn't currently exist?
 - How might this affect your business strategy and financial needs?
 - What roles or collaborators might I need to make this happen?
 - What's the next step to get this process started?
- 6** As next steps, you might Define the Challenge, and then create a Circular Business Model and get Circular Buy In.



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Look for opportunities to become more circular. Answer each of the following questions. Remind yourself of what core needs your offering is solving

PROLONGING PRODUCT LIFE	N	Y	CONSIDERATIONS
Can you product become a service in some way?			
Can you make it easier for your users to repair it themselves?			
Can you design your product to be more modular so individual components can be upgraded or replaced easier?			
Can you provide a maintenance service to sustain the life of the product?			
Can you work directly with your manufacturer to restore your products after their first use cycle?			

PURPOSEFUL INPUTS & OUTPUTS	N	Y	CONSIDERATIONS
Can you utilise waste or recycled materials for your materials?			
Can any of your materials be sourced more locally?			
Can your production be more localised?			
Can you minimise the waste stream your product produces?			
Can your product contribute to the biocycle in some way?			



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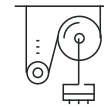
Pick any opportunity you identified on the previous sheet and flesh it out.

MY CIRCULAR OPPORTUNITY IS:



WOULD THIS INNOVATION IMPROVE THE CUSTOMER EXPERIENCE IN SOME WAY?

Dotted-line box for writing the answer to the first question.



WHAT WOULD THIS SYSTEM REQUIRE THAT DOESN'T CURRENTLY EXIST?

Dotted-line box for writing the answer to the second question.



HOW MIGHT THIS AFFECT YOUR BUSINESS STRATEGY AND FINANCIAL NEEDS?

Dotted-line box for writing the answer to the third question.



WHAT ROLES OR COLLABORATORS MIGHT I NEED TO MAKE THIS HAPPEN?

Dotted-line box for writing the answer to the fourth question.



WHAT'S THE NEXT STEP TO GET THIS PROCESS STARTED?

Dotted-line box for writing the answer to the fifth question.