Chemical Leasing goes global
Selling Services Instead of Barrels: A Win-Win Business Model for Environment and Industry

Chemical Leasing is an innovative business model for the sustainable management of chemicals where the economic benefit is achieved by selling services. It provides adequate chemicals risk management coupled with environmental advantages and economic benefits for both the user and the producer. Within Chemical Leasing business models, the responsibility of the producer and service provider is extended and may include the management of the entire life cycle. The application of Chemical Leasing was assisted and monitored in a broad range of sectors and companies. This book collects the experience gained from pilot projects in Austria, Egypt, Russia and Mexico. In developing countries and countries with economies in transition the new business model was successfully implemented in cooperation with UNIDO’s worldwide Cleaner Production Programme, supported by the Austrian Federal Government. This book contains detailed descriptions and evaluations based on existing projects, as well as political and scientific interpretations and analyses.

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