

The client

Our client is a **global FMCG company that designs and manufactures a range of portable consumer devices**. These **devices contain electronic components and PCBA (printed circuit board assembly)**, using increasingly unsustainable rare metals. As part of its on-going sustainability programmes, the client **wishes to reduce the environmental impact of these devices and identify technology solutions that would facilitate the creation of “sustainable electronics”** for use within their consumer devices.

The search

The client is therefore actively searching for technological innovations that would enable them to meet their “sustainable electronics” goal. Potential technology solutions that are in-scope include (but are not limited to): -

- **Novel approaches to eliminate the use of rare metals** (this includes, but are not limited to, gold, tin, tungsten, tantalum) in PCBA and electronics while maintaining similar performances – i.e. reduce use or replace with alternative materials
- Technology solutions that enable the **reuse and recovery of PCBA components**
- **Suppliers who are able to supply recycled metals or components** for use in low-cost consumer electronic devices
- **Sustainable alternatives to silicon chips**
- **Initiatives that enable more successful take-back programmes of low-cost electronic consumer devices**

Any technology solutions that claim to offer sustainability benefits would ideally be able to demonstrate the savings it could provide with regards to CO₂, energy and/or water.

Not-in-scope:

- Technology solutions that provide sustainability benefits surrounding the manufacturing/assembly, distribution/logistics, and consumer use
- Other materials/parts within the consumer device (i.e. battery, casing, packaging)

What the client can offer

The client is a large and well established business with wide market reach so this represents an excellent business opportunity for existing and new technology partners. The client is also interested in R&D collaborations, and engaging with small companies who have developed a technology platform that could benefit from additional resources (e.g. via the client’s corporate venturing arm) to support expedited scale up.

Please provide details of any potential technology partner or service provider to Diane Kolonko via diane@strategicallies.co.uk