



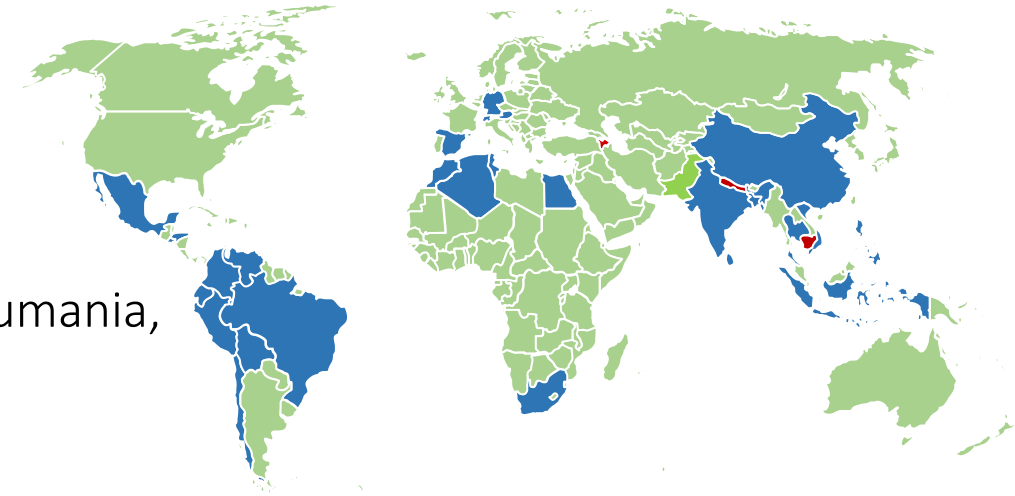
# PREMA

**P**rofitable **R**esource **E**fficient **MA**nagement



## Our profile

- Germany registered international non-government organisation bringing together international PREMA trainers and consultants
- Established in 2005
- 120 members
- Trainer pool in 21 countries
- In Europe: Implementation in Germany, Macedonia, Bulgaria, Rumania, Montenegro, Hungary and Turkey



# Where has it been used?



## Europe:

Germany, Bulgaria, Croatia, Macedonia, Montenegro,  
Hungary, Rumania, Turkey

## Central America and Caribbean:

Mexico, Costa Rica, El Salvador,  
Jamaica, Cuba, Guatemala,  
Honduras

## Latin America:

Argentina, Brazil, Bolivia,  
Chile, Colombia,  
Uruguay, Ecuador,  
Paraguay, Peru,  
Venezuela

## Africa:

Zimbabwe, Zambia, South  
Africa, Ethiopia, Kenya,  
Namibia, Egypt, Nigeria,  
Algeria, Tunisia, Morocco,  
Ghana

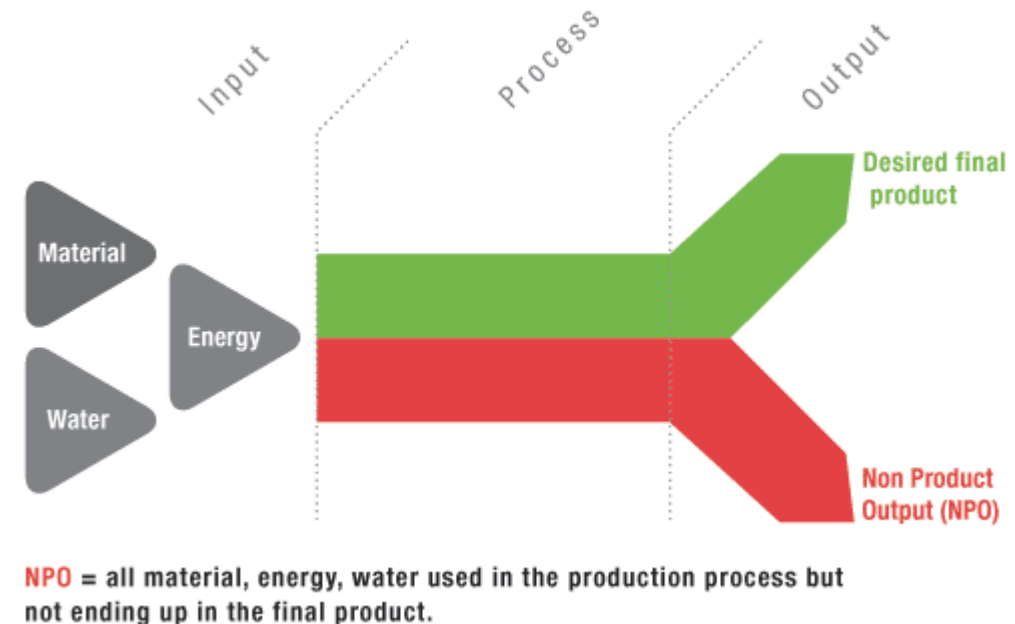
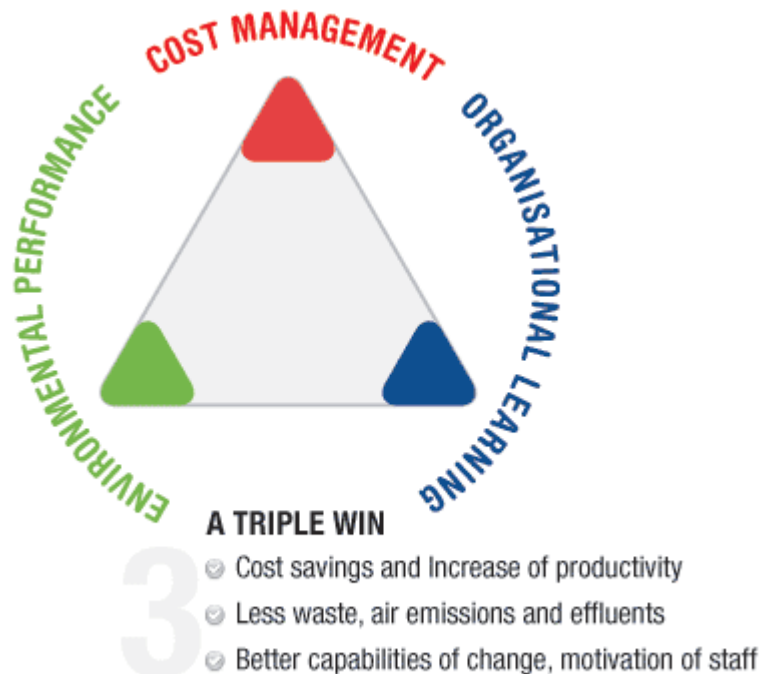
## Asia:

China, Vietnam,  
Thailand, India, Sri  
Lanka, Indonesia,  
Philippines



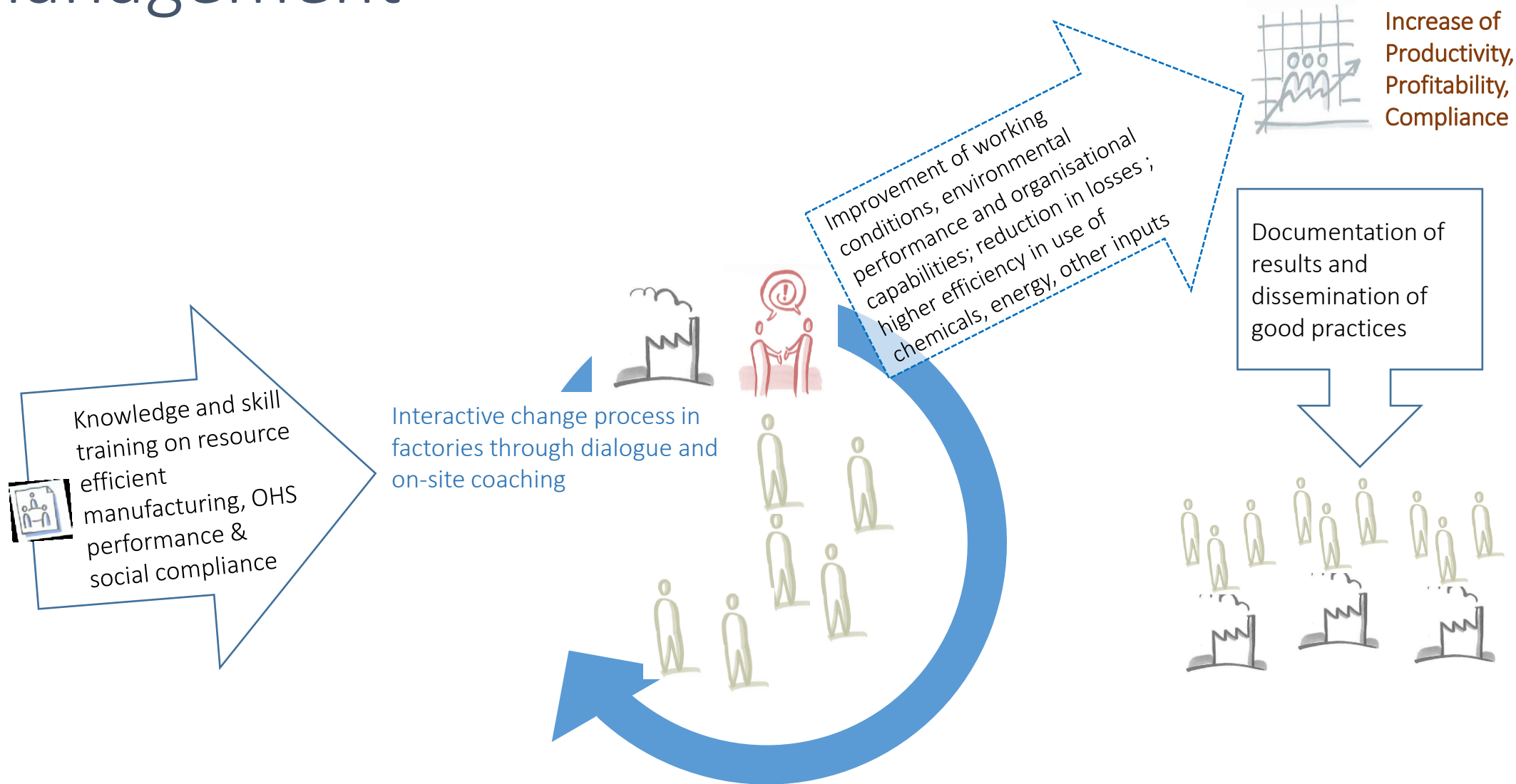
# What is PREMA?

Series of tools to develop an integrative, effective management system in companies and to build the capacity of consultants to support business development.



# Our strategy of change management

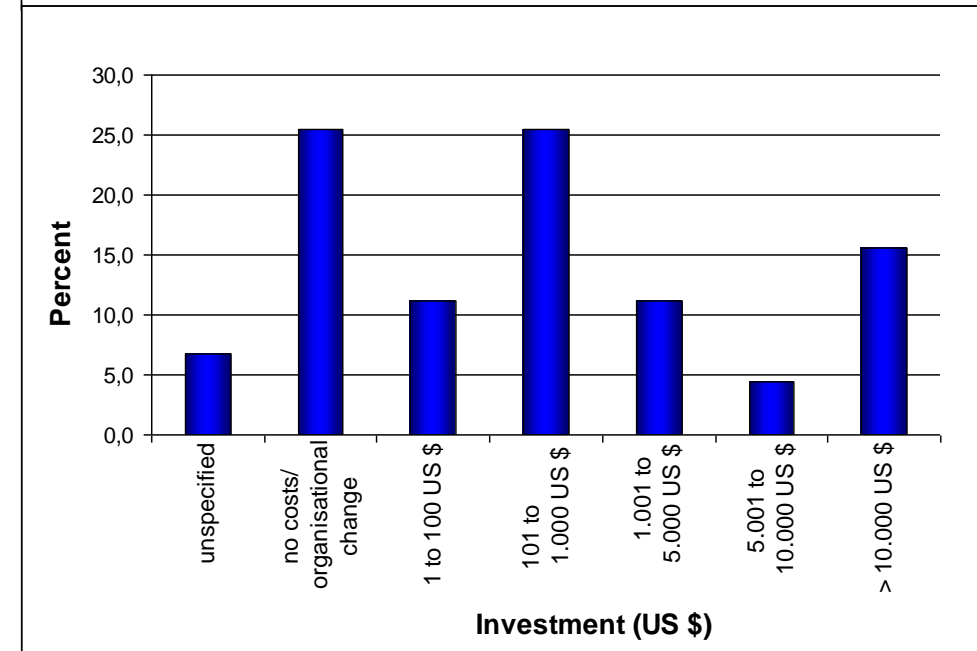
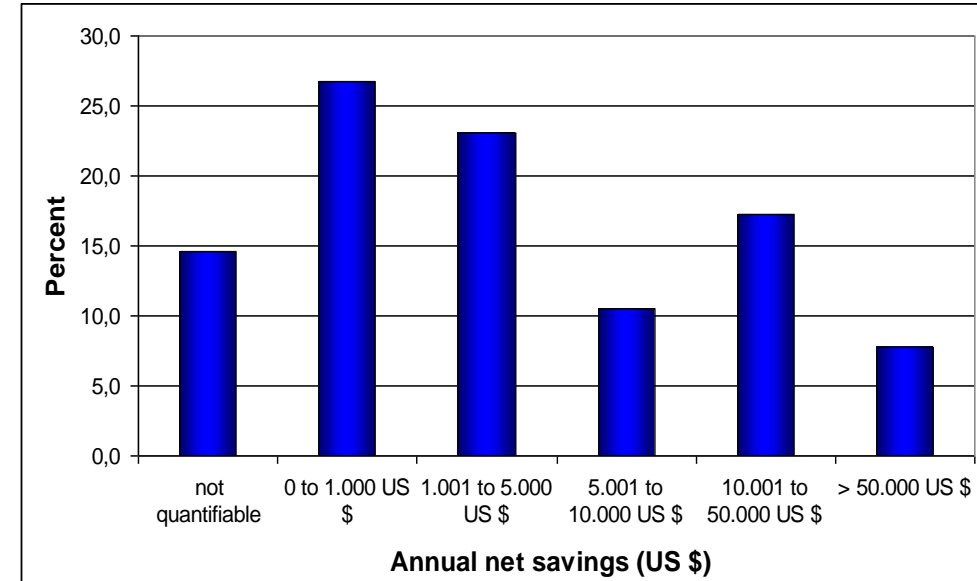
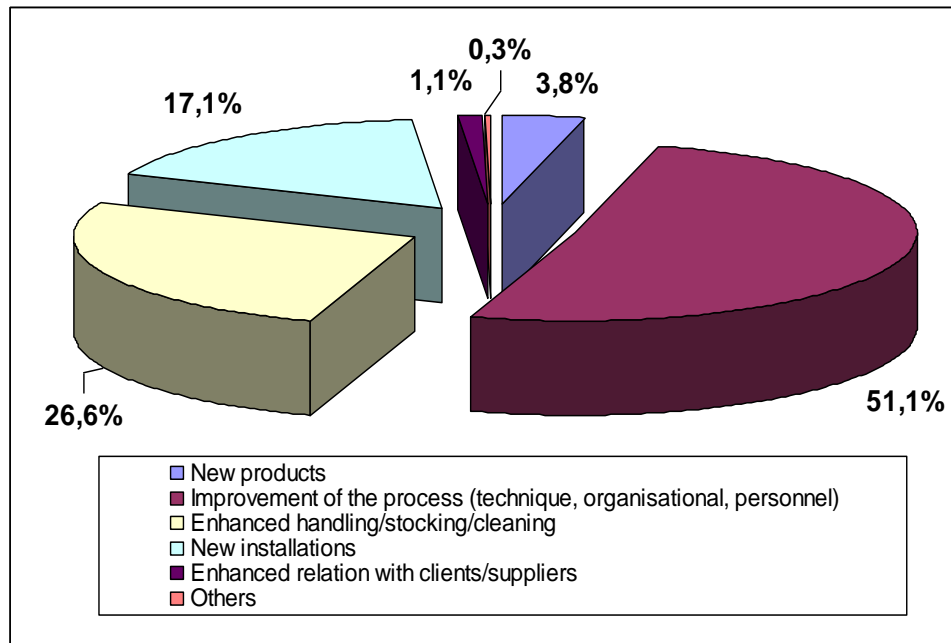
## Objectives and Concept



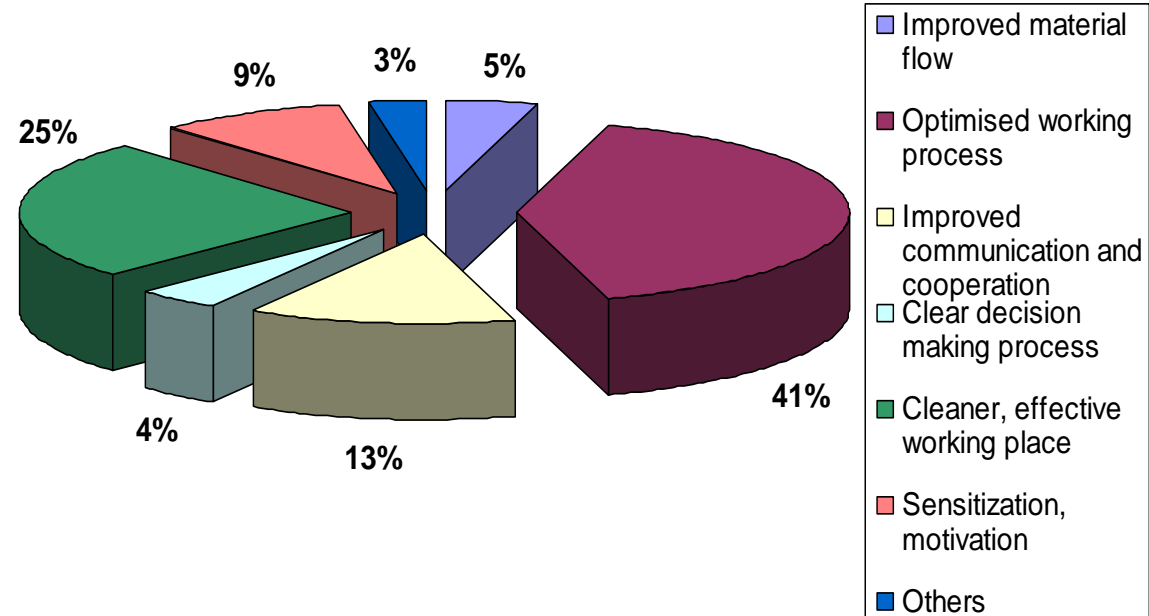
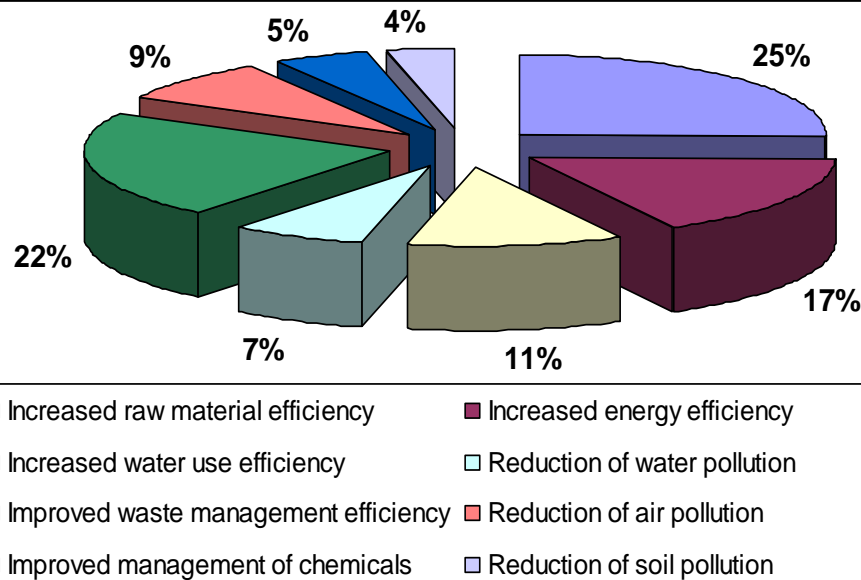
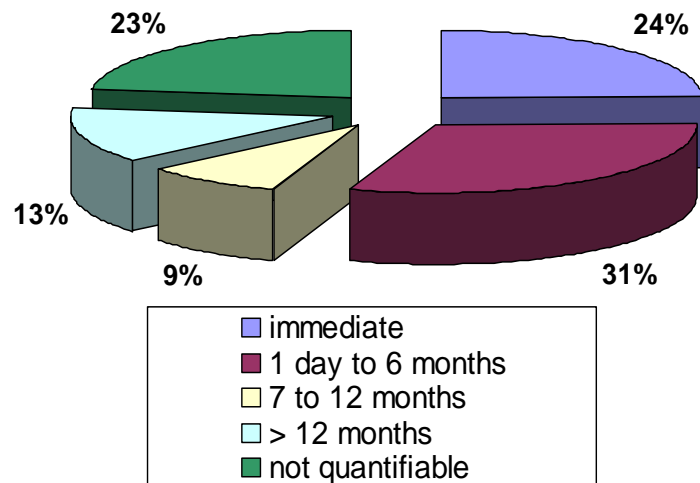
# Why PREMA?

- Focus on management and not only technical implementation
- Use of change management strategies for implementation and sustainability
- Different tools that are adapted to different contexts (Chemical Management, Industrial Zone Approaches, Sectorial approaches, Profitable Social Management and CSR)
- Tested in a wide range of countries and availability of international trainer network
- Easily adaptable to different complexity levels

# Results



# Results





# Results of PREMA<sup>®</sup> in China



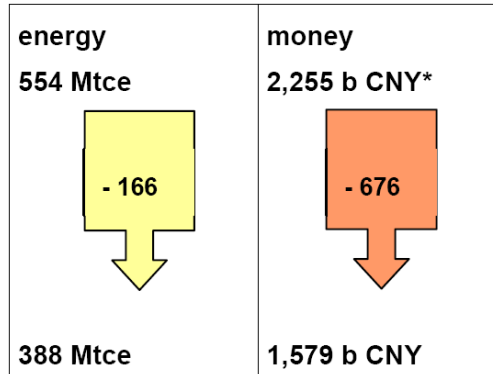
- 9 training programs in 5 cities
- Local Partners: Environmental Agency, Productivity Promotion Center ETC, Consulting company
- 58 companies:
  - 720.000 – 1,4 Mio. CNY Umsatz
  - 12 – 1.300 Beschäftigte
- Implemented measures: 662
- Investitionen: 52.775.000 CNY
- Netto savings/year: 114.549.700 CNY
- Average amortization: 5,2 months

1 CNY = 0,11 Euro

# Environmental saving potential

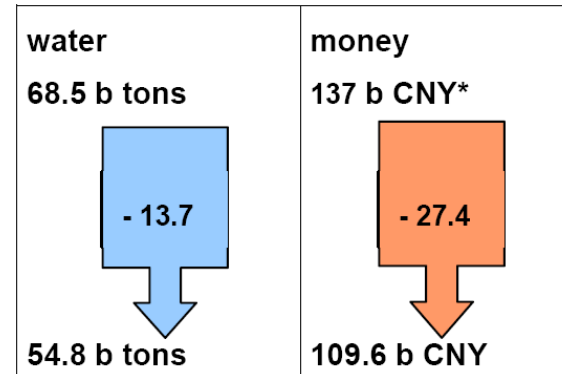


## Energy

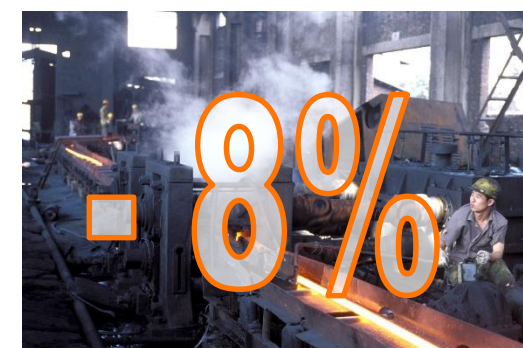
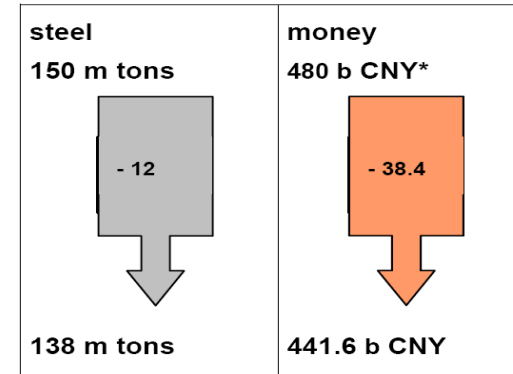


\* billion

## Water



## Steel



•Saving potentials for Chinese SMEs through PREMA®-Usage

# Examples of Case Studies



Case #1	Weros GmbH, Schönebeck
Sector	SME: Toolmaking and Mould Construction
Optimization Potentials/ NPO identified	<ul style="list-style-type: none"> <li>- partially outdated machinery</li> <li>- unused rooms</li> <li>- technical equipment not usable</li> <li>- chippings on the floor (work safety)</li> <li>- lighting not coordinated to workplaces</li> <li>- no use of rain water, alternative energy</li> <li>- leakage of compressed air machine</li> <li>- green space not attractive (no shadow)</li> </ul>
Measures implemented	<ol style="list-style-type: none"> <li>1. To sell/remove unused technical equipment, resulting in €19.000 benefit, which liberated space for modern machinery</li> <li>2. Rent out unused rooms, yielding a monthly benefit of €500</li> <li>3. New lighting concept that saved ¼ of costs, amortized after 2.5 years</li> <li>4. Used a magnetic broom to clear floor of chips (instead of compressed air), saving energy</li> </ol>

SME: Weros-Germany



precision parts



# Reduction of raw material by improved handling of raw materials

## Case Study of Paper Industry in Blida, Algeria



### The problem and causes

Enormous losses of raw material during unloading and handling of paper rolls in the port and the factory.



### The measures

Information of staff about value of raw material, acquisition of grip lifters, installation of an adequate storage place for the rolls.

### Economic benefits

Investment: 119.000 US \$  
Annual net savings: 375.000 US \$  
Payback period: 4 months



### Environmental benefits

Saving of raw material, less solid waste disposal.

Losses of raw material and thus money, generation of waste



Reduction of Kraft paper losses.

### Organisational benefits

Careful handling of raw material and preventive manipulation.  
Change of employee's attitude towards value of raw material

# How can uptake through SMEs be fostered?



- Direct uptake through SMEs has been difficult.
- PREMA has worked best with:
  - Existing government support (e.g. integration into an Women Empowerment program in Colombia)
  - Integration in the supply chain of big companies (e.g. textile in Asia (FTA); Insurance company in Colombia)
  - Support through donor programs (GIZ, EU SWITCH, UNIDO etc.)



# Lessons Learnt from 20 years of PREMA

- Tools have been simplified and adapted to realities on the ground.
- Tools have to be constantly updated to fit with further developments: example Chemical Management Guide;
- The most powerful tool are the case studies that show real resource as well as cost savings and serve as marketing materials.
- On the ground capacity is necessary to make PREMA work in the long term. Example Thailand or Colombia; where local trainers have set –up a vibrant PREMA service offering.