



ECOPROFIT® - Vorarlberg



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eco-bra!n

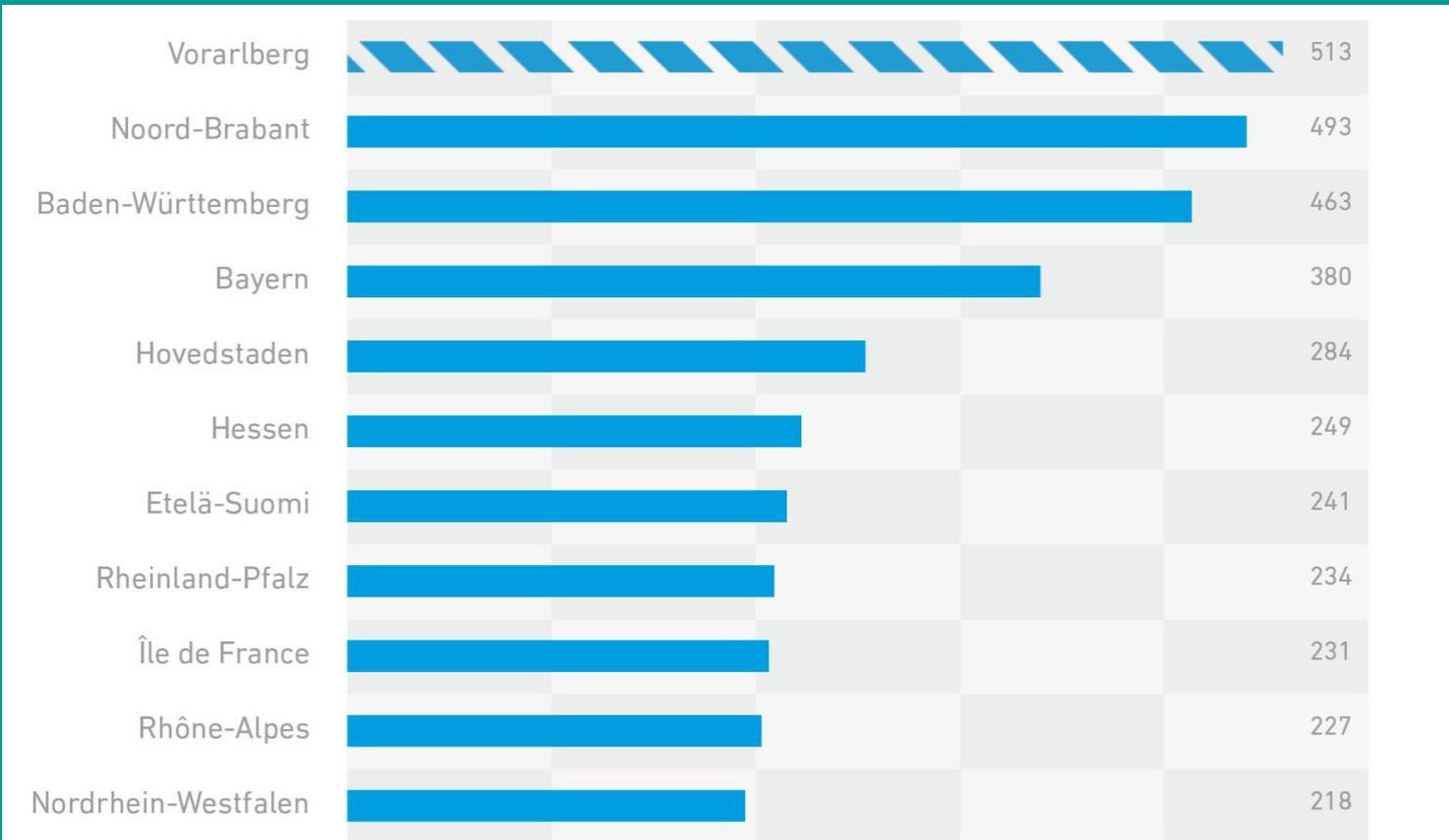
management consultancy

Where to find „Vorarlberg“



Industrial site Vorarlberg

- Patent applications at the european patent office per Mio. IH 2008



Economic performance of Vorarlberg

About 60% of produced goods are exported:

- 25% ironware and metallgoods
- 23% caldron, machinery and apparats
- 9% foodstuffs and drinks
- 8% electrical machines and appliance
- 8% textiles and clothes
- 7% plastic materials, chemical products
- 5% furniture and luminaire
- 16% other (electricity, paper..)



What is ECOPROFIT

- „**EC**ological **PRO**jekt **F**or Integrated clean**T**echnology“
Goal of the method: optimized use of resources and energy, as well as decrease and prevention of garbage and emissions
- municipal or regional cooperative project
- developed by the town of Graz (Styria) beginning of the 1990 in cooperation with research community STENUM GmbH (meantime registered trademark)

ECOPROFIT® Austria

- **Projekt history:**

- 1991 first pilot training course in Graz
- 1993 first regular training course in Graz
- 1996 ECOPROFIT- comes to Vorarlberg (city of Dornbirn)
- 1997 5 training courses at once (with 40 enterprises) at different townships
- 2013 more than 150 enterprises are certified and active in Vorarlberg

- **Vorarlberg:**

- since 1996 more than 250 enterprises got through the training courses www.vorarlberg.at/oekoprofit

Benefits for the townships

- Increase of quality of life for the people living in the townships / regions due to reduction of emissions
- Increase of quality of environment in the region with benefit for tourism
- Positive image for the township at the enterprises and role-model approaches at neighboring communes
- Consolidation of the partner relations between enterprises and communes
- Efficient and cheap relief of environment due to higher efficiency of resources
- Job preservation due to successful companies
- Support of innovative companies instead of expense for cleaning up the environment

Role of the consultants

- Preparation and leading through the roadshows
- Assistance of the commune in clarification of sponsorship for the enterprises (EU subvention funds, national, others....)
- Organisation and leading through the training course

How to start a training course?

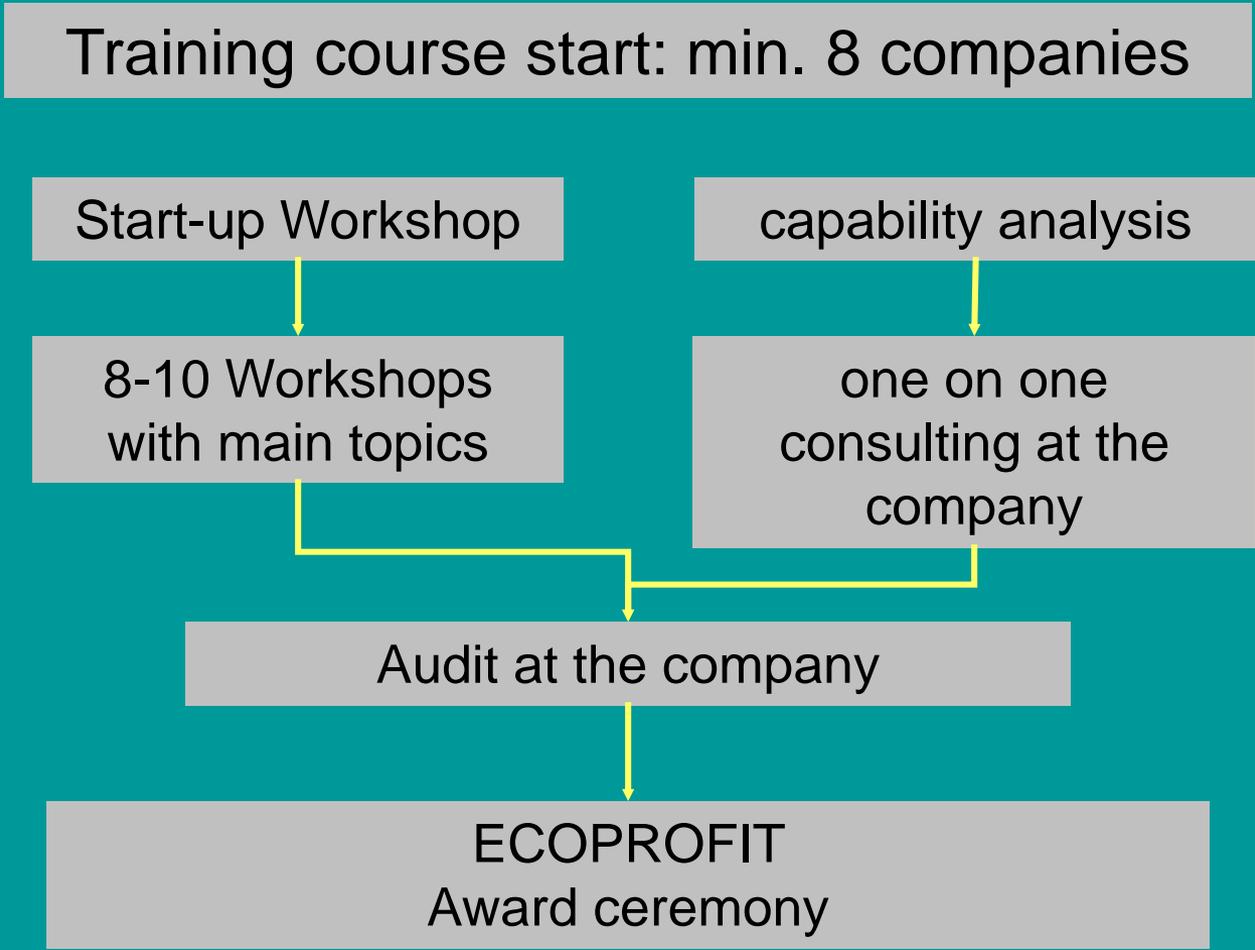
commune

consultants

- roadshow for interested companies
- visit interested companies

Start of the training course at minimum 8 (max. 12 companies)

ECOPROFIT® training course - process



ECOPROFIT® training course - process



ECOPROFIT® training course - process



ECOPROFIT® training course - findings

Input

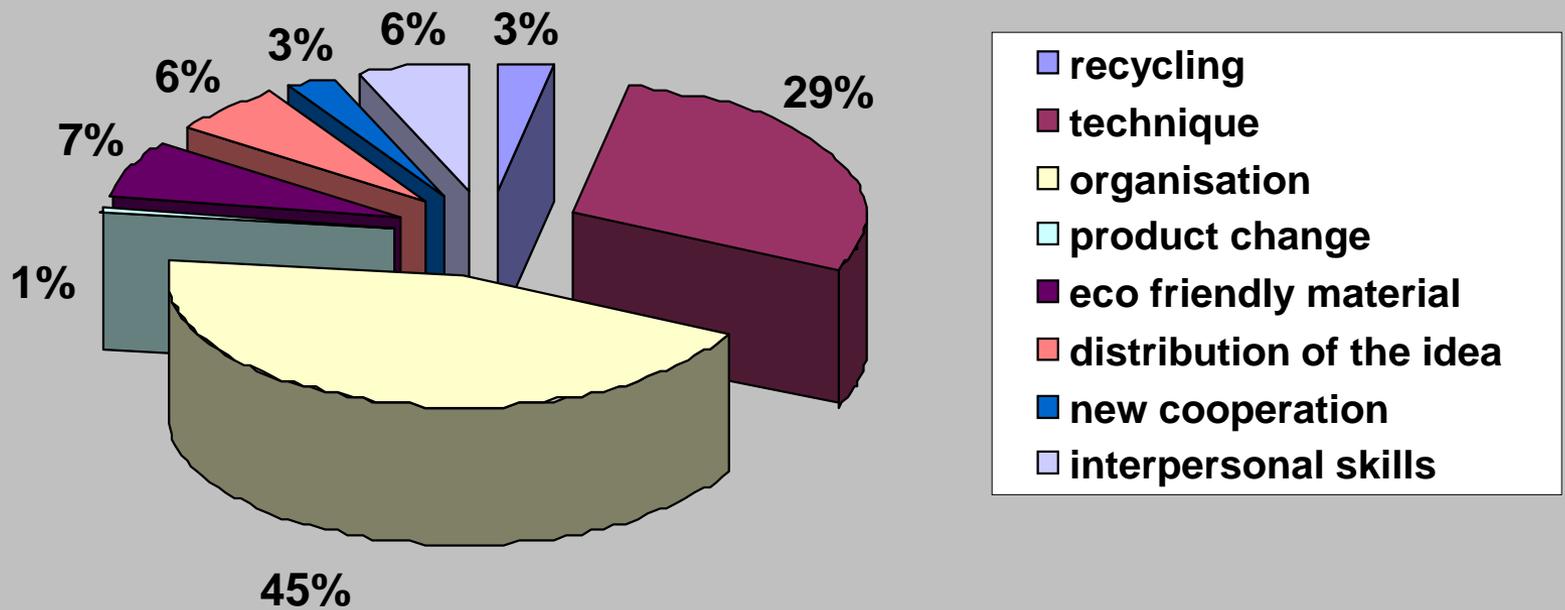
- money
- hours of work
- management resources

output

- identification and use of savings
- one on one consulting
- exchange of experience
- advantage in competition at „sensitive“ customers
- public relation
- certificate
- legal security
- positive dialog with civil service

ECOPROFIT Graz evaluation

quantity of actions



Quelle: Umweltamt Graz

ECOPROFIT Club

Who are the members and what do they get?

- companies with currant certification (annual extention)
- offers for further development and new ideas
- circle of enviromental interested companies
- network
- contact with the consultants

ECOPROFIT® Resume

- **What positiv feedback do we get?**
 - Workshops together
 - Mixture of businesses und size of companies
 - Monthly Workshops / enough time to practice at the own company
 - Visit at other ECOPROFIT companies
 - Annual audit
 - Individual decision about the projects
 - Diverse (voluntary) activity every year
 - Advantages of regional tenders
 - Commitment by the business organisations (WKO, IV, Gemeindeverband)
- **What was not so succesful?**
 - strict standards relating to paperwork
- **Why is ECOPROFIT Vorarlberg succesful?**
 - Strong involving of the consultants = less work for the public services
 - Strong solidarity of the companies with „their“ region and nature



ACT ECOLOGICALLY – PROFIT ECONOMICALLY