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is the CEO and Founder of

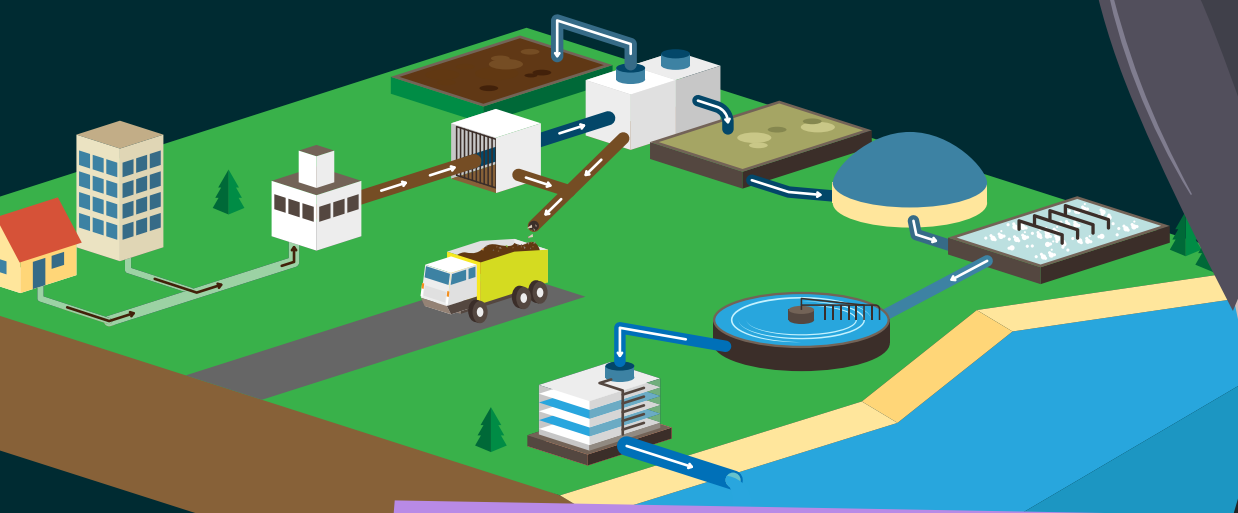


(DON'T!)
**WASTE
WATER**

**Have you ever tried to
burn... water?!**

(Spoiler: it's not easy! 😏)

**Yet, that's the typical output
for some types of industrial
wastewater streams.**



**The water involved, for instance, in Cleaning in
Place (CiP) or Pharmaceutical production, gets
trucked and sent to incineration.**

**These are considered hazardous,
but in some cases, it's just parts per
millions or billions!**



**Is this a sustainable approach in this
time and age? Probably not.**

Plus, it's not even the cheapest option! Incineration costs 200-800€ per ton, while regulations and limited capacities will further drive the prices up in the future.

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WASTE WATER



We proved that our alternative is cheaper than going for transportation and incineration!

That alternative is to treat that wastewater onsite, up to a point where it can be whether flushed as a regular type of sewage or reused.



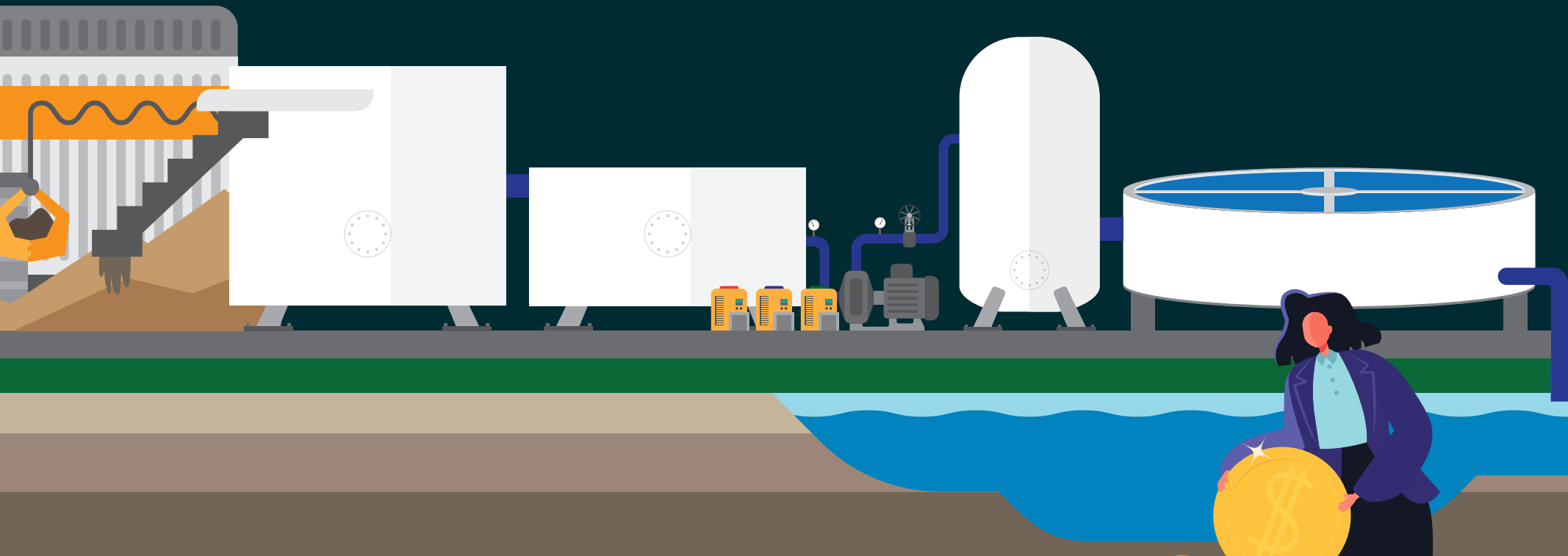
The reuse option even comes with welcome side-effects:

The CoVid situation acted as an eye-opener. The supply chain was broken, and raw materials were not delivered. That's a tremendous opportunity to focus more on circularity!



What's more circular than to feed your production with the goods you used to flush away and treat as waste?

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And what if, on top of that, you didn't have to invest a cent in this wastewater treatment?



InOpSys actually operates in a "DBFOM" approach:


We Design, Build, Finance, Operate and Maintain the asset, so that it remains an OPEX for the customer.



Hence, a one-to-one replacement for the current trucking alternative.

(DON'T!)

WASTE WATER



The same level of guarantees, simply cheaper and more sustainable than the current “best practice” - isn't that the definition of a win-win?

We also covered:

- How everybody talks about entrepreneurship, sustainability, and circular economy but not everybody walks the talk
- How in target industries, regulation is not the main driver anymore (and what it is instead)
- How in further verticals, sustainability is still a competitive disadvantage
- How InOpSys deals with inquiries and why they target the most challenging hazardous waste streams
- How an agnostic approach to treatment technologies is the best way to treat the “industrial soup.”
- How focusing on the streams, anyone else desperately tries to avoid places you aside from the Water Industry's red ocean
- How InOpSys' first reference went frontally against what they stated in their business plan!
- Treatment modularity, operating in clusters, building trust to allow “someone in your kitchen,” finding early adopters... and much more!

Don't miss a single bite: head over to dww.show/!

