

## Some references

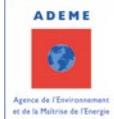
### COMPANIES



### RESEARCH AND TECHNOLOGY ORGANISATIONS



### PUBLIC ORGANISATIONS



## CASE STUDIES

### COMPANIES

- > **Market opportunity evaluation** – benchmarking available protein products for a feed market segment
- > **Positioning study and investment assessment** – evaluating for a bio-based chemical
- > **Technology mapping** – analysis of bio-based polymers for technical packaging
- > **Strategic monitoring** – periodic technical and economic monitoring intelligence on innovative proteins

### RESEARCH AND TECHNOLOGY ORGANISATIONS

- > **Technology transfer support** – assessing market opportunities for a specific bio-based solvent technology and identifying industrial partners
- > **Designing an exploitation model** for new types of biomass

### PUBLIC ORGANISATIONS AND INVESTORS

- > **Helping design a call for proposals** – evaluating technological hurdles and growth potential of 13 bioeconomy sectors
- > **Analysing an investment project** – assessing technological, economic and regulatory risks
- > **Supporting development of a local bioeconomy marketing strategy** – identifying assets and prioritising sectors to be supported.

## CONTACT US

A team with a unique expertise in science, bioeconomy and competitive intelligence.

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Accessing **economic, technological and business** insight in the **bioeconomy**

## RESEARCH & CONSULTANCY

- Biomass
- Feed
- Food
- Materials
- Chemistry & biotech
- Energy

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- ▶ Expertise
- ▶ Responsiveness
- ▶ Network

## IAR, YOUR BIOECONOMY EXPERT

Through our **research and consultancy services**, we analyse, explain and help to de-risk your business and innovation environment, enabling you to make **strategic decisions**.

**IAR focuses on all bioeconomy aspects** - from feedstock production to its valorisation into food, feed, bio-based products. Since 2005, **IAR has supported over 270 projects**, representing **€1,7 billion investment**.

## OVER 10 YEARS OF EXPERIENCE

- Easy access to market data and products information
- In-depth patents analysis experience
- Extensive networks with enterprises, academia and public organisations



## BIOMASS SUPPLY

- Mapping biomass sources
- Quantifying biomass availability
- Evaluating competitiveness
- Designing biomass supply chains



## TECHNOLOGIES & PROCESSES

- Benchmarking technologies
- Finding appropriate process
- Supporting technology development
- Connecting to new industrial and technology partners



## MARKETS & PRODUCTS

- Evaluating market potential
- Analysing market access
- Designing and promoting bio-based products
- Identifying early adopters and clients

*"The IAR team is extensively knowledgeable in the bioeconomy field. With its expertise, network and useful monitoring tool, the French bioeconomy cluster IAR helped shape our R&D work."*

- Myriam Fliss, R&D Manager, **Malteries Soufflet**

*"We were at a tipping point. Should we embark on this seemingly promising project whose markets were unknown to us - or not? IAR provided us with an external, objective analysis on market size, stakeholder mapping, etc. Our first experience with IAR was very positive."*

- Martine Bortolotti, Project Manager and CRS Manager, **Norske Skog**

*"IAR supported us in a biorefinery project study. They helped us position our development efforts by analysing market interest, pricing constraints and process costs. Beyond the figures, we benefited from IAR's experience through their advice on biorefinery constraints and stakeholders' needs."*

- Dimitri Truyen, PhD, Business Developer in Chemistry, Materials and Process, **AxLR**