iNex

Artificial intelligence
for efficiency

Ai
iNex

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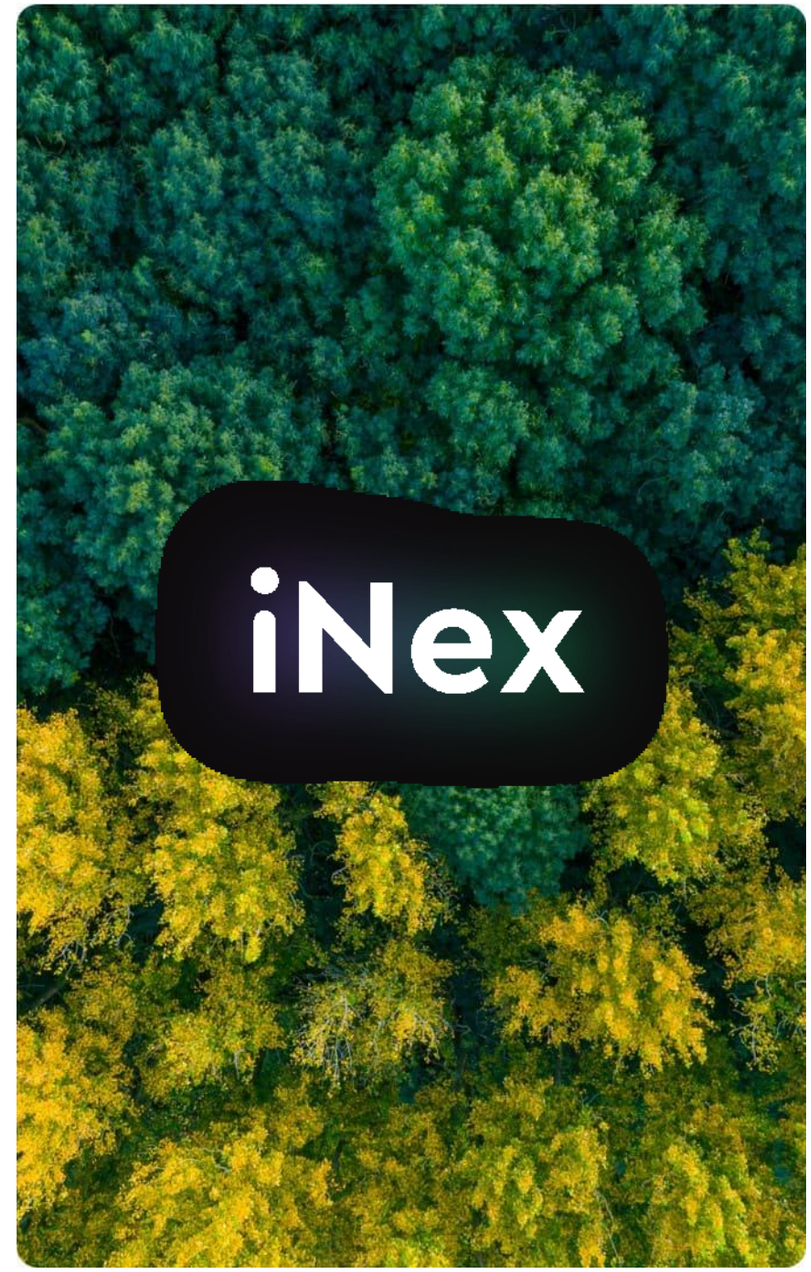


Introduction

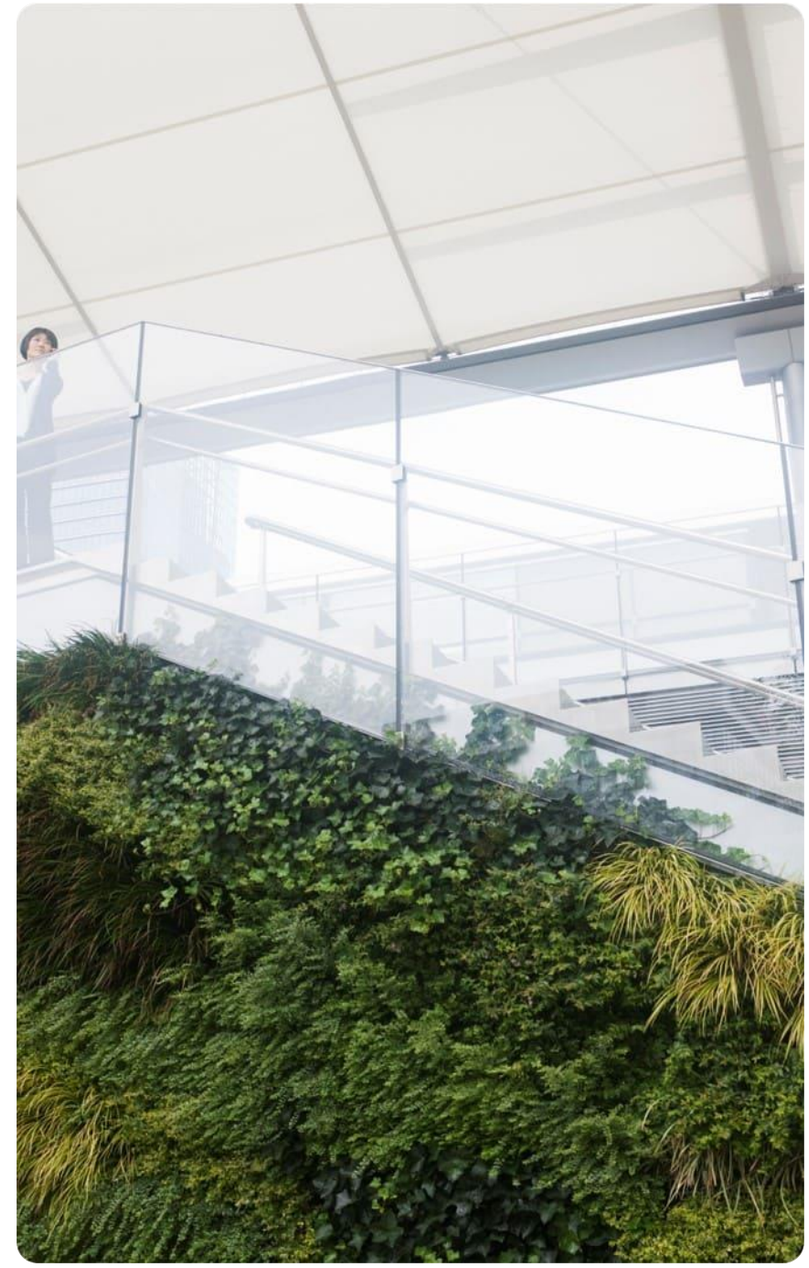
Created in 2012, iNex is initially a sustainable development **consulting firm** that assists local authorities and industrialists to **develop waste-related investment policies.**

Taken over in 2018 by Olivier Gambari and Pierre Beuret, **iNex is becoming a technological company that offers digital solutions to industrialize strategic studies in the world of renewable energy, waste and raw material substitution on precise topics** : plastic, paper, cardboard, glass, biogas, biomethane, bio-GNV, photovoltaic, land, strategic materials.
iNex **provida a solution based on the expertise of a complementary team and a data aggregation and predictive technology designed in partnership with the Ecole Polytechnique de Paris.**

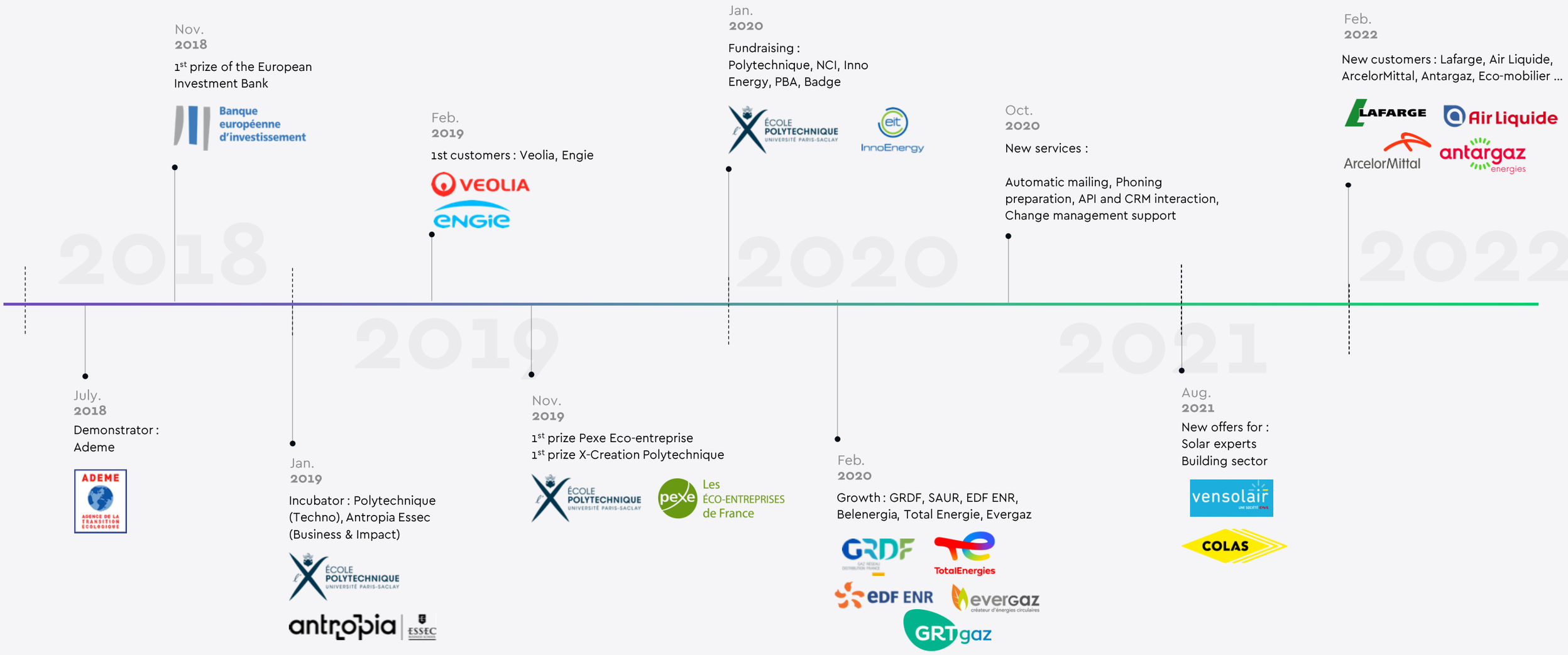
Based on studies from 8 years of consulting and more than 5,000 data sources, **iNex Sourcing is the flagship tool used by the strategy departments of industrialists** (Chanel, Soprema, Solvay), **energy companies** (Total Energies, Engie, GRDF, Naskeo, Evergaz) and **recyclers** (Veolia, Suez, Nicollin).

In 2020, with a strong technology validated by the main market players, iNex raises 1M Euro from Inno Energy, Nci, PBA and Badge to accelerate its growth.

2022 marks a new phase with an acceleration of its activity and **a new capital increase to develop new territories : Europe, US & Canada**

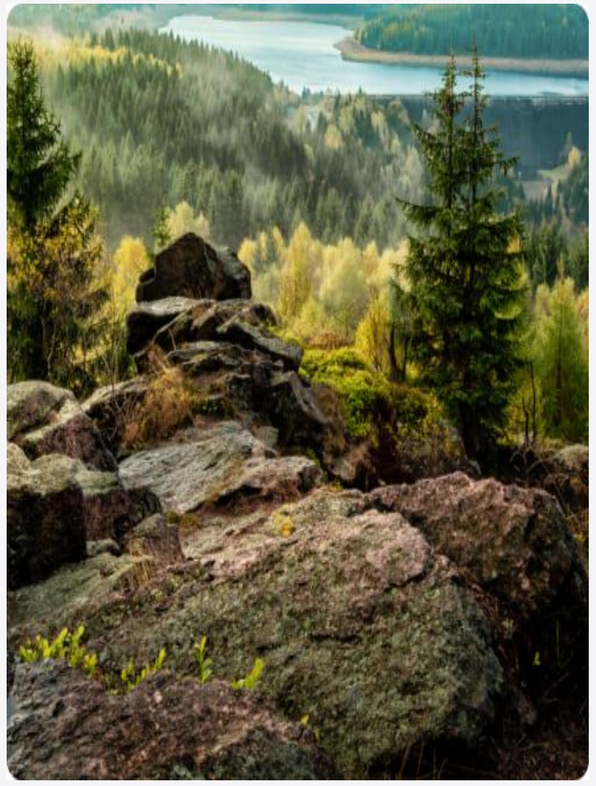


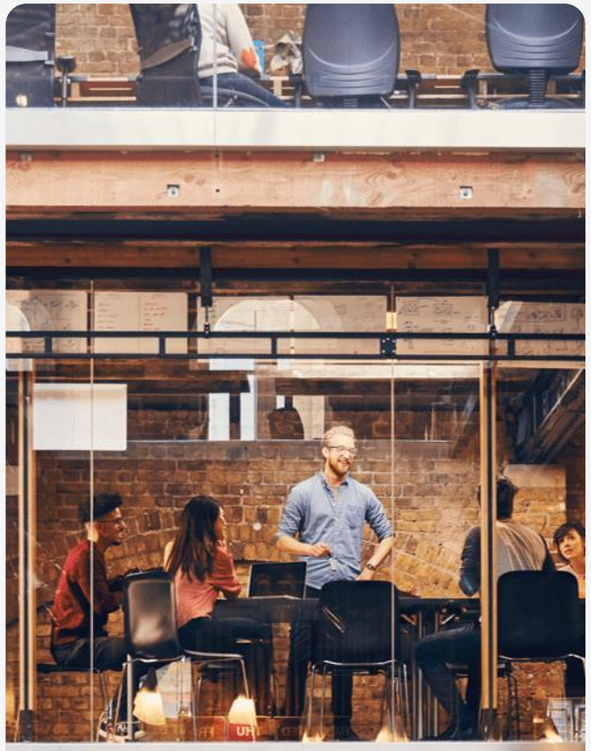
History


2018
2019
2020
2021
2022
July. 2018
Demonstrator : Ademe
ADEME
Nov. 2018
1st prize of the European Investment Bank
Banque européenne d'investissement
Jan. 2019
Incubator : Polytechnique (Techno), Antropia Essec (Business & Impact)
ÉCOLE POLYTECHNIQUE UNIVERSITÉ PARIS-SACLAY
antropia ESSEC
Feb. 2019
1st customers : Veolia, Engie
VEOLIA
ENGIE
Nov. 2019
1st prize Pexe Eco-entreprise
1st prize X-Creation Polytechnique
ÉCOLE POLYTECHNIQUE UNIVERSITÉ PARIS-SACLAY
pexe Les ÉCO-ENTREPRISES de France
Jan. 2020
Fundraising : Polytechnique, NCI, Inno Energy, PBA, Badge
ÉCOLE POLYTECHNIQUE UNIVERSITÉ PARIS-SACLAY
eit InnoEnergy
Feb. 2020
Growth : GRDF, SAUR, EDF ENR, Belenergia, Total Energie, Evergaz
GRDF
TotalEnergies
EDF ENR
evergaz
GRTgaz
Oct. 2020
New services :
Automatic mailing, Phoning preparation, API and CRM interaction, Change management support
Aug. 2021
New offers for : Solar experts Building sector
vensolair
COLAS
Feb. 2022
New customers : Lafarge, Air Liquide, ArcelorMittal, Antargaz, Eco-mobilier ...
LAFARGE
Air Liquide
ArcelorMittal
antargaz energies

iNex

Our
team





Tech, Skills, Data

iNex is the connection of complementary talents who have decided to contribute through technology to the ecological transition.

A complementary team

Olivier Gambari

CEO & Founder

Pierre Beuret

COO & Founder

Benoit de Menthière

CDO

Philippe Hugeron

Mentor

But also an operational team

4
Data Analyst

3
Data Scientist

2
Business developper

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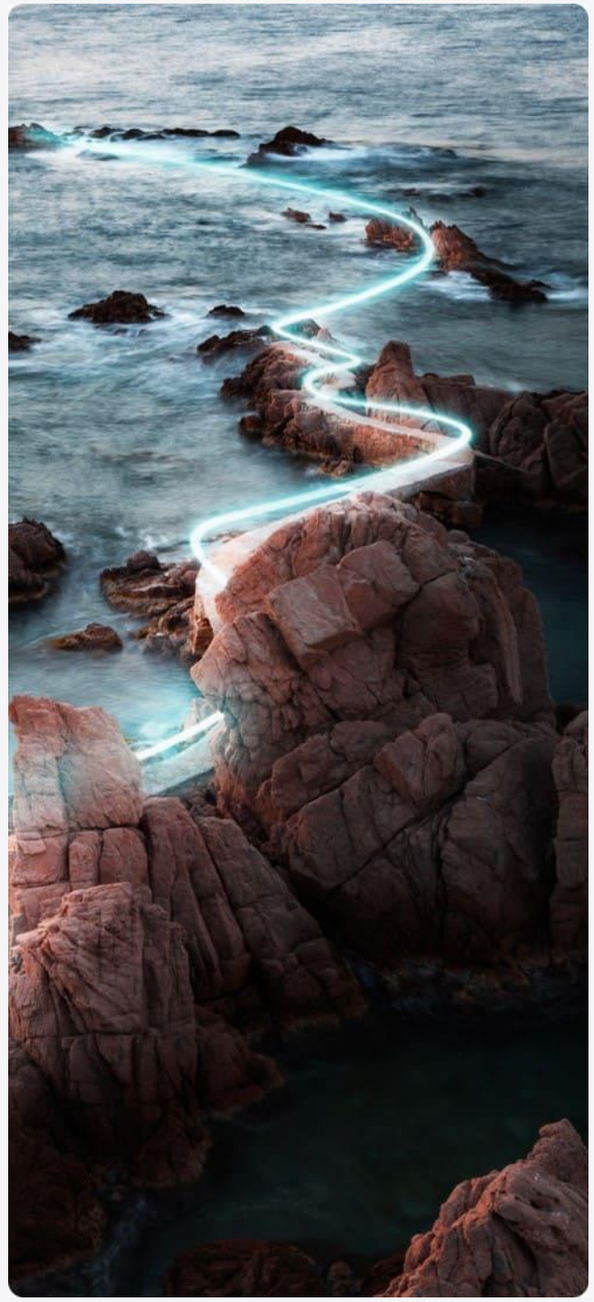
Our offer



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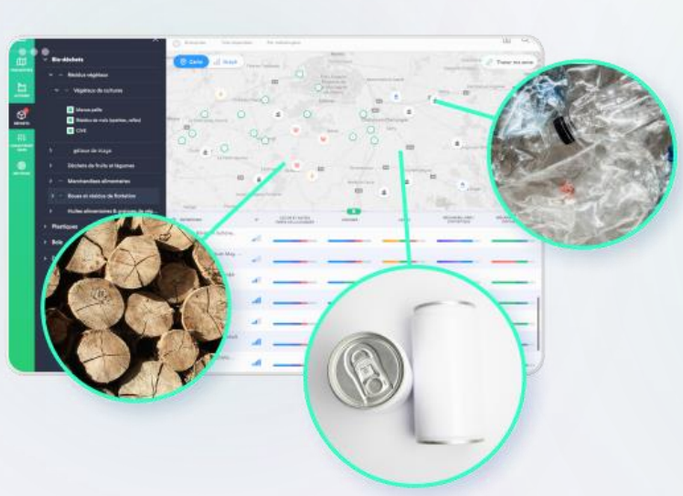
What is iNex doing ?

Sourcing



Tracking

Measuring

Ressources

Recycling solutions

Expand the circular economy in your business

iNex helps you to expand the circular economy into your business. If you want to substitute raw materials, find a recycled material, recycle your waste in a better way or become your own recycler, iNex is the right partner.

Thanks to our solution to detect the right partners, to ensure the logistic organization and the quality follow-up.

1) Find your partners to source material or to recycle

- Mapping of mobilizable deposits and outlets according to your strategic criteria
- Visualize the key data of a territory : outlets, competitors, recycle material
- Indicators allowing you to carry out precise market studies in a few clicks
- Obtain qualified contacts to approach them

2) Organize your recycling chain with your suppliers and ensure the traceability of quality throughout the supply chain.

For your suppliers

- Trigger plastic removal
- Online management

For your teams

- Manage your recycler
- Manage waste streams
- Automate exchanges

Connect data

- Connect our custom API to your TMS to manage transport
- Offer our customised API to your suppliers who already have an information system

Measure your impact

- Follow all your action in a dashboard
- Reach your goals with a precise measure technology linked to your information system

iNex will

ADVISE

Propose innovative solutions from similar experiences in material sourcing and in digital solutions

CUSTOMIZE

Customize the ergonomy and design of our solution from your functional needs

SUPPORT

We support you during the entire process, ensure assistance in the use of interfaces and ensure experience sharing during the implementation of industrial symbiosis

HOST

Host the digital solutions and ensure data security

MAINTAIN

We offer a long-term corrective and application maintenance

CONNECT

Connect our tools with your technical environment: CRM, ERP or databases via our API

Use case of Chanel

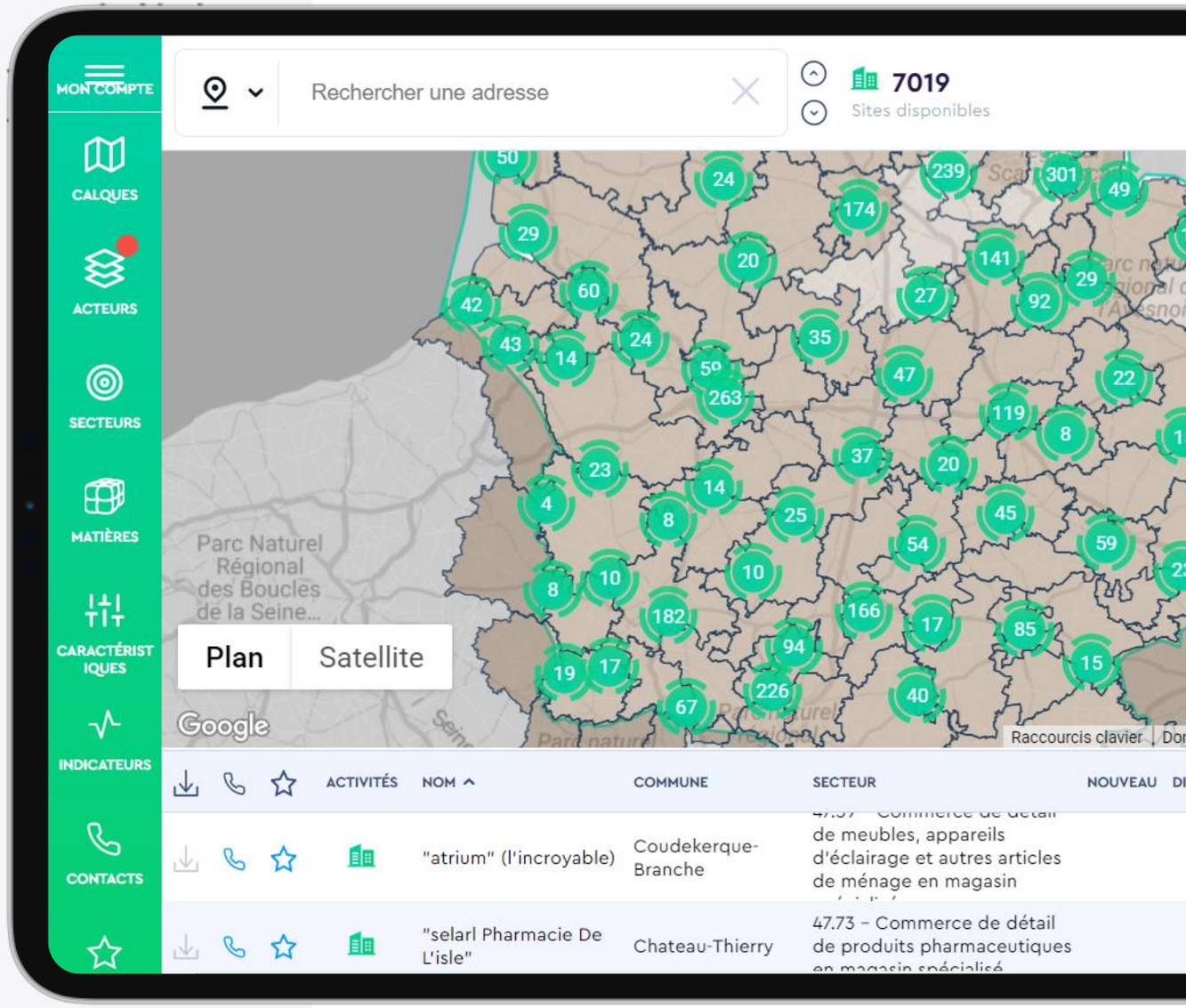
Inex supports **Chanel** achieving their environmental objectives: **stop waste incineration, substitute raw materials by recycled waste and reduce their CO2 emissions**.

Chanel uses the Inex Sourcing tool within a 50km perimeter in their activity zone in order **to obtain in a few clicks a study** of the possible outlets around their production plant.

Chanel access to: **recyclers, collectors, similar waste producing companies as well as the potential quantity of mobilizable material**.

With the support of iNex consulting and the tools iNex sourcing, **Chanel was able to create synergies between 12 industrialists on their territory.** (BASF, Colgate, Unilever …)

The symbiosis is growing every month and become a famous and inspirating use case in France and has **an ambition of 10.000t of PET stickers to be recycled every year** within 2025.



Use case of Soprema

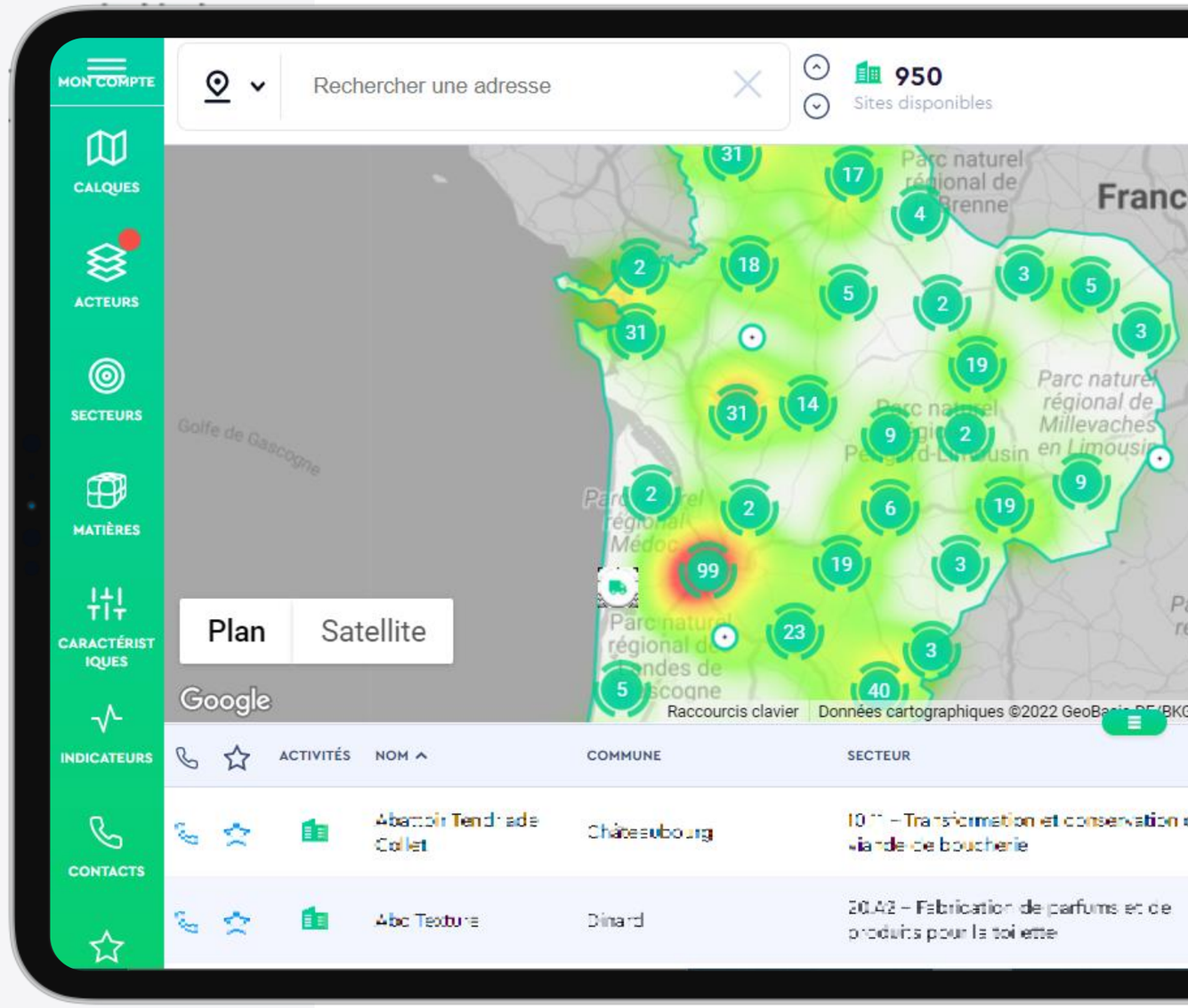
Soprema is supported by iNex **to become its own recycler**. They created their recycle plant and they need to source paper glassine waste.

Thanks to iNex consulting and iNex sourcing, **Soprema is able to source the paper glassine waste in France to substitute the raw materials that are used in their product**.

The iNex solution allows Soprema to **visualize in a few clicks the whole potential of these territories** : **potential of quantity to be mobilized**, **producing companies**, **companies concerned** as well as **the quality and the quantity of paper glassine waste produced**.

In concrete terms, Soprema has source :
- **770 producing companies** for more than **15.000 tons of waste**
- **85 professional waste collectors** under public contract

Several Soprema collaborators use our solution **to promote the recycling of paper glassine** thanks to a precise technical analysis from our solution.



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Return on Investment

CHANEL

For each year

1000 t
of material recycled

700 t
of CO2 avoided

CO_2

€ € € € € €

200 000€
saved

SOPREMA GROUP

For each year

15 000 t
of material recycled

70 000 t
of CO2 avoided

CO_2

€ € € € € €

420 000€
saved

TotalEnergies

For each year

300 000 t
of material recycled

100 000 t
of CO2 avoided

CO_2

€ € € € € €

5 000 000€
saved

Interface, data and features

Our interface summarizes our experience with companies that want to start ambitious circular economy project. iNex sourcing is designed to provide strategic data and technical analysis allowing you to invest serenely to source better material, recycle in a better way or to become your own recycler.

You will find in iNex sourcing :

List of companies in the defined area

- Company information: Company name, company register, Address, Activity sector (NACE), GPS coordinates

Qualification of waste

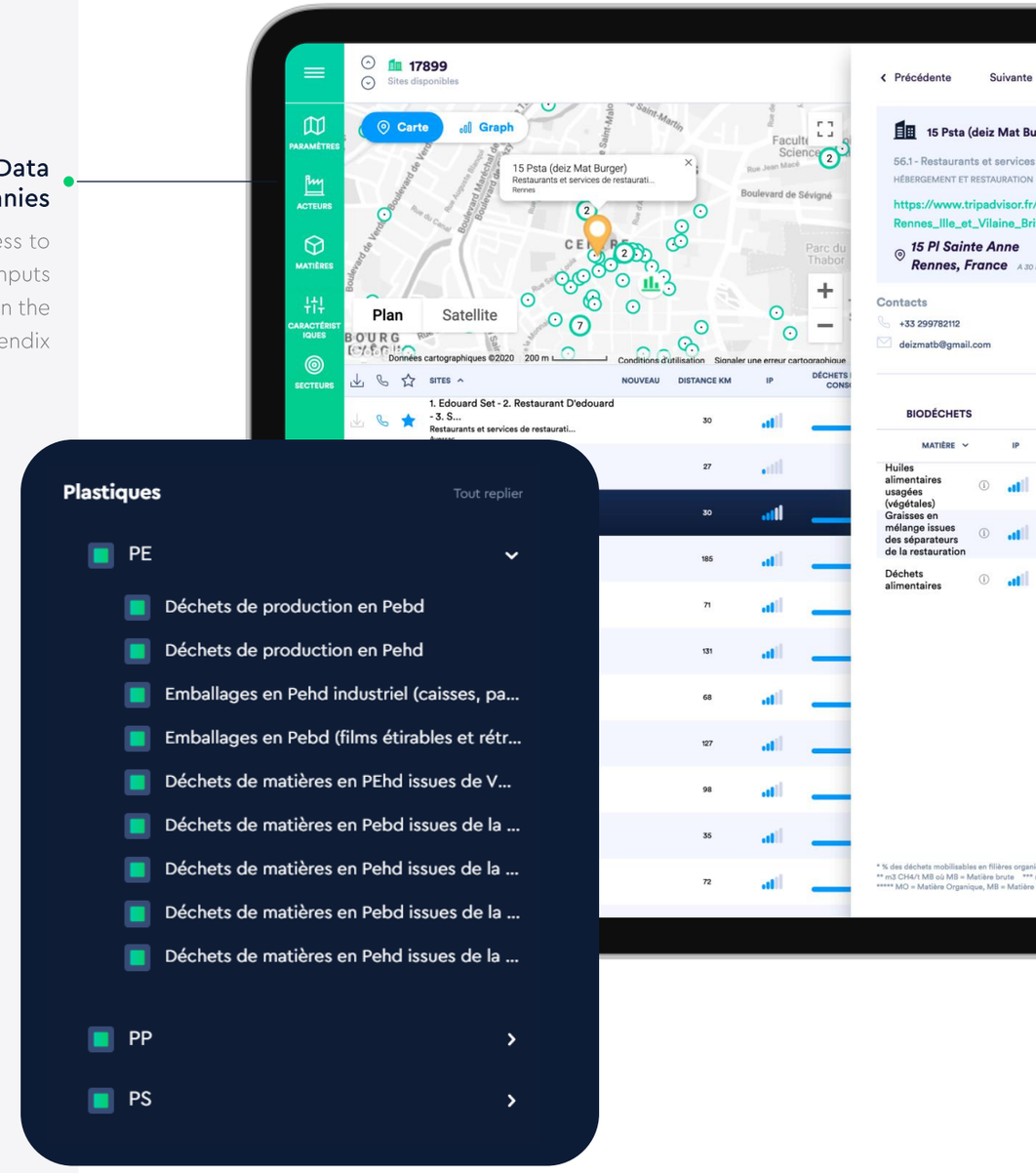
- **Nature of waste :** Detailed typology based on the improved waste nomenclature
- **Characteristics :** rigidity, coloring of the material, transparency, presence of external undesirables, presence of packaging, seasonality
- **Unit :** Tonnage of materials generated per year

In summary, the functionalities are the following:

- Statistics by sectors of activity / Actors / Collectors ...
- Classification and sorting of companies according to your characteristics
- Mapping of actors / satellite view
- Heat map showing the main areas of interest and reactivity according to your parameters
- Filters by actors
- Display of outlets and competition
- Indicators allowing you to sharpen your canvassing, to be defined during the framing
- Tool to measure the distance between a compagny and collection areas, etc...

Data companies

You have access to contacts and inputs
More details in the appendix



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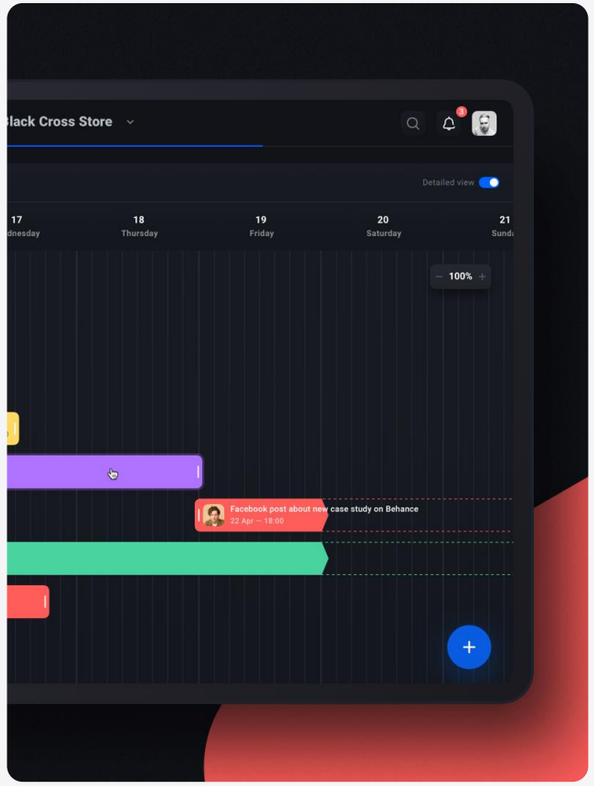
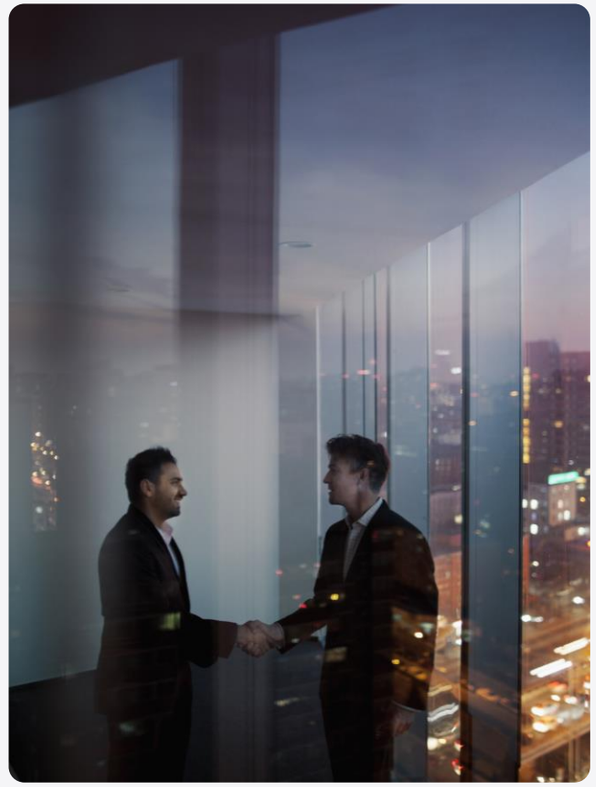
Our add-value





iNex values

We offer you a customizable and agile digital solution to realize your ecological transition in all serenity: :

1 Expertise

Leader in qualification of ressources

- 12 years of support to industrialists in their low-carbon strategy in Europe, India and the USA
- Quantitative, qualitative and geolocalized knowledge of the resources of a territory
- Solid chemical knowledge: replicable on any type of material, anywhere in the world
- Customization of each project and support

2 Technology

An innovative and unique technology

- A predictive technology developed at Polytechnique, the leading French engineering school
- A technology that relies on artificial intelligence: massive data collection, automatic processing and real-time updating of data
- An universal technology

3 Agile startup

A multidisciplinary and complementary team

- Experts in materials, data, technology and business to advise you
- 10 young, interconnected and reactive people
- A total support of your activity: from sourcing, to the contact, to the contractualization and the traceability of your inputs

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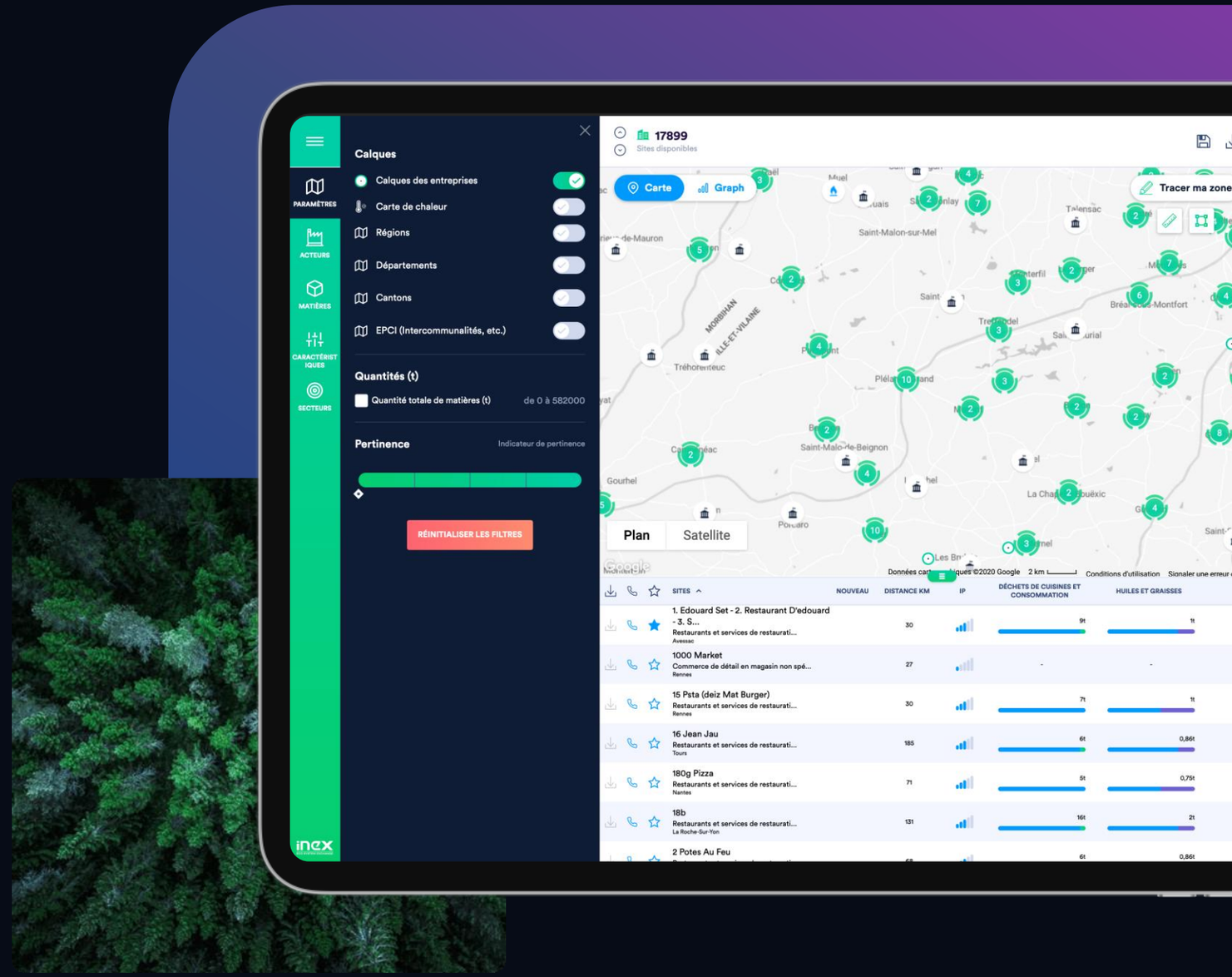
Our plateform iNex Sourcing



Our technology

Predicting the quantity, quality and type of waste produced or the needs in raw material by a company across USA.

We aggregate more than 5.000 data sources !

1

Data-mining

800k companies

2

Homogenization

5 000+ sources
1 000 000 pages
analysed by our crawlers
avery day !

3

Creation of sectoral profiles

Machine learning

4

Prediction

85% of our data

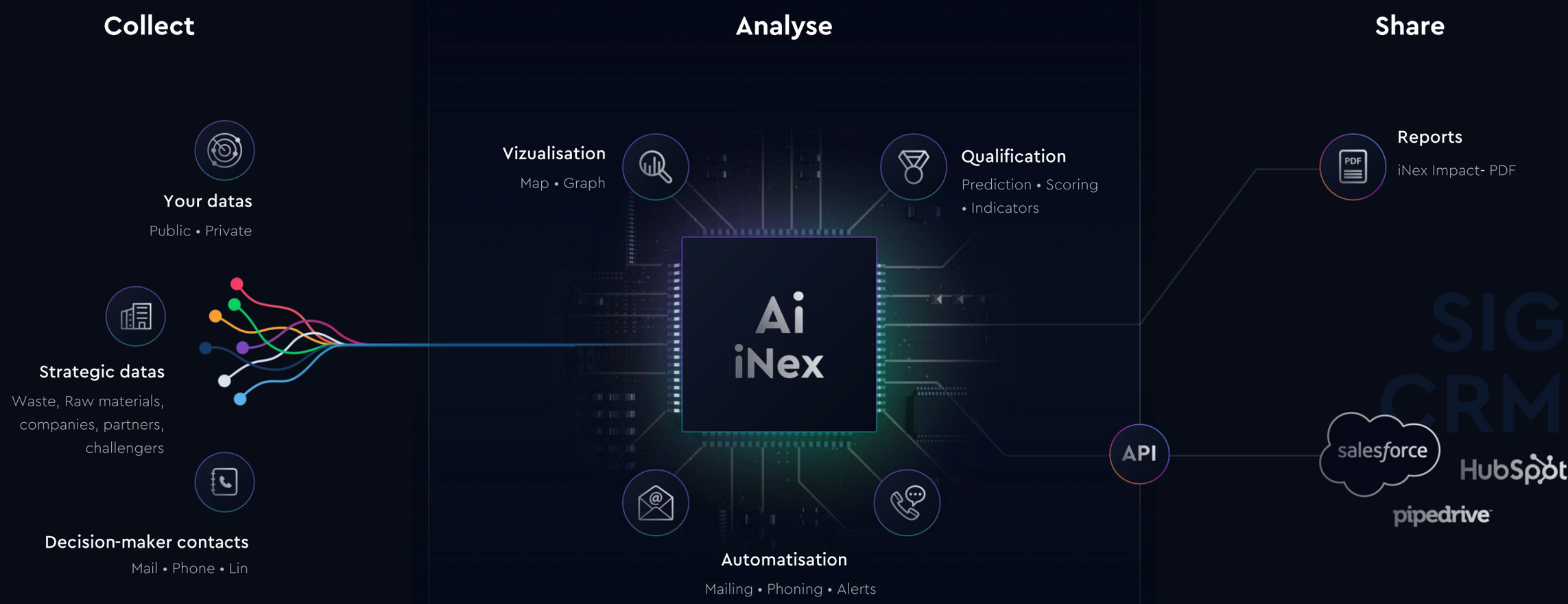
5

Improvement

Phone & Mail

iNex sourcing

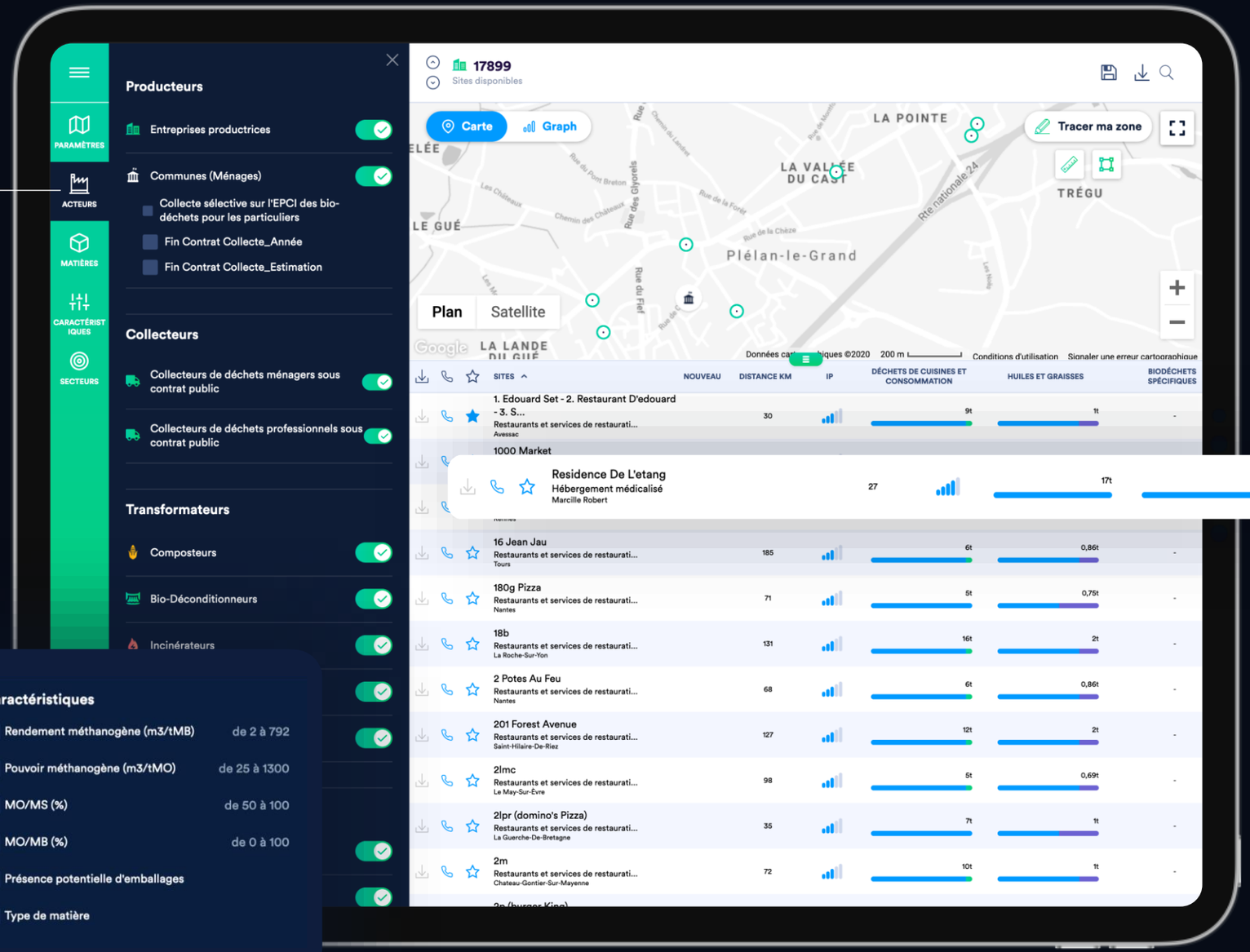
From data to action



Visualize the distribution of deposits in a territory

Select the relevant firms

Plastic producers, Incinerators, Waste sorting center,



Details by afirms

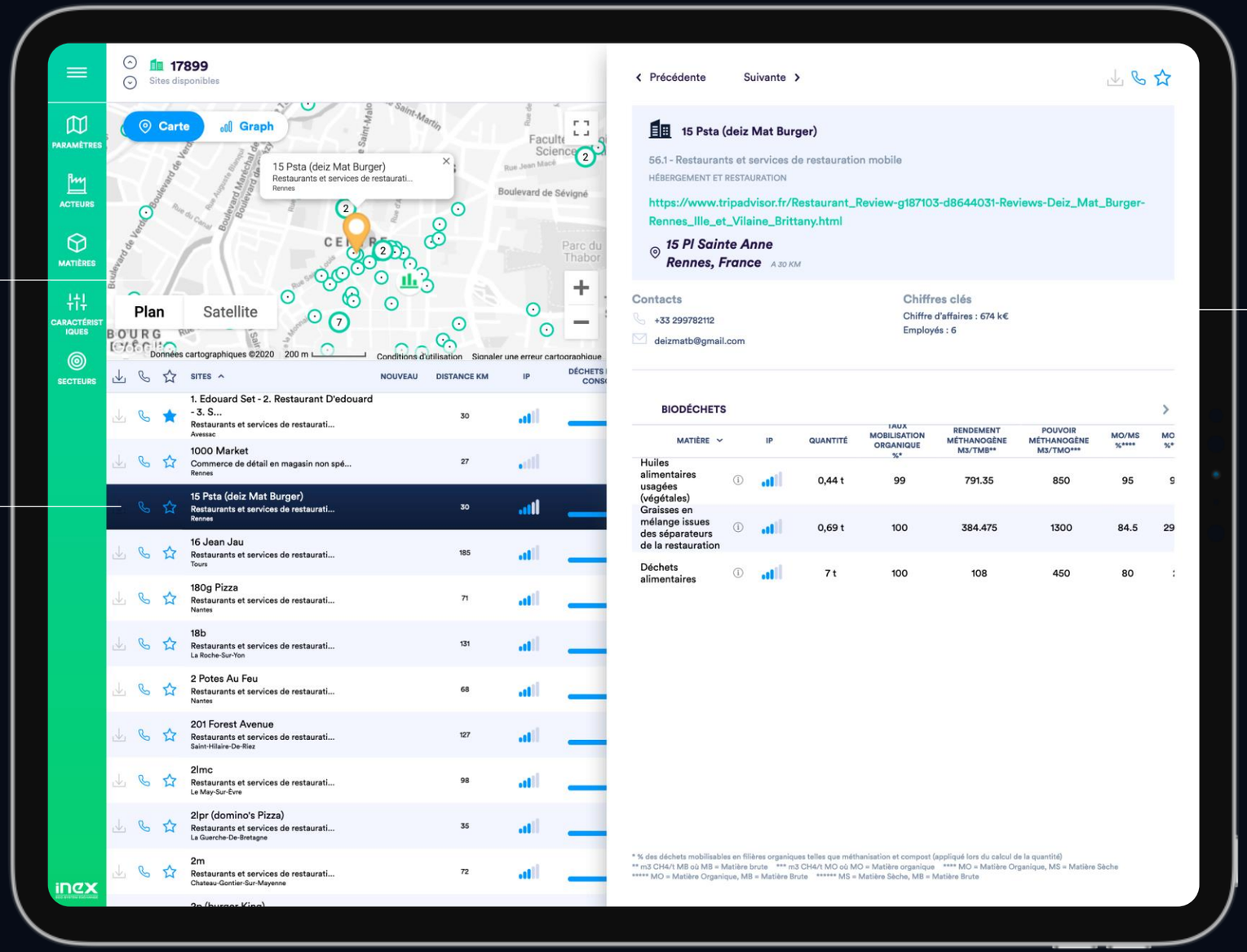
Nature of the waste: Detailed typology and packaging
Quantities generated in Tons
Indicator of relevance of the predicted data

Filter on characteristics

Geolocate relevant companies

List of firms

Nature of the waste: Detailed typology
Characteristics : rigidity,, transparency, presence of external undesirables, presence of packaging,
Quantities generated in Tons
Indicator of data relevance



Get details for each firms

Details for each fim

Company information: Customer name, SIRET, Address, Sector of activity (NACE), Number of employees, Turnover
Contacts : E-mail, Phone number

Get quantitative analysis on the selected area

List of companies in the defined area

Nature of the waste: Detailed typology and packaging
Quantities generated in Tons Indicator of relevance of the predicted data

Quantitative analyses on the selected area

Company information: Customer name, SIRET, Address, Sector of activity (NACE), Number of employees, Turnover
Contacts : E-mail, Phone number

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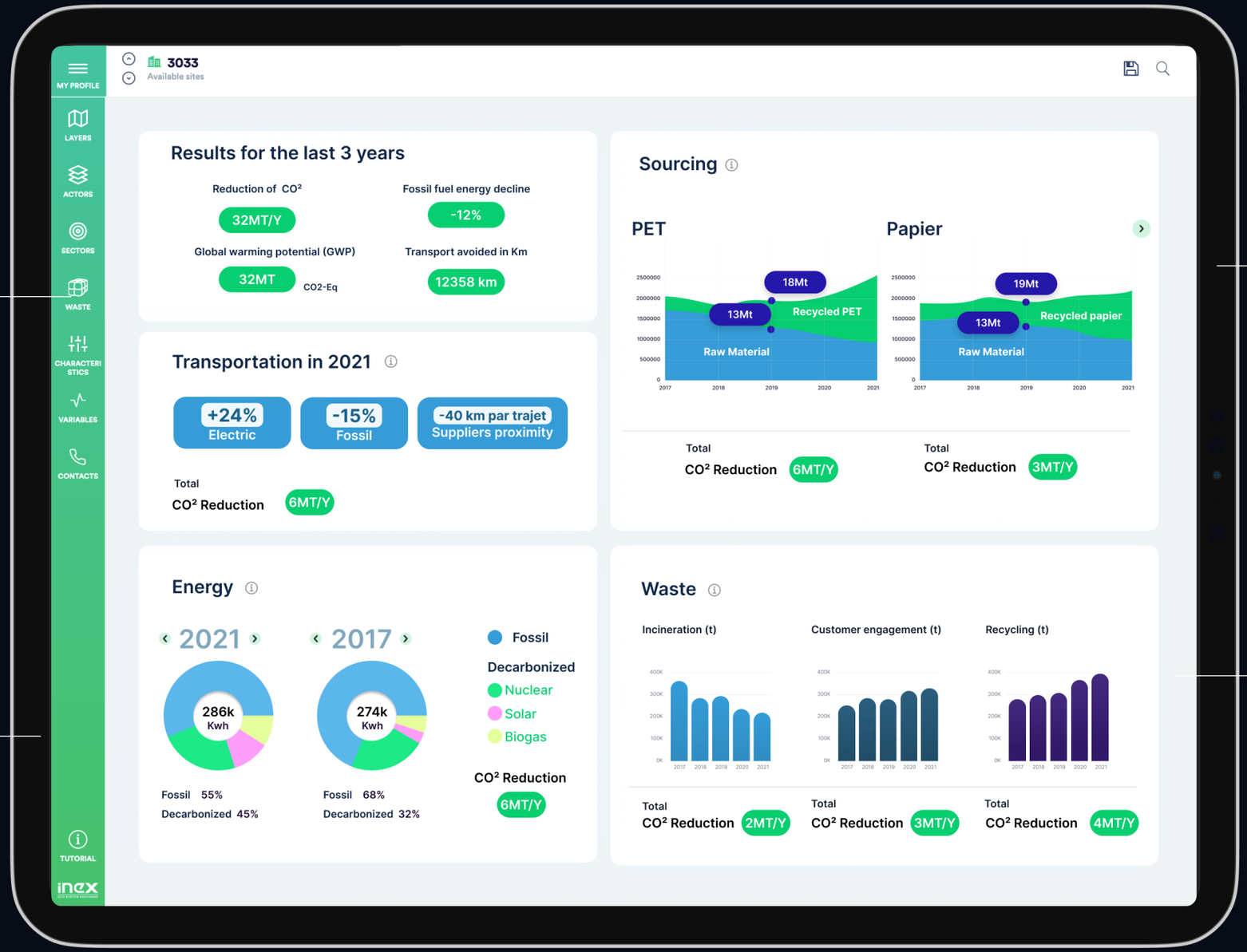
Follow you impact in real-time by connecting your datas

Environmental impact over time

Co2 reduction, transport avoid, fossil fuel decline,

Visualize the environmental impact of your activity

Distribution by type of waste



Details about your sourcing

Details by waste

Incineration,recycling..

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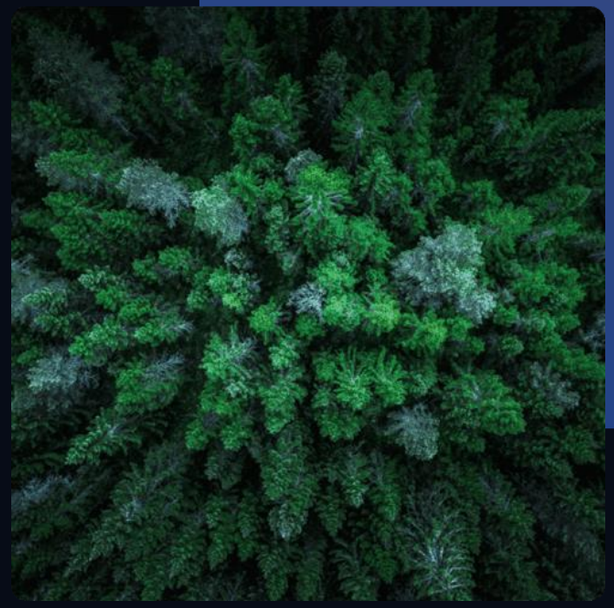
Our traceability solution Feedbac(k)s



feedbacks

TRACER LA QUALITÉ DES SOUS-PRODUITS

Feedbacks, What is it ?

It’s a traceability platform composed of apps and API into a blockchain in order to easilly and efficiency track the origin and quality of a material.

Mostly used by industrials and recyclers looking for waste or recycled materials, Feedbacks is an easy tool to implement and customize.

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Use case

The plastic

1

Industrialist

The waste productor tags the QR code with his phone. It uses our app or its own information system connected via our API.

It indicates the quantity and quality supplied and takes a photo.

feedbacks
TRACER LA QUALITÉ DES SOUS-PRODUITS

2

Transporter

The transporter tags the QR code with his phone. **He uses our API and connects his information system to our platform.**

Transport orders and regulatory documentation are managed automatically

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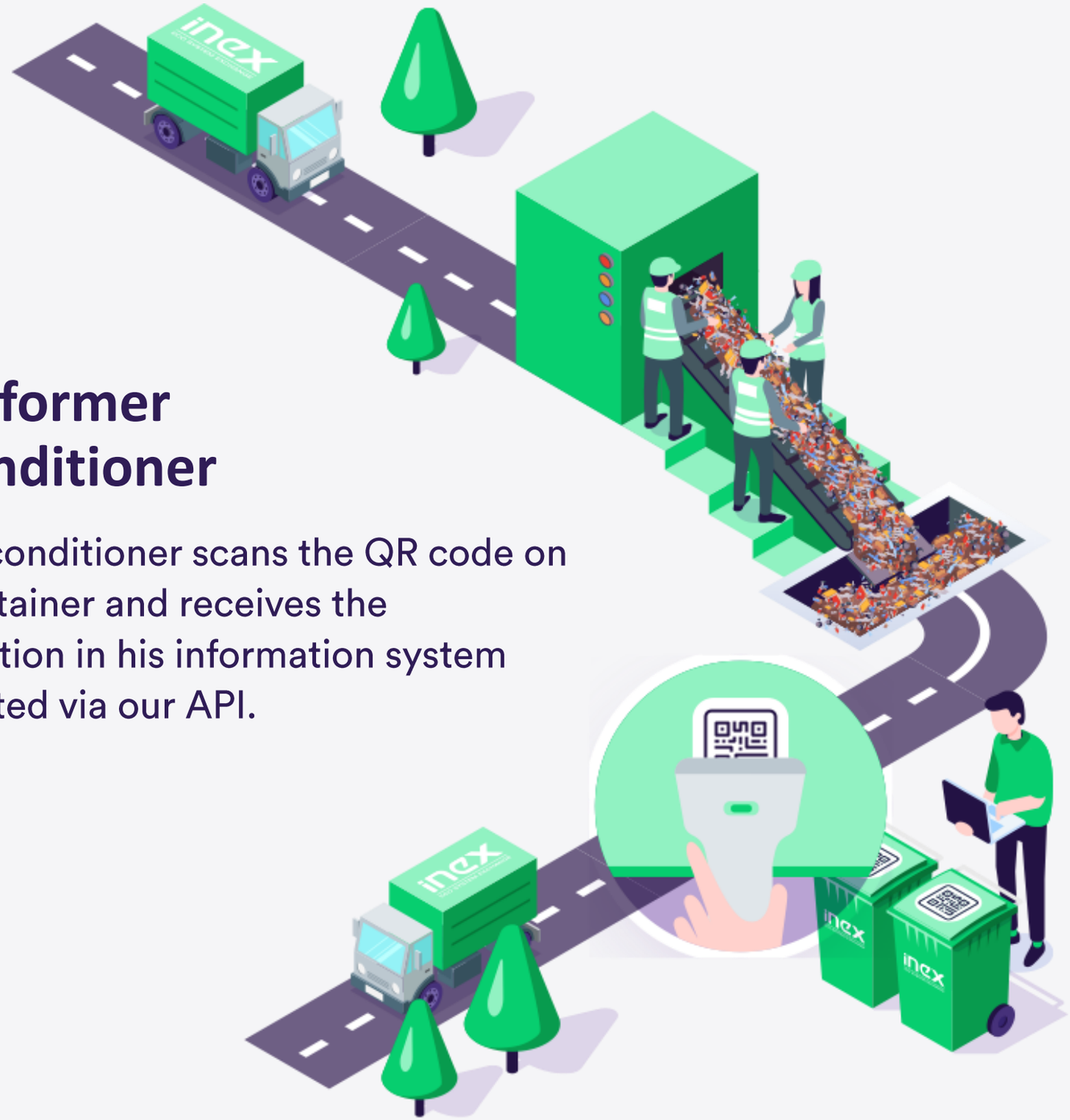

3

Transformer deconditioner

The deconditioner scans the QR code on the container and receives the information in his information system connected via our API.

It indicates the quantity and quality supplied and takes a photo.

feedbacks
TRACER LA QUALITÉ DES SOUS-PRODUITS

4

Plant of plastic recycling

The recovering unit tags the **QR code** on the tray with its phone.

Thanks to the **blockchain**, he is 100% sure of the origin and quality of his material.

Sends a validation to the whole previous chain + legal documentation

Sending a penalty to the user concerned + legal documentation

The plastic is sent to an incinerator for burning, so sad !

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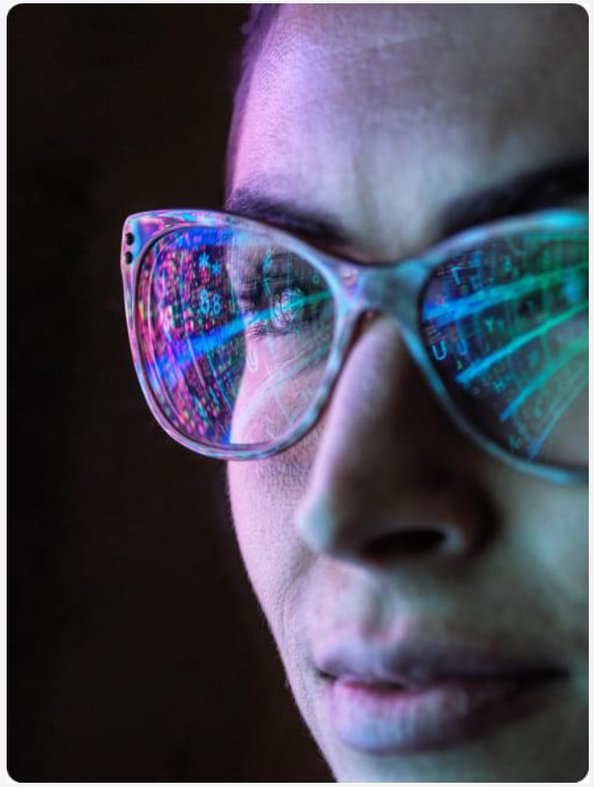
Next step

a workshop to understand your project



Description and goals of the workshop

The workshop is an essential phase of the project:

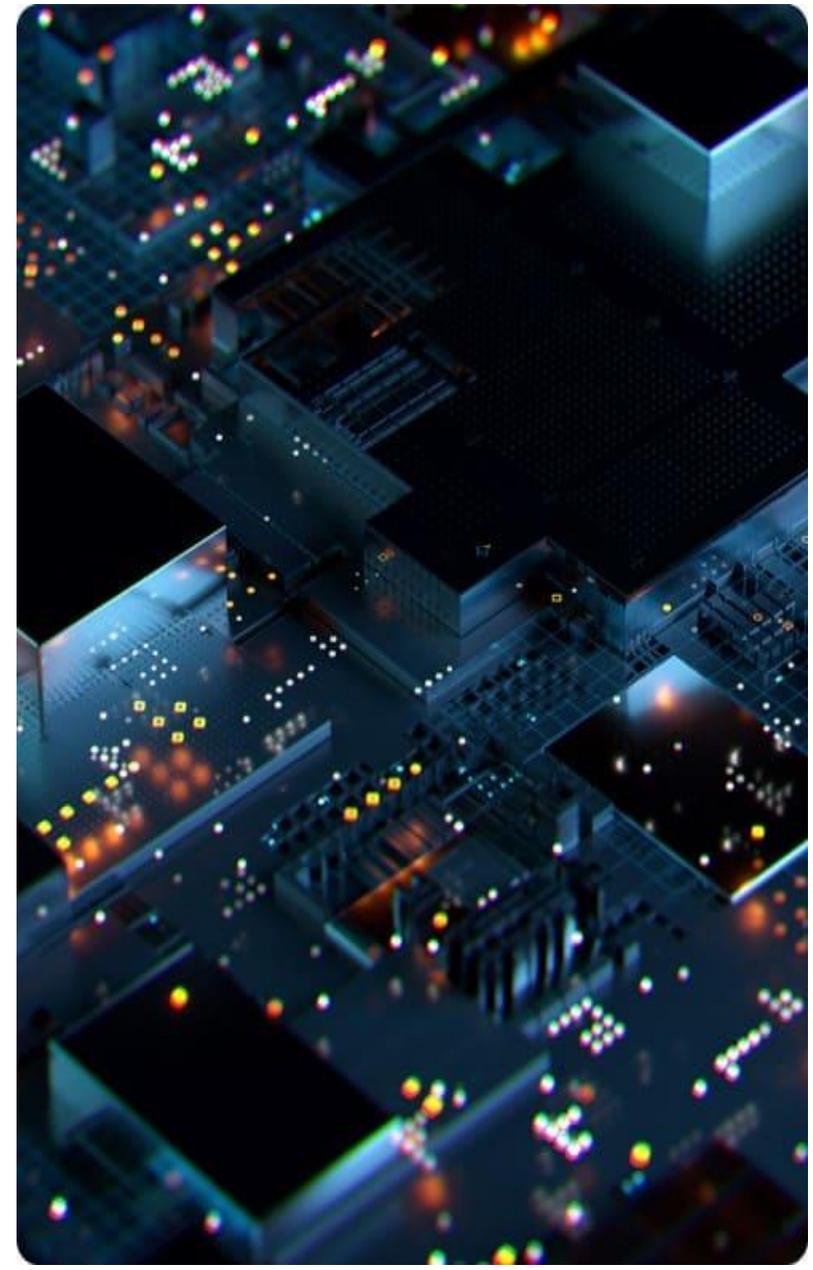
- **Clarify** the objectives of your project
- **Plan** the priorities,
- **Coordinate** the different internal and external teams,
- **Prepare** the project management between Coca-Cola and iNex

The main objective is to understand the needs of Coca-Cola and in order to prepare the best recycling project.

To achieve this objective, we propose an analysis grid that addresses the main themes in order to answer the 3 key questions:

- **What the project is ?**
- **Who is going to work on it ?**
- **How is he going to be done ?**

Let your creativity run free, a 2nd workshop will allow you to specify the data and functionalities you will retain.



Objectives

What are your objectives in this project ?

What are your short, medium and long term objectives ?

Employees and professions

Who will work on the project ?

Which jobs are concerned ?

Methods of work

How do your employees work today on this project ?

Do they use software?

Data

Do you have any data you want to implement into the iNex tool?

What type of data?

What data do you want to find in iNex tools ?

Functionnalities

How could our tool help you save more time ?

What are your pain points ? Which functionalities may solve them ?

Expected benefits

What benefits do you expect of this project ?

Your team

What are the internal resources?

Who are our referents?

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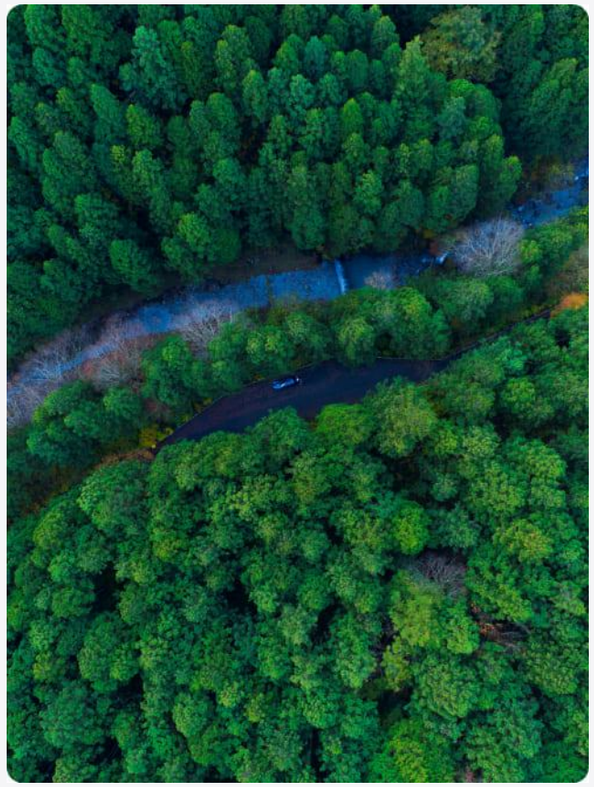
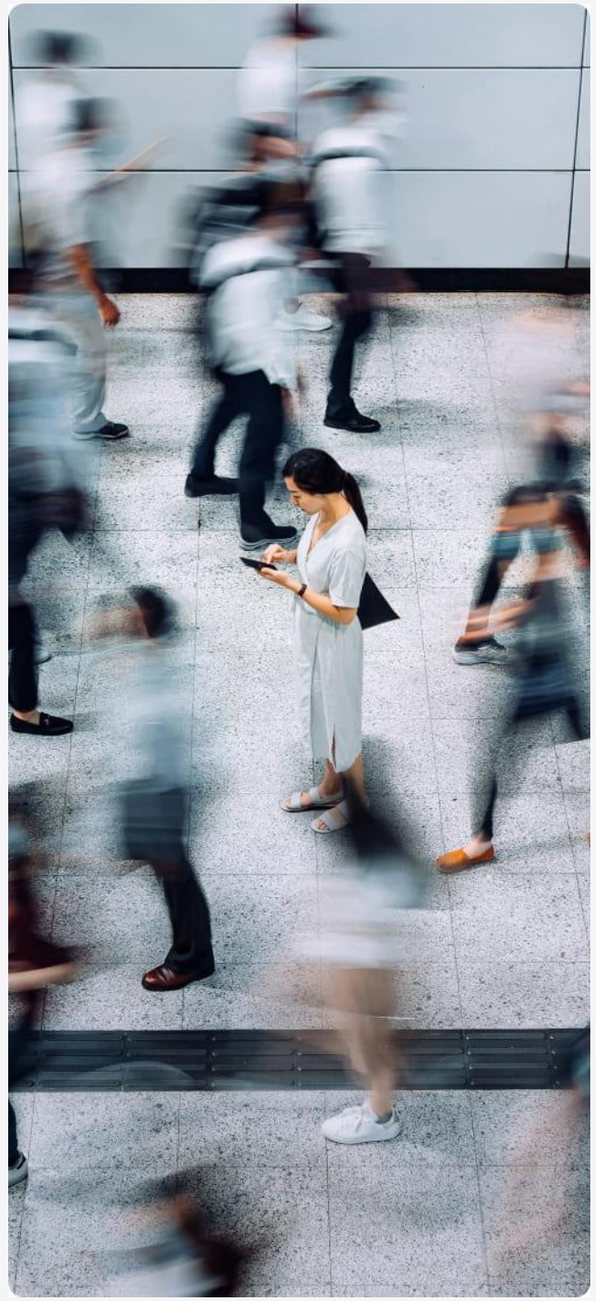
Our customers & **references**





Our clients

Recyclers & Energy specialists

TotalEnergies
ENGIE
Air Liquide
GRDF
GRTgaz
TEREGA
evergaz
créateur d'énergies circulaires
RÉGAZ BORDEAUX
PORTEUR D'ÉNERGIES
VEOLIA
ArcelorMittal
suez
antargaz energies

« Since 2021, the tool allows us to be more efficient in the development phases of our projets and in the management of our units as the operation progresses. Coupled with regular support, iNex ensures a quality service that is as close as possible to the needs of our various users. »

Christina Ferreira
TotalEnergies

« My colleagues and I were impressed by the results presented today: the platform is very intuitive and easy to use, and the statistically calculated volume data is realistic.»

Patrick Durand
Veolia

Use cases

CHANEL
PARFUMS BEAUTÉ

France

Implementation of an industrial symbiosis for the recycling of label backings (glassines) with 12 manufacturers

Re_fashion

France

Creation of a platform for the textile professional in order to create an European symbiosis for texte recycling and reuse

SOPREMA®

France

Transform Soprema as a recycler in order to substitute their raw materials with pet and label waste

For more information or a meeting

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