### **RE.4**

Present
the review
conclusions and
agree next steps
with the CEO

### Complex activity

The aim of this activity is to present the conclusions from the review activities and agree with the CEO how to proceed with the next phase of eco-innovation implementation.



### **INPUT**

 A proposal for changes to the business model and roadmap or confirmation that no changes are required from the activity RE.3 Review the business model and roadmap.

### **OUTPUT**

Decision from the CEO as to how to proceed.
 The output is not used elsewhere but is necessary to allow you to proceed to the next phase of eco-innovation implementation with the company.

# **RE.4** Present the review conclusions and agree next steps with the CEO



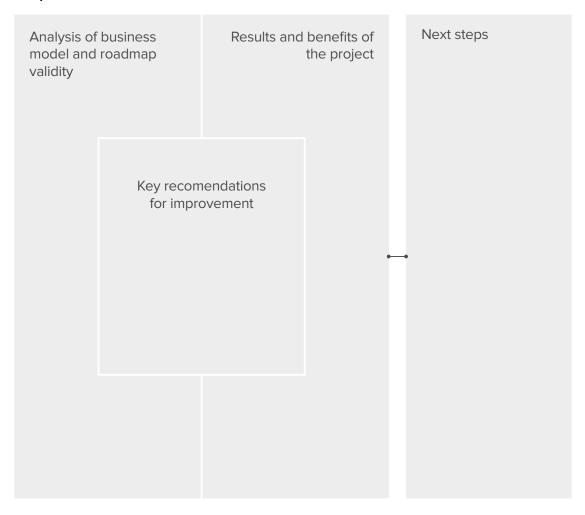
The final activity is to present your recommendations to the CEO and Senior Management Team. Guidance on what to include in this presentation is provided below.

### **HOW TO GO ABOUT IT**

Suggested topics to include in the presentation to the CEO:

- A summary of the project review activity, highlighting the results of the project and the business benefits gained.
- The top five recommended actions to improve performance on projects for eco-innovation that came from the project review workshop.
- Your analysis of the on-going validity of the business model and roadmap.
- Your recommendation for the next steps, whether this be proceeding to the next project on the roadmap, or revisiting earlier phases in the process in order to address any issues that have arisen with the business model or roadmap

#### **Template of Review Presentation**

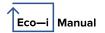


## **Review presentation**

Project Date Version

| Analysis of business model and roadmap validity |                                    |  | Results and benefits of the project | Next steps |
|---|------------------------------------|--|-------------------------------------|------------|
|   | Key recomendations for improvement |  |                                     |            |
|   |                                    |  |                                     |            |
|   |                                    |  |                                     |            |
|   |                                    |  |                                     |            |
|   |                                    |  |                                     |            |
|   |                                    |  |                                     |            |
|   |                                    |  |                                     |            |
|   |                                    |  |                                     |            |

# **RE.4** Present the review conclusions and agree next steps with the CEO



### LEARNING CASE STUDY OF REVIEW PRESENTATION

### Analysis of business model and roadmap validity

- May need a specific project on fish loss during transportation
- Identified poor cold storage during transportation from market to factory as a major source of fish loss therefore still a strong need to complete the project 'Reducing fish loss in the value chain'

#### Key recomendations for improvement

- Suggest to complete 'Reducing fish loss in the value chain' before 'Sustainable fishing 1' because it will generate cost savings for the fisherpeople that can be invested in the sustainable fishing projects
- Service Provider and key company staff should complete some training on change management
- Get ballpark figures for technology costs early in the process to avoid wasting time on technology that is too expensive for the budget
- Try to identify potential sources of internal conflict during project planning
- Seek advice from CEO when internal conflicts do arise
- Include clear description of benefits for operational staff in project poster

### Results and benefits of the project

- Process mass balance completed in month 12 shows a 28% reduction in fish loss compared to the baseline data
- Project budget report shows that \$8,500 spent from \$10,000 budget
- Conclude that project achieved its main objectives

### Next steps

- Agreed to proceed with 'Reducing fish loss in the value chain'
- Need for a separate project on 'Fish loss in transportation' to be decided upon after completion of the value chain fish loss assessment
- Service Provider to arrange 2-day training course on change management skills