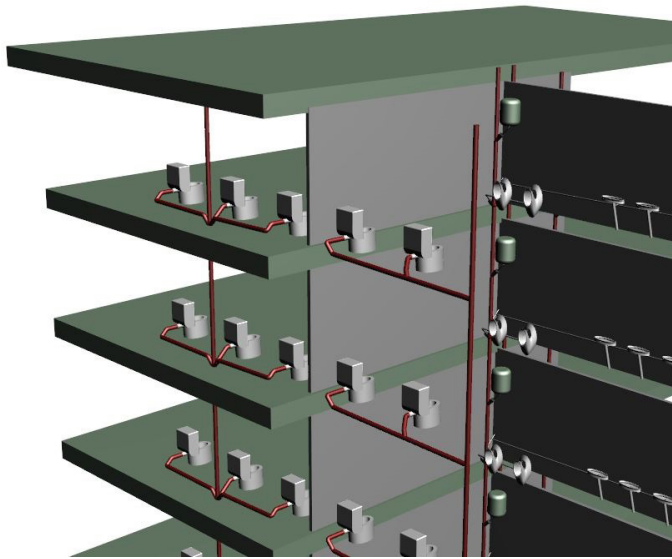


AL'S Bio Organic Maintenance Applying **innovation** to pipeline renovation

How can an anti-scale protection layer be deposited inside pipelines installed in high-rise buildings? AL'S Bio Organic Maintenance used Cetim's innovation method, Cetinnov, to find a cost-effective and environmentally-friendly solution.



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OUR CUSTOMER

Corporate name
AL'S Bio Organic Maintenance

Turnover
EUR 1.4 million

Business activity
AL'S Bio Organic Maintenance (trademark: AL's Bom) carries out preventive biological maintenance of wastewater evacuation networks for companies in the services, hospitality and catering sectors.

Operating under the trademark AL's Bom, AL'S Bio Organic Maintenance, carries out biological maintenance of wastewater evacuation networks for companies in the services sector, thereby making old pipelines as good as new. To this end, the company has developed a new cost-effective and environmentally-friendly technological solution. Its principle is based on applying an anti-scale polymer inside the entire network of pipelines, regardless of the plane (horizontal and vertical) and the diameter of the systems.

"We are a young company, created in 2011, that possesses a well-established technology for the biological maintenance of pipe-

lines," explained Florian Rouvier, Research and Development manager at AL'S Bio Organic Maintenance. "At present, our goal is to focus on innovation with a new anti-scale protection process for pipelines serving to lessen the frequency of cleanings. Upon attending Rendez-vous Carnot 2017 (Carnot meetings), we met with experts from Cetim who were attentive to our requests and immediately understood the issues faced by our young company. We need a quick, cost-effective and, most importantly, eco-friendly result so that the new technology is in line with our environment-oriented development strategy".

Sustainable co-development

Using Cetinnov, Cetim's innovation method, a solution was developed that combines a foam-based product and a new patent-pending process. *"I was initially quite sceptical given that several laboratories had proposed three-year research projects, which is not compa-*

tible with a ten-person SME", added Florian Bouvier.

"Besides the Cetinnov method which qualifies us for a research tax credit, we greatly appreciated Cetim's immediate understanding of our needs and of a young SME's marketing and sales requirements. After five months of studies we are now in a phase of co-development with Cetim and a patent application has been filed for the process. As a next step, we will continue working together to find the right product that perfectly matches our sustainable development requirements".

Cetim's asset

The Cetinnov method involves several phases, ranging from the specification of requirements to formal expression of the concept, to assist the company in its decision-making process for the development of its solution.