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**Partner search**

**Date (03-12-2020)**

* **(\*) Indicate numbers of relevant topics for Green Deal call:**

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| **AP Green Deal Area 3 topic 3.2** |

* **Quick description of the project**

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| Virtual pooling of maintenance spare parts inventories through a trusted 3rd party digital platform  Industrialists acquire and keep in stock maintenance spare parts to cope with necessary preventative and corrective maintenance of their production lines.  Over time, a significant portion of their inventory becomes “dormant”, because the equipment was dismantled, retrofitted, moved to another place or any other reasons.  On the other hand, they struggle to find rare or obsolete parts they need to extend the life of their production assets.  As a matter of fact, dormant parts and surplus on one side do not find their way to the other side where they are desperately needed. And are destroyed most of the time.  We estimate there are 3B€ of such dormant and surplus inventories in Europe.  The project is to design a large-scale trusted 3rd party digital platform that would allow the members to virtually share their spare parts and actually trade dormant and surplus very efficiently and in full confidentiality.  Partners requested are industrialists willing to encourage frugality and promote circular economy (re-use) instead of brand-new parts, to stop destroying parts and to increase collaboration between large companies and SME. |

* **(\*) Do you intend to apply as ? :**

**Coordinator: No**

**Participant: Yes**

**Description of the expertise proposed (up to 1000 characters) - *specify which points of the "expected impact" of the call you are targeting***

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| kheoos has been developing expertise in :   * Industrial maintenance spare parts management in industrial groups, including ERP and CMMS systems * Matching algorithms that use semantic analysis of heterogeneous data and artificial intelligence to recognize a large number of spare parts from different members and information systems * Big data, no-sql databases * Duplicates identification and master proposal in order to clean up large databases of spare parts * Digital platforms to support stock pooling by a large number of members * Marketplace, e-commerce including punch-out and digital marketing, to very efficiently trade spare parts between actors of all sizes * Supply chain, international commerce   **+key words :** reuse, circular economy, industry, maintenance spare parts, inventory virtual pooling, big data, artificial intelligence, industry 4.0, digitalization |

**Organisation information**

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| **Organisation and country:**  kheoos, France |
| **Type of organisation:**  **□ Enterprise x SME □ Academic □Research institute □ Public Body □ Other: Association** |
| **Former participation in FP European projects?**  **□ Yes x No** |
| **Web address:**  [**https://kheoos.com**](https://kheoos.com)  [**https://kheoosmarket.com**](https://kheoosmarket.com) |
| **Description of the organisation:**  kheoos was founded in 2018 by 3 seasoned engineers and MBA who made their careers in various industrial groups and joined their expertise to put an end to the waste of industrial maintenance spare parts.  During the incubation phase, a R&D program was conducted together with Grenoble Alpes University, in order to explore and prepare the matching algorithms, cornerstone of the future services.  Since then, kheoos received numerous awards from industry peers, like FrenchTech label from BPI France, EDF Pulse selection (12 startups amongst 343), i-nov circular economy award from Ademe France, Digital Innovation gold award by Le Monde media, etc.  In 2020, kheoos was selected by DeepTech Alps for acceleration phase.  During the last couple of months, early adopters like Michelin, EDF, Sanofi, STMicroelectronics, etc. allowed kheoos to identify 10M€ of dormant stock, where half is already for sale on our prototype marketplace. |

**(\*) Contact details**

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**(\*) –Mandatory**