**EDIT Value**  
**Pilot Phase in Poland (SME 1)**

**Sector: Textiles**  
**Size: 30-40 employees**  
**Products: Cotton; Services for textile and fashion industry**  
**Annual Turnover: 3-4 Mio EUR**

- The EDIT Value piloting took place from July to September 2014
- The facilitator and the company’s owners were involved in the EDIT Value process.
- „The evaluation process is much engaging, but still — results will be useful...” Owner of the SME at the final meeting

### Key Stages

1. **Initiation and first analysis**
   - 1 day preparation by facilitator
   - First contact and first phone interview, exchange of some data for preparation
   - Desk research and analysis of the company’s website  
   - Sector analysis

2. **Stakeholder analysis**
   - 60 min // 20 min
   - 120 min // 30 min
   - 90 min // 40 min
   - As for the stages: 2-4 and 6, half of the time was spent on the interview with company’s owner and the rest – on observations and analysis. Some of the questions were asked during the „Walk through” stage. The first stage was found an „obvious one” by the company.

3. **Input-output analysis**
   - 120 min // 120 min
   - Improvements in the organization of production and services
   - Lack of optimized distribution schemes
   - High consumption of almost all resources

4. **Life cycle analysis**
   - 90 min // 30 min
   - Major results: In each phase there were other threats for the input-output: on pre-production – water supply, there: energy in production, CO2 emission in distribution and waste management in final phase.

5. **Walk through**
   - Planned: 1 day (8 hours) // 4 hours with the company

6. **Identification of core aspects**

7. **Suggested applications for core aspects**

8. **Feasibility study**

9. **Action Plan**

### Lessons learnt

- There are no significant differences as far as the SME’s needs are concerned in relations to cooperation – the less they need to invest, the easier and better it is
- The resource efficiency is convincing when there are visible chances for cost reduction
- The strategies for changes and development are still to be implemented in most of the SMEs, and here is a great potential for improvements

### Potential benefits

- 5% cost reduction due to 5,000 EUR investments
- Less pressure on the environment because of sustainable transport and resource (mainly water and energy) consumption reduction
- The SME will prepare a business plan for investment to gain a national support for the investments