

## OceanSaver

### About our business

OceanSaver is a revolutionary eco-cleaning business that was born in 2019 from a deep love of the sea and a concern over single use plastic. We know that without significant behaviour change there will be more plastic than fish in the sea by 2050, so we've created a complete range of concentrated cleaning EcoDrops that are plant based, non-toxic, plastic free and really effective!

OceanSaver transforms the way that businesses clean by using EcoDrop refills, which dilute to create RTU cleaning solutions. OceanSaver partners with charitable organisations that are helping to protect the oceans, as well as launching the first trigger spray bottle that is made of 100% prevented ocean plastic (this is plastic found close to shores and is most likely to end up in the ocean.)

So far, we have saved over 650,000 bottles from entering the ocean and are helping offices, schools, banks & care homes to eradicate plastic waste from their businesses. Small Change. Big Impact.

### Why should the public sector work with us?

- > One truck of EcoDrop refills equates to nearly eight trucks of traditional trigger sprays, reducing the carbon footprint by over 85%
- > Our bottles are made of 100% prevented ocean plastic to ensure we are cleaning up plastic already in the environment.
- > Our customers typically save 25% buying EcoDrop refills rather than ready to use trigger sprays and remove plastic waste from their supply chains!
- > We offer a sustainable solution, which is easy to implement, requires minimal training and is space efficient.

### Why we are involved with Go4Growth? —>

We have worked with some public sector organisations indirectly via our distributor partners but we get lost in the supply chain. We heavily rely on our distributors to put us in front of their public sector customers when they are dealing with hundreds of suppliers and categories. We know that reducing plastic waste and sustainability is of paramount importance for public sector organisations. Our challenge is reaching out to those in public procurement so by using the Go4Growth tool we are hopeful that we can spread our message that reducing plastic waste from the cleaning category is easy and simple to achieve.

*"Using the Go4Growth tool has really helped us understand public procurement as an opportunity. We thought we were too small to engage directly but now understand we have an important product that we need to get in front of the correct procurement teams. Without the advice from Go4Growth tool we would never have considered working directly with the public sector."*

### Actions from our Go4Growth action plan include:

- 1** Develop a business plan
- 2** Understand the key procurement terms
- 3** Develop case studies to showcase your business
- 4** Identify the appropriate accreditations.
- 5** Improve your partnership working skills
- 6** Undertake some analysis to help understand your business versus your peers or competitors