



**ATMO**  
sphere





# **Paul Alway AB Group (formerly Marks & Spencer)**

## **Experience of retailer challenges in adoption of naturals**

‘How we made it happen’





# SUSTAINABILITY & INNOVATION

for the Built Environment

**WHAT  
DO YOU  
WANT**

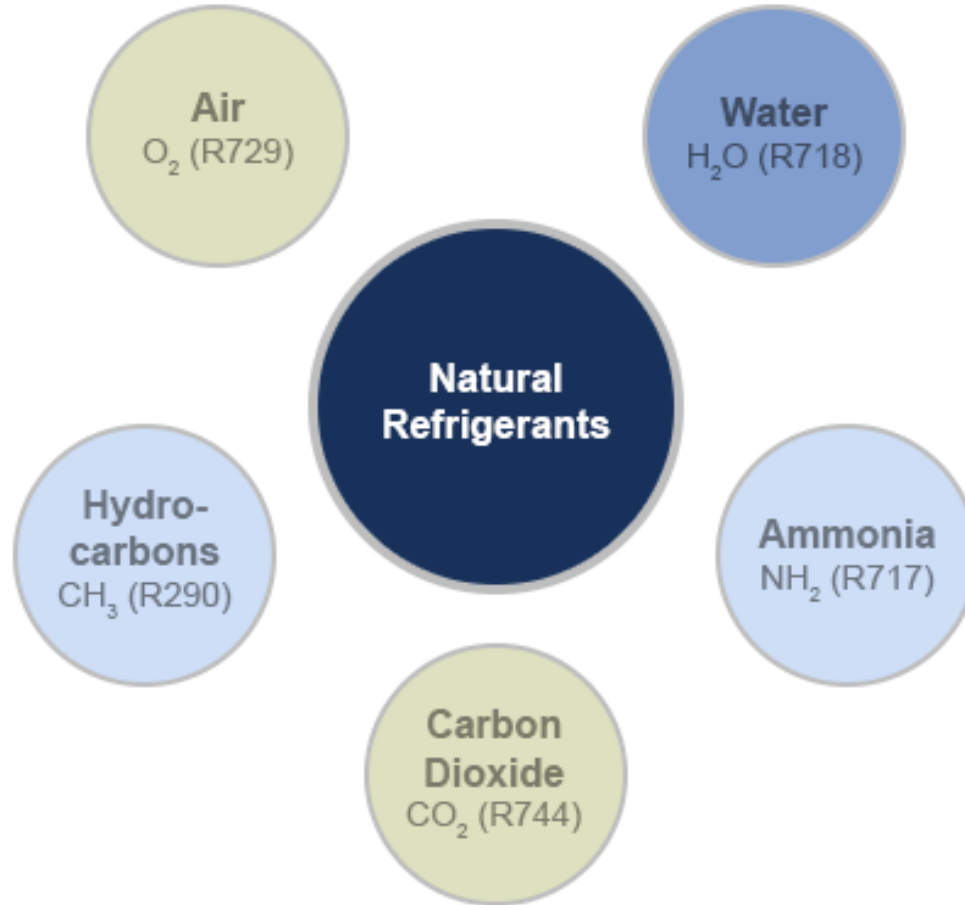




# One size does not fit all.

Frank Zappa

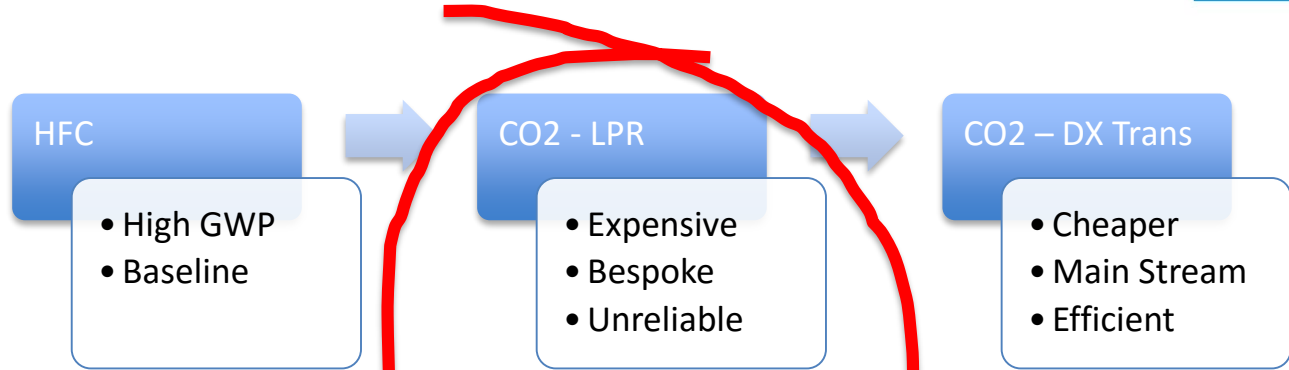
 quotefancy



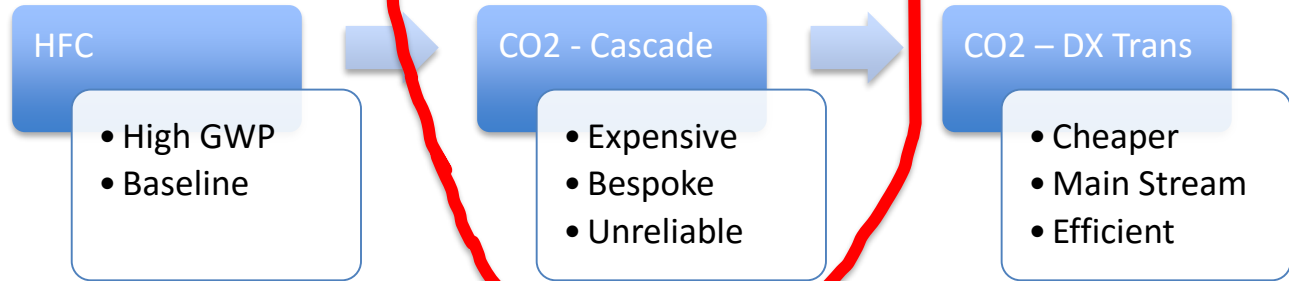


# Governance from Data

## Supermarket A



## Supermarket B



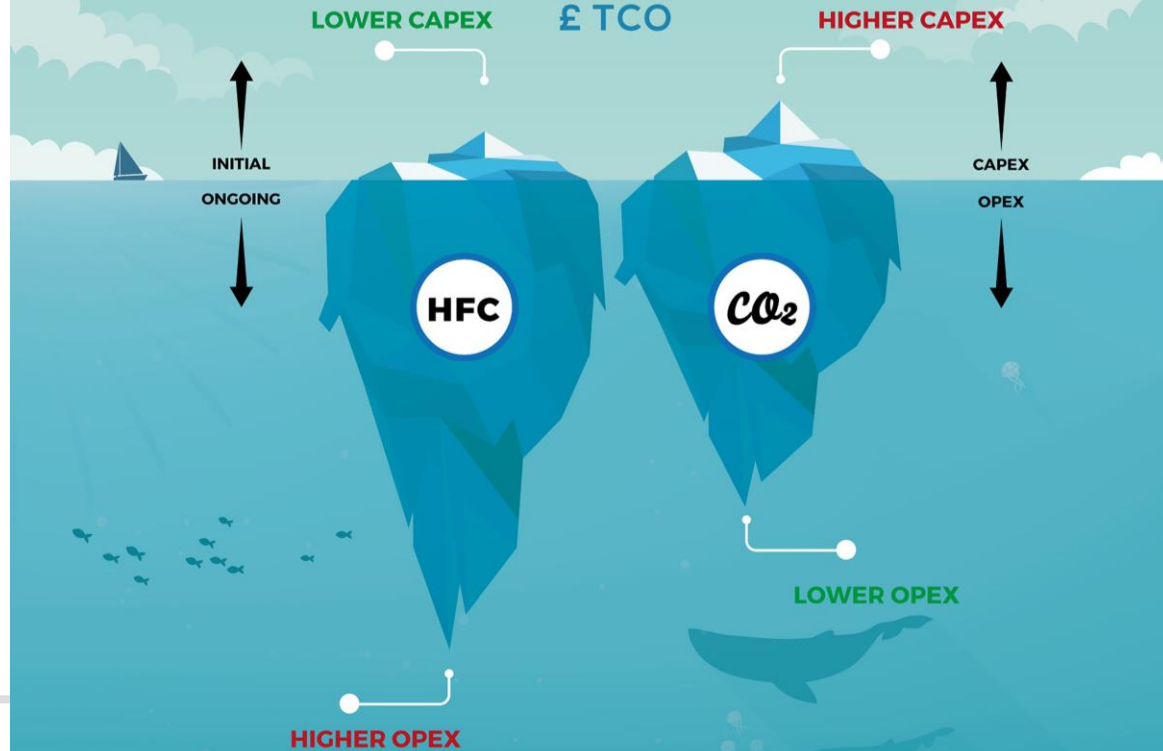


# Assess:


## COST OF OWNERSHIP COMPARISON



**TCO** = TOTAL COST OF OWNERSHIP  
**OPEX** = OPERATIONAL COST (ONGOING)  
**CAPEX** = CAPITAL LANDED COST (INITIAL)





A photograph of a paved road with double yellow lines curving through a desert landscape with sand dunes and sparse vegetation under a clear sky.

If you do what you've  
always done, you'll get  
what you've always gotten.

Tony Robbins



#TrySomething



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Thank you very much!

