

## Advisory Services





Verdantix is a research and advisory firm that acts as an essential thought-leader for world-enhancing innovation.

Together with our clients, we shape markets, define the technologies of tomorrow and futureproof businesses.

A large, abstract background image at the bottom of the page, composed of overlapping, colorful diagonal bands in shades of blue, green, and yellow. It creates a sense of motion and depth.

Environment, Health & Safety  
ESG & Sustainability  
Net Zero & Climate Risk  
Operational Excellence  
Smart Buildings

Why work with the Verdantix  
Advisory Services team?

Our advisory team combines deep industry expertise with experience of working for some of the world's most prestigious consultancies. Working alongside our analysts, they leverage our unique insight to deliver practical, impactful solutions.



**Stuart Neumann**  
Vice President  
Advisory Services



**Niraj Saraf**  
Director



**Olivia Horner**  
Director



**Sarah Bloch**  
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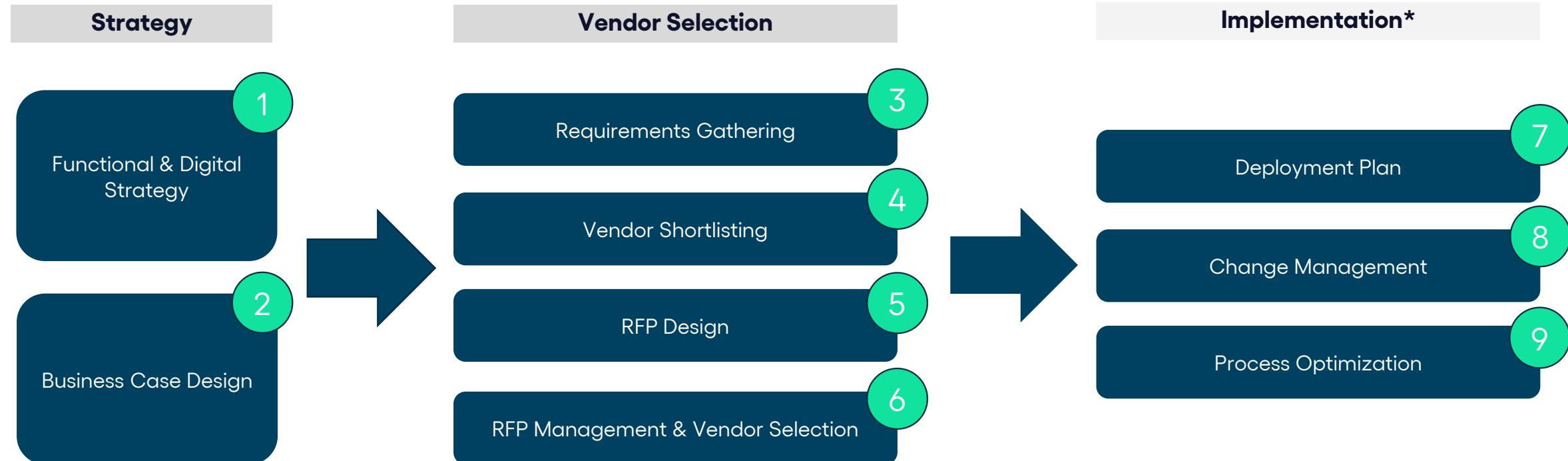
**Nadja Kaukiainen**  
Manager

A large, semi-transparent image of a circuit board occupies the left side of the slide. The board is composed of blue and purple lines forming a grid of components. Overlaid on the board is a grid of binary code (0s and 1s) in a light blue color, representing data flow or digital information.

# Digital Strategy, Vendor Selection & Process Excellence

Since our first software product benchmark in 2008, Verdantix has been called on to deliver engagements that reduce the time commitment and risk of selecting EH&S, supply chain stewardship, energy and sustainability software. We flex our advisory services around your immediate requirements and budget, our work ranges from half-day workshops to multi-week, hands-on RFP management.

We have developed a suite of solutions specifically designed to support you with your strategy, software selection and software implementation requirements



## 1. Capture As-Is status

- Kick-off call to confirm project governance, timelines and overall objectives
- Virtual meetings with key stakeholder groups to map out:
  - Objectives and goals of the business function
  - Existing application landscape
  - Pain points with respect to the operation of the business function (process and technology)
  - Optimisation opportunities

## 2. Build the To-be strategy

- Build the different visions for a digital strategy which would support the core objectives of the function
- Outline the benefits and drawbacks (ensure cost is one of these parameters) of each vision and discuss with project team
- Agree on the preferred vision
- Map out the wider considerations of the strategy related to system architecture, system integrations, process optimization and change management

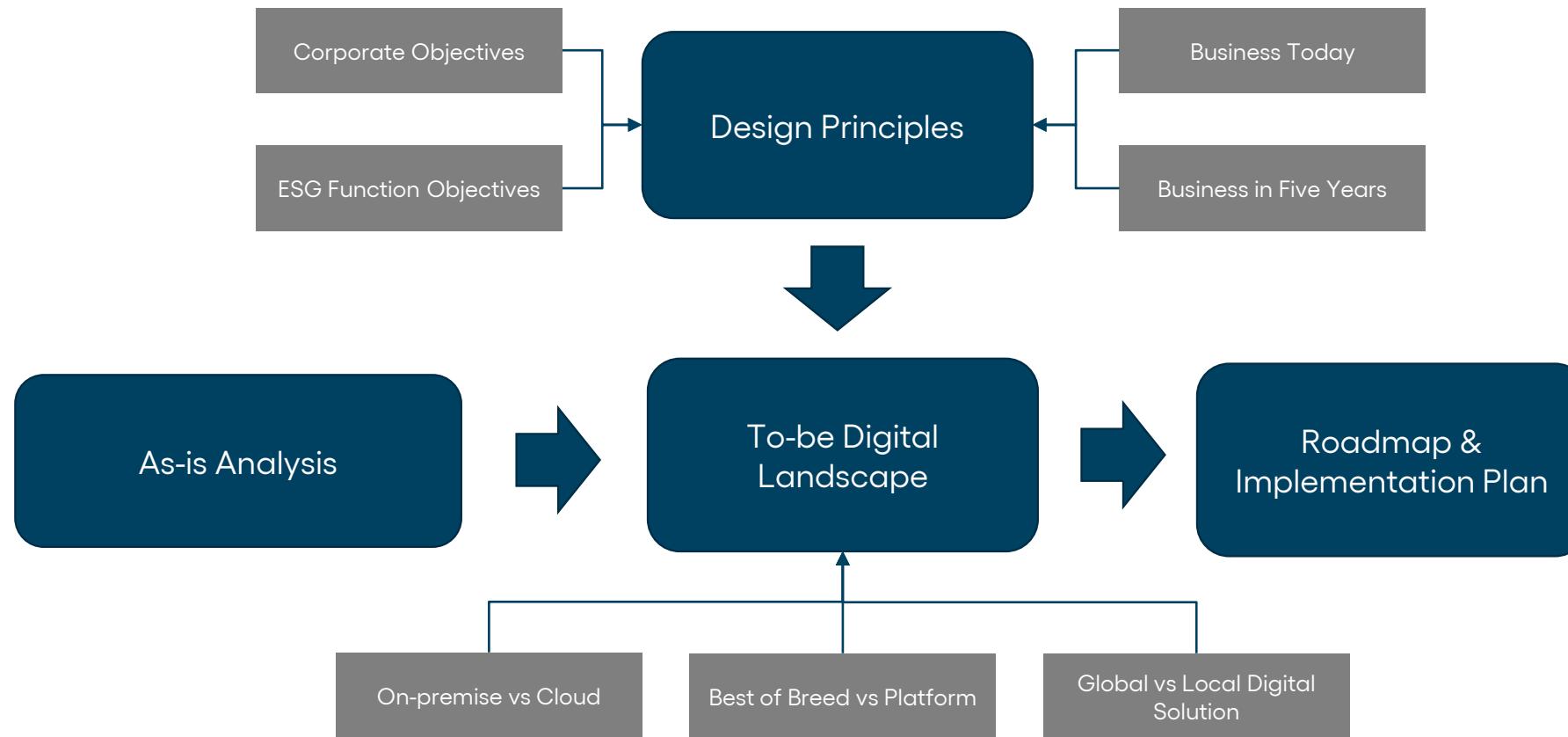
## 3. Create the digital strategy roadmap

- Develop a roadmap which charts the different investment phases to execute on the strategy and move to the to-be vision
- Prioritize the phases based on time to value and benefits generated
- Provide indication of likely costs of each phase

## 4. Finalise the digital strategy

- Compile the different elements above to create the digital strategy document
- Review and refine following feedback from project team
- Present the digital strategy to the team

We will deploy our digital strategy development framework to create the structure around which the digital strategy will be developed. Our fundamental principle is that the digital strategy should be aligned and supportive of the vision and objectives of the function. There will ensure there is clear business purpose behind the technology investments that result



## 1. Showcase the business case tool and capture current software needs

- Verdantix walks through the business case tool and how it functions
- Client provides personalized data about your current digital landscape

## 2. Map out future software requirements

- Discuss your future requirements around digital solutions (related to increased functionality or wider roll-out across the business)
- Feed the future requirements into the business case tool

## 3. Refine the model assumptions

- Discuss the core assumptions in the model and consider their applicability to your business
- Verdantix configures the model mechanics and assumptions to match your requirements and inputs this into the business case tool

## 4. Calculate the financial impact of the software investment

- Verdantix produces a management and stakeholder presentation detailing the following:
  - Financial summary of the business case for an investment in a digital solution including ROI and NPV
  - Graphical summary of model mechanics
  - Key model assumptions
  - Recommended next steps

## 1. Confirm user groups and usage scenarios

- Kick-off call to confirm project governance, timelines and overall objectives
- The project team to talk through their top priorities for the new software solution
- Discuss and validate the user groups and usage scenarios for the software application

## 2. Define detailed requirements

- Work with the project team to help identify and formalize the functional and technical requirements for the software application
  - The functional requirements will be based on the agreed usage scenarios and the processes they support
    - Verdantix run calls with representatives from the relevant user groups to define the specific application requirements for each usage scenario (we have assumed we will need to run calls with representatives from five different employee stakeholder groups)
    - Verdantix provide input and recommendations for functionality requirements to support the relevant processes
  - The technical requirements will need to be agreed in conjunction with the project team's IT team
    - Verdantix works with project team's IT team to capture the technical requirements and understand the technical standards they require software vendors to meet (it is anticipated that a single requirements gathering meetings will be sufficient)
  - Functional and technical requirements to be reviewed in full and finalized by a blended team of functional and technical expert

**1. Kick off call**

- Verdantix details its Green Quadrant (competitive benchmarking) methodology
- Verdantix and the project team review the capability categories in the Verdantix Green Quadrant benchmark framework and discuss re-weighting to align with their objectives

**2. Agree specific weightings**

- The project team sends its top level requirements / priorities to Verdantix
- Verdantix adjusts the weighting of the various capability categories to align with project team's objectives
- Verdantix shares the weightings with the project team who review and provide feedback
- Verdantix finalizes capability weightings

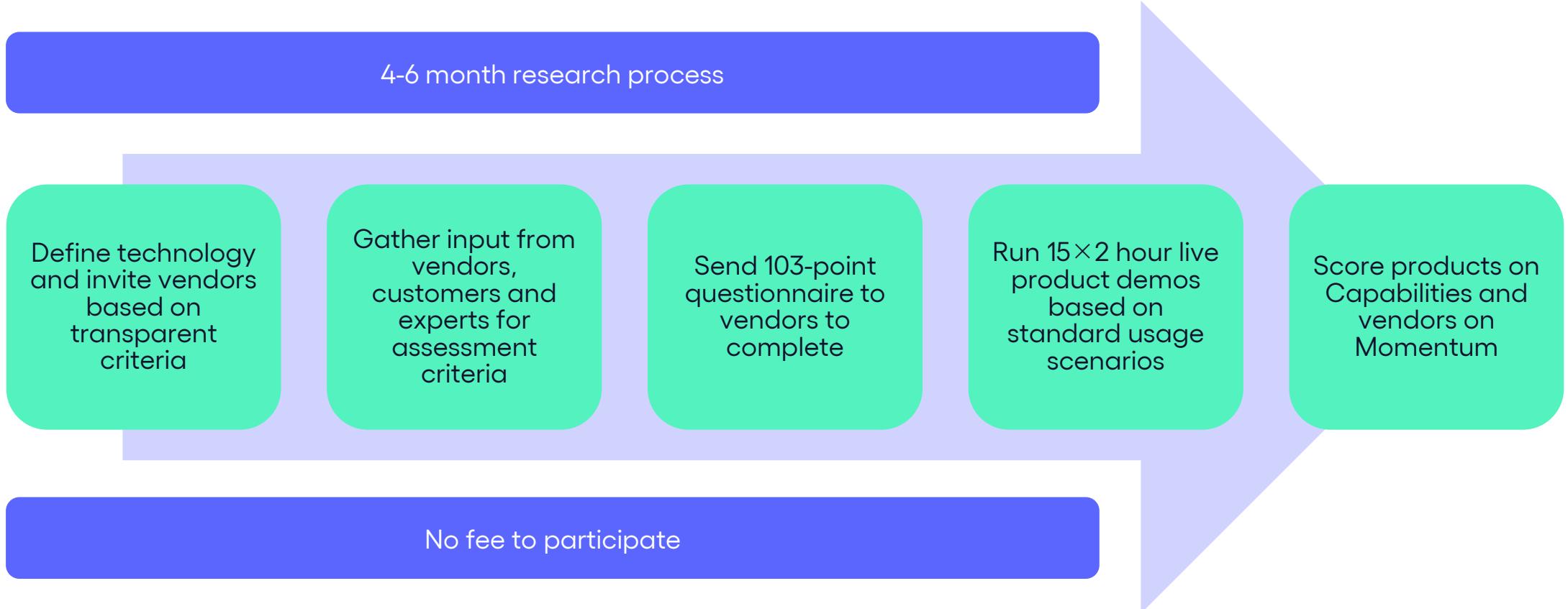
**3. Develop a shortlist of suppliers**

- Verdantix applies the new weightings to its Green Quadrant framework and generates a custom benchmark of vendors;
- Verdantix reviews its wider database of software suppliers to determine if any other vendors should be considered
- Verdantix recommends to the project team the four to six firms which are best suited to meeting their requirements
- Verdantix and the project team review the proposed short-list and agree on the final set of firms

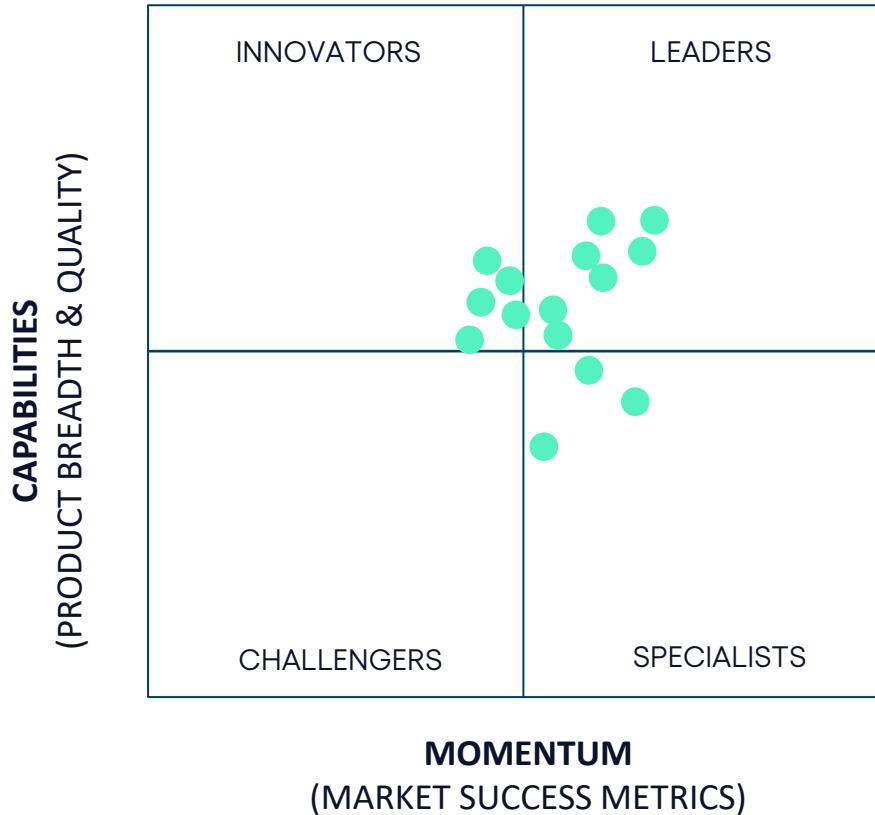
**4. Profile and analysis of short-listed vendors**

- Verdantix produces a management and stakeholder presentation detailing the following:
  - Project methodology and research activities
  - Detailed profile and analysis of shortlisted firms including a scoring breakdown for each firm across all Green Quadrant criteria
  - Risk assessment of each supplier (financial, organizational resources, industry knowledge)
  - Recommended next steps
- Two hour presentation of results by the Verdantix project team

Our vendor benchmark (Green Quadrant (GQ)) can be used as a tool to rapidly pinpoint the most appropriate shortlist



The Benchmark Graphic is constructed by plotting the Capability Score against the Momentum Score for each vendor



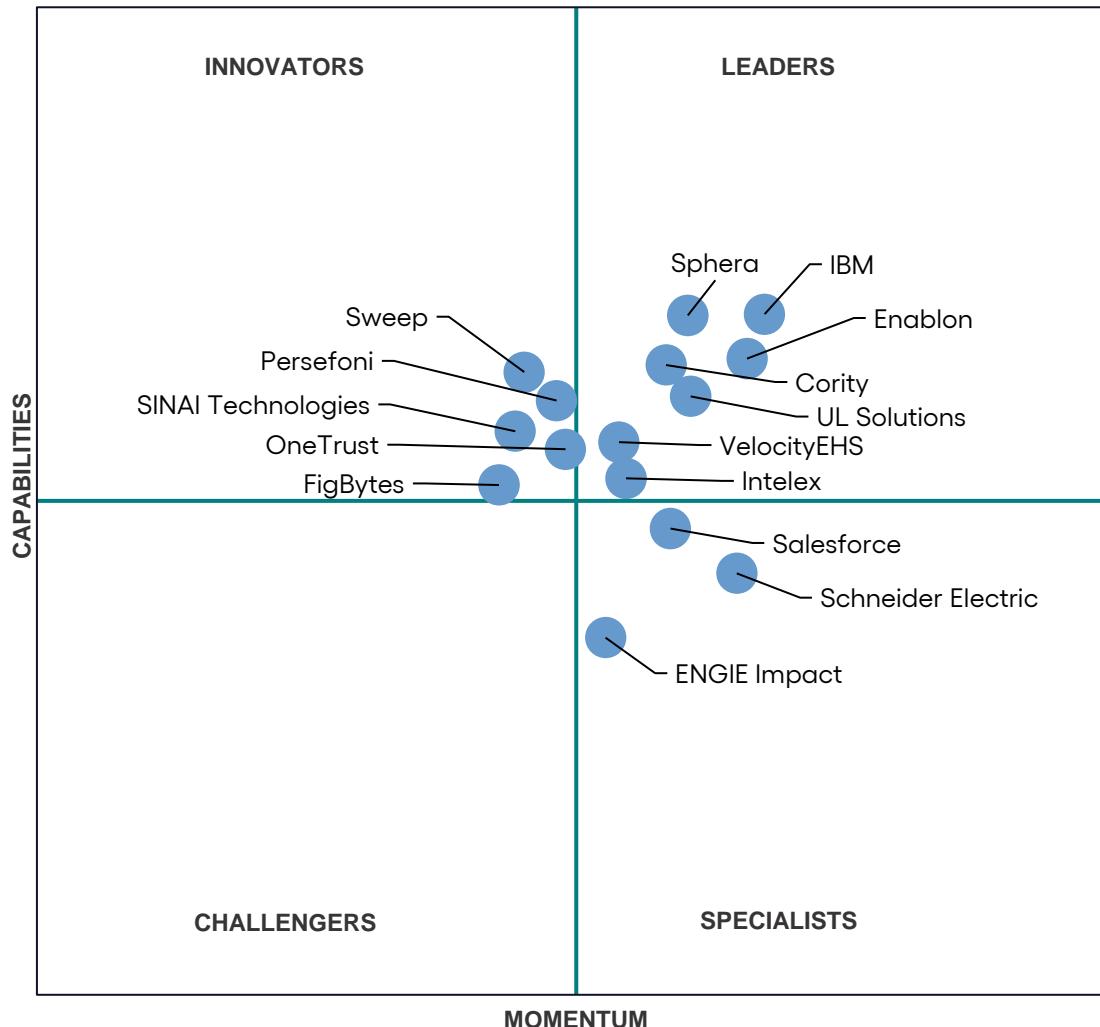
#### Capability Assessment Categories

Data Capture	Data Modelling – Scopes 1-3	Data Quality Control	Calculation Engine
REC Sourcing and Contracts	Accounting Methodologies	NZ Strategy Development	NZ Program Management
Carbon Disclosure Mngt	Physical Climate Risk	Organizational Data Management	
Carbon Financial Mngt	Carbon Credits and Allowances		

#### Momentum Assessment Categories

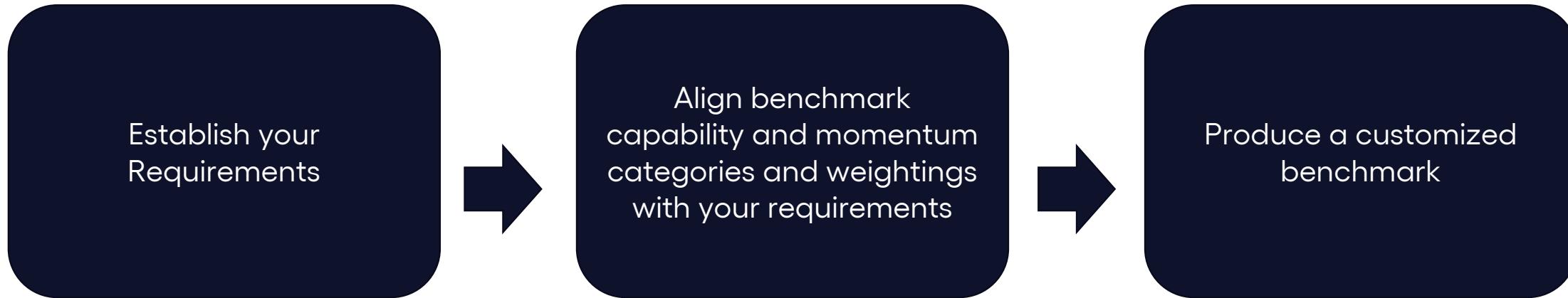
Market Focus	Partnerships	Customer Base	Customer Success
Vision and Strategy	User Adoption	Brand Preference	Org. and Financial Resources

The published Carbon Management Software Benchmark 2022 is a useful starting point for shortlisting potential carbon management software vendors...



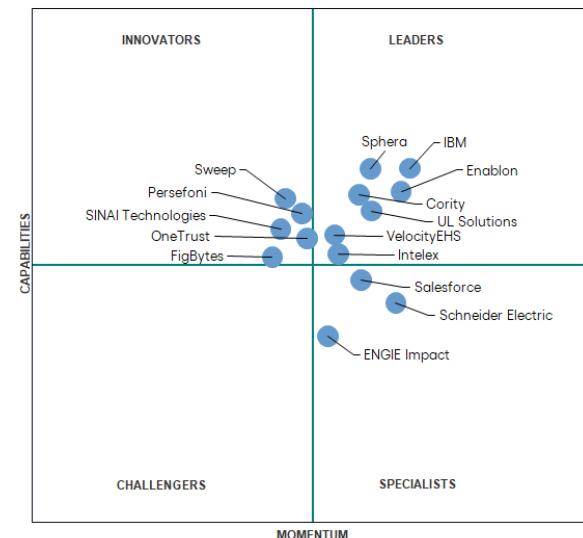
Source: Verdantix Green Quadrant: Enterprise Carbon Management Software 2022

... But the real power in the benchmark is to use it to develop a customized benchmark specific to your business



## MoSCoW Prioritization

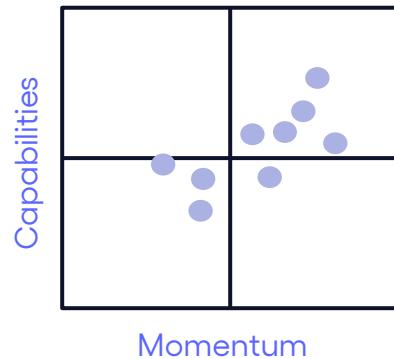
M	<b>Must have:</b> Non-negotiable product needs that are mandatory for the team.
S	<b>Should have:</b> Important initiatives that are not vital, but add significant value.
C	<b>Could have:</b> Nice to have initiatives that will have a small impact if left out.
W	<b>Will not have:</b> Initiatives that are not a priority for this specific time frame.



The Green Quadrant enables us to provide two customized views to help you compare and contrast solution providers against their specific requirements

## 1 Published Benchmark

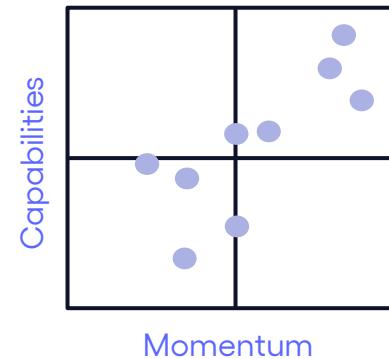
- Capabilities on the y-axis
- Momentum on the x-axis
- All software categories are benchmarked
- Categories are weighted to represent the needs of a **generic software customer.**



Standard category weightings

## 2 Custom Benchmark A- Capabilities & Momentum

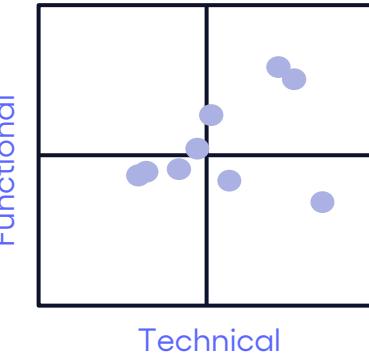
- Capabilities on the y-axis
- Momentum on the x-axis
- Only **categories applicable to the client** are benchmarked
- Custom category weightings are applied to represent **client's specific priorities**



Custom category weightings

## 3 Custom Benchmark B- Functional & Technical

- **Functional on the y-axis**
- **Technical on the x-axis**
- Only categories applicable to the client are benchmarked
- Custom category weightings are applied to represent client's specific priorities



Custom category weightings

## 1. RFP Development

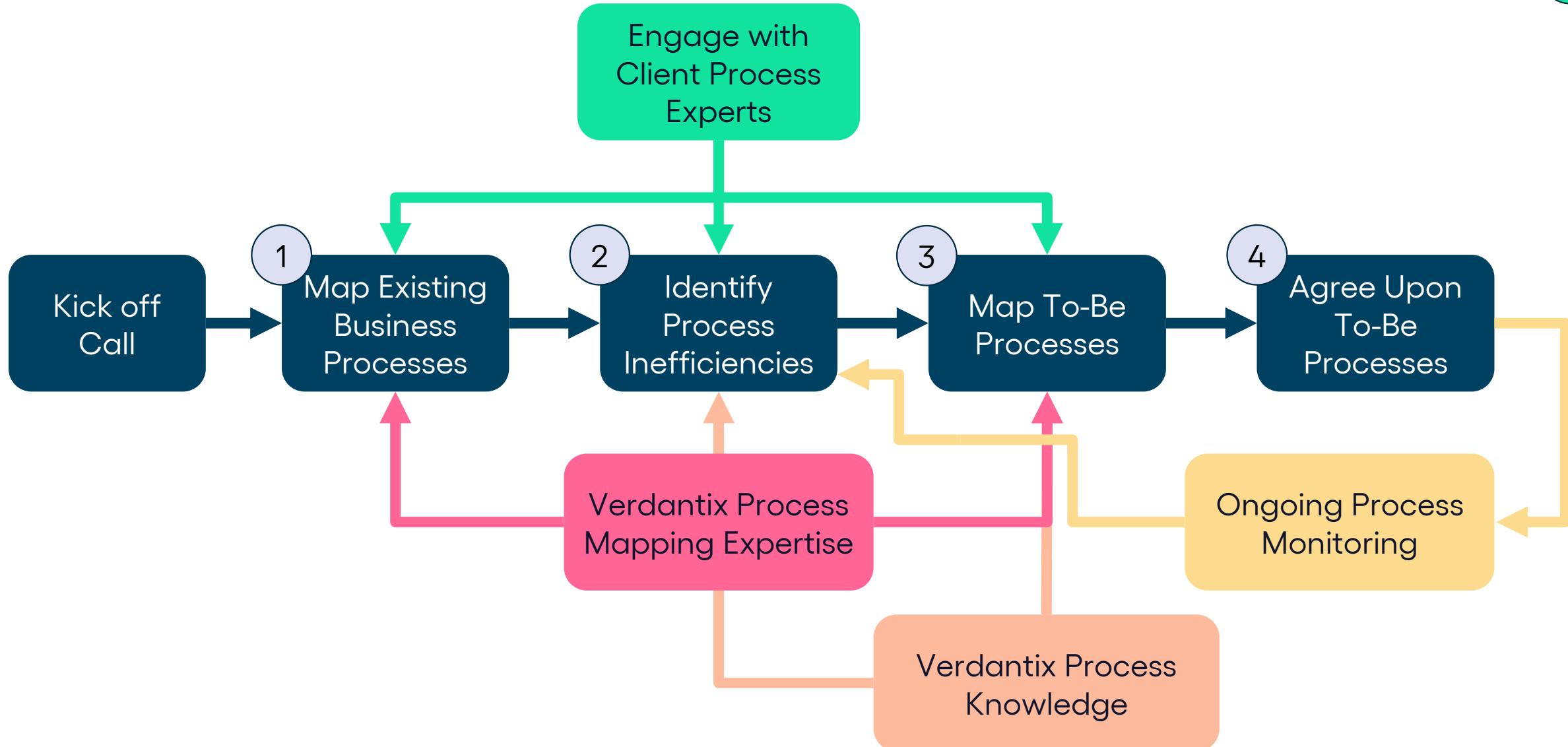
- Deploy our best practice RFP template asset to accelerate and de-risk this process
- Following discussions with the project team, develop the following sections for the RFP Document
  - Introduction, project definition, RFP process, project requirements, evaluation criteria, format for RFP responses, contact information
  - Review with the project team and finalize the content
- Provide the RFP content to the project team (who may elect to incorporate it into their standard RFP template or can send out as-is to the vendors)
- Build and agree a scoring framework for the RFP responses

## 2. Support RFP Process

- Support in answering requirement specific RFP questions which are submitted by the vendors (we assume that five vendors are included in the RFP)
- Score each vendor's written response using the scoring framework established in the prior section
- Prepare (and validate with the project team) a series of product demonstration scenarios which be given to each vendor to walk through during the product demonstrations
- Attend product demonstrations with each shortlisted firm lasting approximately 2.5 hours and support the project team in probing for feature / function gaps
- Rank the vendors combining the RFP scoring with the product demonstration

## 3. Analysis and Recommendations

- Verdantix produces a management presentation detailing the following
  - Comparison of different suppliers relative to the project team's requirements
  - Risk assessment of each supplier (financial, organisational resources, industry knowledge)
  - Implementation and on-going costs for each supplier
  - Recommendations on which supplier to select



## 1. Map Existing Business Processes

- In advance of workshops, work with the project team to map out a provisional 'As-Is' process map(s) for the processes. Send the provisional process map(s) to the different stakeholders prior to the workshops
- Run a series of workshops with relevant user groups to review and develop the provisional 'As-Is' process maps
- Once complete, share the 'As-Is' business process maps with the project team

## 2. Identify Process Inefficiencies

- During the same workshops with the user groups, discuss the process inefficiencies and capture any suggestion from the users to improve the effectiveness of the process
- Review the process independently and analyse the existing approach versus Verdantix best practice knowledge for each process

## 3. Map To-Be Processes

- Combine the feedback from the workshops with Verdantix own best practice expertise to develop the recommended 'To-Be' processes
- Share recommended 'To-Be' processes and review alongside the project team
- Discuss and refine the 'To-Be' processes as necessary with the project team

## 4. Agree and Deploy To-Be Processes

- Agree the final 'To-Be' process with the project team
- Provide recommendations around how this new 'To-Be' process is best communicated and embedded within the organisation
- Provide guidance around how to perform ongoing process monitoring and the benefits it can deliver

For over ten years, Verdantix has been conducting research on technology innovation across a variety of business functions. This has enabled us to establish a deep knowledge of business processes and best practice concepts. Combining this detailed functional knowledge with business process transformation expertise, Verdantix supports firms in optimizing their business processes and realizing the associated operational efficiency gains.





# verdantix



Make informed decisions  
based on insights which best  
fit your business requirements.

Helping our clients to better understand their  
growth potential and assist them in making  
fact-based decisions is a core expertise of the  
Verdantix analyst team.

Contact us today for more information

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