

5 reasons you should add carbon metrics to your software solution





Building sustainability features into your offering is smart business.

Carbon has emerged as a new KPI that businesses of all sizes need to account for, and many RFPs now include carbon management requirements.



1. Help Customers Meet Regulatory & Market Demands

- >50,000 companies must report their supply chain emissions under CSRD.
- Assets managed under sustainable strategies have nearly doubled to \$30.7 trillion.



2. Unlock New Revenue

- Software providers are seeing new demand for scope 3 reporting & decision tools.
- This is demonstrated by a 10-15% upsell potential across their customer base.



3. Outpace the Competition

- Demand for native carbon capabilities is at a high.
- Industry leaders like Salesforce, SAP, and ServiceNow are already on board.



4. Boost Customer Success

- 3,000 companies have made net-zero pledges and 8,000 are taking climate action.
- Nearly <u>90%</u> of enterprise leaders said sustainability informs their business decisions.



5. Leverage The Power of Your Software

- Utilize your industry knowledge and extensive business data.
- Deliver tailored carbon calculations and valuable insights.