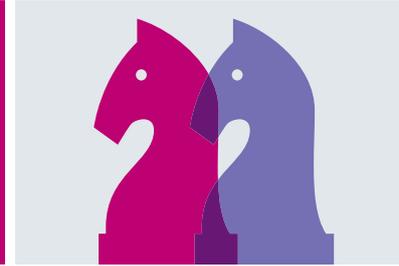


Strategic consulting services



Terrafiniti helps clients meet their evolving environmental and social responsibilities through innovative sustainability strategies and management.

We provide sustainability consulting services in three main areas; strategy, management and performance & best practice. These are delivered in two ways. Firstly, through strategic advice and consultancy based upon international best practice experience, information gathering and analysis, and the production of reports with clear priorities and recommendations. Secondly, we specialise in using interactive approaches including workshops and other participative processes to involve people from the business. This builds staff capacity and capabilities and also engages them in creating solutions that work.

Accentuate the positive

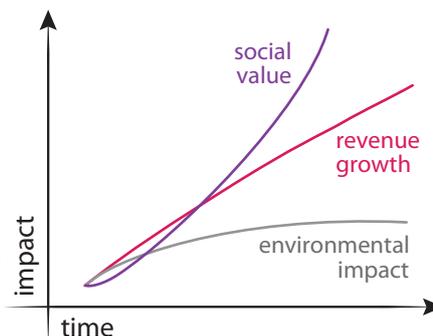
We have developed a flexible and systematic approach to sustainability management within companies which we call Next Generation Sustainability. This provides a comprehensive, structured approach to sustainability management, focussing upon the identification and management of environmental and social impacts - enhancing the positive and minimising the negative - in the context of achieving and demonstrating clear triple bottom line benefits.

Traditionally, sustainability has focussed upon doing less harm and minimising negative impact. While these objectives are vital and economically important we feel they lack ambition and the capability to excite, engage and motivate positive change.

Sustainability provides a range of opportunities to build long-term business value. Therefore, sustainability effort should be concentrated not only on reducing negative environmental and social impacts but also upon maximising positive environmental and social outcomes.

Next Generation Metrics

At its core, sustainability can be measured through the interactions of three simple metrics – the growth in the gap between revenue growth (or other economic indicator) and environmental impact and the narrowing of the gap between social value created and revenue growth.



How we work - flexible pragmatic consulting

We believe in providing helpful and flexible services to our clients rather than standard solutions which may suit us more than they suit you. We can work with you to define focus and specific outcomes where needed. Our services can be provided through a number of consultancy or interactive days support, through call off contracts that allow us to act as your outsourced CSR team, or by fixed price contracts where we agree work packages with specific outcomes and timescales.

“Joss and his team gave us strategic insights which we could not have done ourselves. His constructive criticism, based on a genuine understanding of Aviva, was vital to us during a time of change.”

Tom Oxley, CR Manager, Aviva UK



Strategy

We believe that long term business value can be created by pursuing sustainability objectives and aligning these with business activities.

We work with companies to understand the environmental and social trends and issues that have strategic implications for them and to identify how these are material to their business. Our work has focussed upon the development of transformational strategies and supporting corporate approaches which reflect and capitalise upon environmental and social trends that present sources of risk and opportunity.

Ambition & vision

We can help you identify and develop sustainability ambition and vision based upon your corporate culture, values and intent.

Strategy development

Integrate sustainability issues into business practice to build long term value and fully address risks and opportunities.

Identifying & developing material issues

We will help you identify priority (material) issues and relate them to your business model, operational objectives and market ambition.

Management

Operational management provides the ability to deliver your strategy. We think that, at its heart, sustainability management is simple. It requires a focus on the right things in the right order with the right level of ambition. As a result we have developed a scalable management system approach, which builds from a number of key stages to organise, manage and communicate your sustainability performance.

Structures for governance

Ensure that sustainability objectives and responsibilities are integrated into organisational structures and consider your whole value chain.

Structures for action

Identify and develop clear steps for action that relate directly to key issues and priorities and integrate with wider business practice and process.

Performance

We can assist you in developing the objectives and targets which will help deliver your sustainability ambition.

We work with you to develop appropriate responses to key challenges, identify relevant leading edge and sectoral best practice, and develop meaningful and defensible objectives and targets for your performance.

We will help you to develop internal and external sustainability communication and reporting, communicating effectively to your shareholders, employees and other stakeholders.



Development of objectives & targets

Advice on setting targets at a suitable level to underpin your priorities and ambition. What metrics to employ and when. What to look for on verification and assurance.

Best practice

Models of best practice and suitable approaches and sources. When to lead and when to follow. Innovation and collaboration with stakeholders, peers and customers.

Reporting & communication

Delivering world class sustainability reporting and communication. How to get the right message out within your organisation and externally to stakeholders and customers. Making realistic claims and backing them up. Dealing with and recognising uncertainty.

Expertise and experience

We are sustainability professionals with nearly forty years of collective experience in sustainability theory and practice. We have worked on a number of national and international best practice approaches in sustainability and CSR reporting and management and have been involved in a number of ground breaking initiatives to support innovation in sustainability in the private, NGO and public sectors.

References and specific team and associate expertise are available on request.

Contact

To discuss how we can create value for you please contact **Joss Tantram (Partner, Corporate Sustainability)** +44 (0) 1483 531 766.

