

# Accenture Salesforce Hackathon

*Salesforce Solutions  
for a Sustainable Business*

Day five – Sustainability  
May 10th, 2022

# Agenda

Accenture Salesforce  
Hackathon – Day 5:  
Sustainability

What will you do today?

- | **#Quiz** Day 4
- | **#Meet** Sustainability coaches of the day
- | **#Frame** key sustainability regulations and concepts
- | **#Learn** what Sustainability means at Accenture
- | **#Be** a Sustainable Business Designer
- | **#Get** to know the Salesforce Solution for Sustainability

## Day 4 quiz

Accenture Salesforce  
Hackathon – Day 5:  
Sustainability



# Accenture Salesforce Academy

## Tech Training Lab – Quiz Time

### Day 4 - Quiz Time Solution:

01

#### Service Cloud is:

Service Cloud is an **easy-to-use customer service application** that can help you provide and track excellent service.



#### Knowledge articles :

Knowledge articles can be used for example to resolve customer cases

02

03

#### A Report is:

A report is a list of records (like opportunities or accounts) that meet the criteria you define. But reports are much more than simple lists. To get the data you need, you can filter, group, and do math on records. You can even display them graphically in a chart!



# Accenture Salesforce Academy

## Tech Training Lab – Quiz Time

### Day 4 - Quiz Time Solution:

04

#### Chatter features:

Chatter is the river of your Salesforce organization (org).  
The key feature of chatter is FEED



#### Opportunity Report:

In Order to see the open Opportunities grouped by Stage a summary report must be used.  
Summary reports are similar to tabular reports, but also allow you to group rows of data, view subtotals, and create charts.  
Summary reports give us many more options for organizing the data, and are great to be used in dashboards.

05

# ACCENTURE SALESFORCE ACADEMY

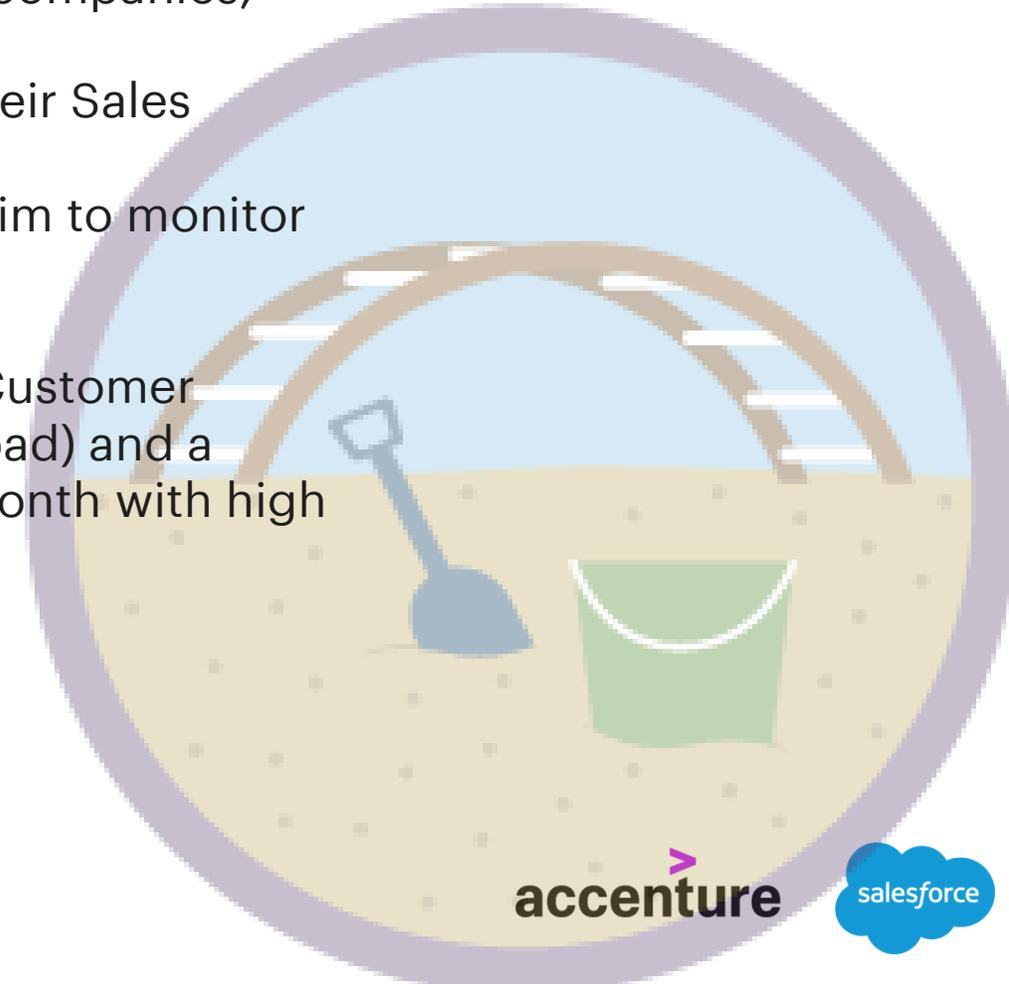
## HANDS – ON CHALLENGE

Your Customer is a firm that sells mobile phones to big companies, the MOBILE SRL.

The MOBILE SRL asks you to meet the requirement of their Sales Agents.

A Sales Agent ask you to create a dashboard that help him to monitor the “Customer Satisfaction”.

More in depth, they want to see a report counting the Customer Sactisfaction group by month with low rank (very bad, bad) and a report counting the Customer Sactisfaction group by month with high rank (very good, good)



# Choose your team Name



Team 1

Example

Greenfoot

Waves&Wind

Groundworker

New Ager

Healthfull

Summer Breeze

Fast Tracker

Space warp

Merlins

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## #Meet Sustainability coaches of the day

### Accenture Salesforce Hackathon – Day 5: Sustainability



**Alessio Russo** >  

*Senior Manager @Accenture, SFBG  
Sustainability Practice Lead  
Experience Cloud Lead  
#Changemaker*



**Luigi Leone**

*Management Consultant @Accenture, SFBG  
Sustainability Practice Member  
#Changemaker*



# DAY 5. NEW DAY, NEW PEOPLE. INTRODUCING:

Alessio Russo 



## **Educational & professional background:**

- Computer Engineering Degree
- Salesforce Application Architect

## **Passions:**

- Triathlon
- Crossfit
- Radio

## **Favourite quotes/phrases:**

- "Even a cheesburger has its usability"

## **Fun facts:**

- my colleagues often call me "the teacher"
- I once went on television in a corps de ballet

## **Innovations:**

- Designed a prototype of an app that won a competition and was used for sharing gardens
- Won an award for the design of a site dedicated to the world of utilities at a national level

## **Why I love my job @Accenture:**

- *I love to meet people and share my experiences*



# DAY 5. NEW DAY, NEW PEOPLE. INTRODUCING:

## Luigi Leone



### Educational & professional background:

- Technology Innovation MSc @Bocconi University
- CRM process designer across industries

### Passions:

- Sports
- Tech (e.g wearables)
- Finance & Investments
- Sustainability & Green Economy

### Favourite quotes/phrases:

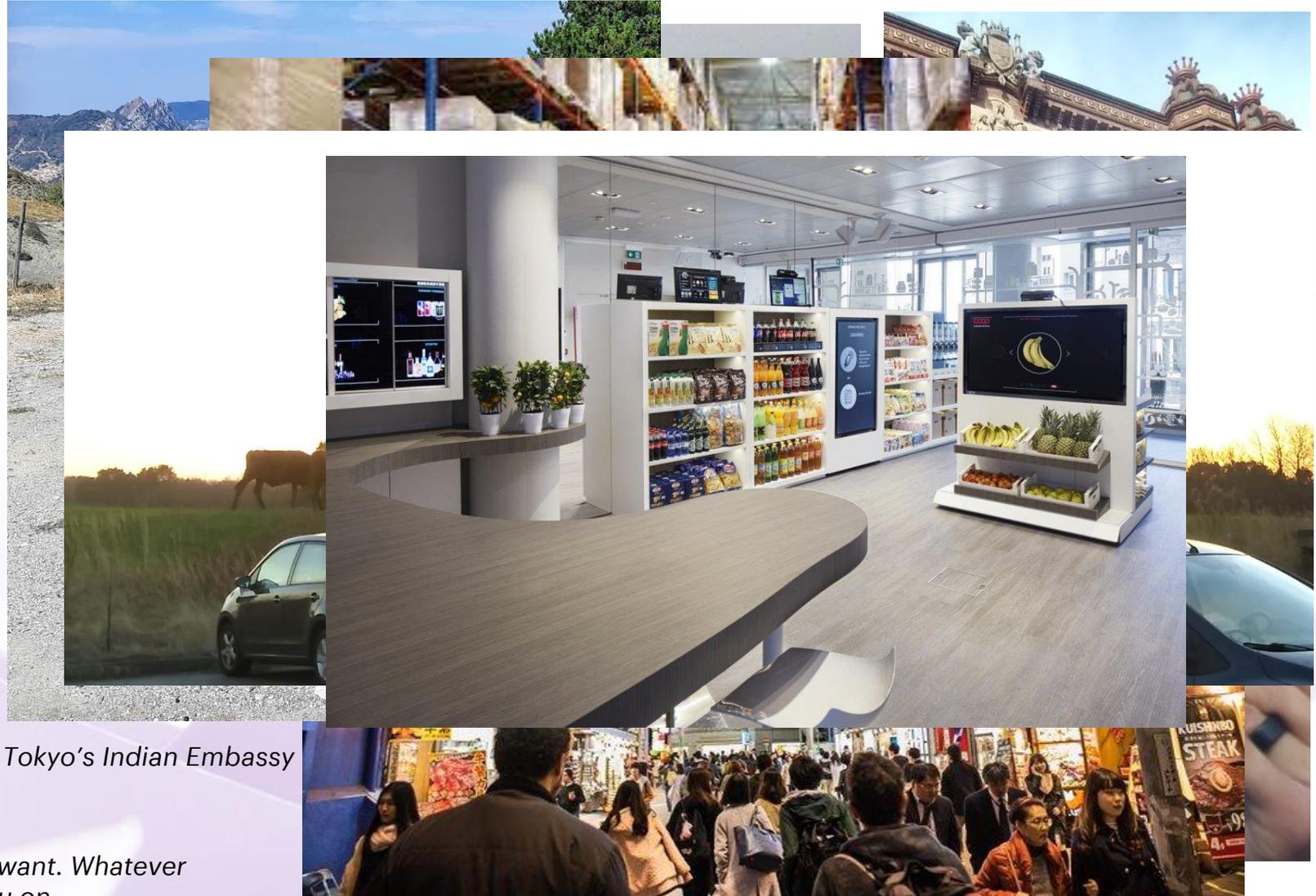
- "We never fail, we always learn"
- "Challenge the assumptions"

### Fun facts:

- First Italian to request an Indian Student Visa from Tokyo's Indian Embassy
- First soccer referee with no insults in its career

### Why I love my job @Accenture:

- Every day is different. You can learn whatever you want. Whatever you want to do, Accenture has a project to staff you on.



**#Frame** key sustainability concepts & regulations

Accenture Salesforce Hackathon – Day 5: Sustainability



# «WHAT WILL YOUR VERSE BE?»

(Quale sarà il tuo contributo? - quote from the movie «Dead Poets Society», «L'attimo fuggente», 1998)



# Describe in one word/a few words what #sustainability means for YOU

Visit **menti.com**  
insert code **1641 7437** or scan  
the QR Code

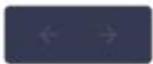


*To deliver on the promise  
of technology and  
human ingenuity.*

# Your Answer are:

Describe in one word/a few words  
what #sustainability means for YOU

protection  
bright future  
environment  
hope  
maximize without damaging  
future  
wasteless  
health environment  
circular economy  
long term view  
health life  
healthy life  
long-term value  
climate resilience  
can go on indefinitely



Show Image  
Screenshot 5





# SUSTAINABLE DEVELOPMENT GOALS



## Percentage of C-suite executives who...

Identify 'becoming a truly sustainable and responsible business' as a top priority:

**73%**



Have developed an action plan for adopting and scaling sustainable practices:

**70%**



across the entire organization

**30%**



for some business units

Source: 'Shaping the Sustainable Organization' report, Accenture (2021)



# Sustainability is a top CEO agenda imperative

## Percentage of executives who...

% of CEOs that say they are engaging in cross-sectoral initiatives on greenhouse gas (GHG) reduction



% of CEOs that say they have begun measuring and reporting scope 3 GHG emissions, yet only 16% are doing so at an advanced level



% of CEOs that say difficulty in measuring ESG data across the value chain is a barrier to sustainability



% of CEOs that say they have already started advancing net-zero business model, yet only 16% say they are at an advanced level



% of CEOs that say have begun deploying new and circular business models



Source: Accenture UN Global Compact CEO Sustainability Study OCT2021

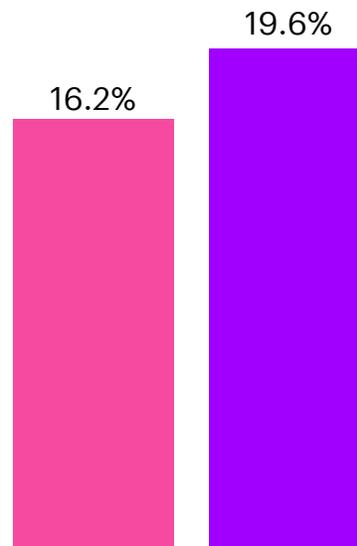


# Strong Sustainability DNA is associated with higher financial return

Organizations with the most deeply embedded Sustainability DNA outperform peers by 21% on both profitability and positive environmental and societal outcomes

# 21%

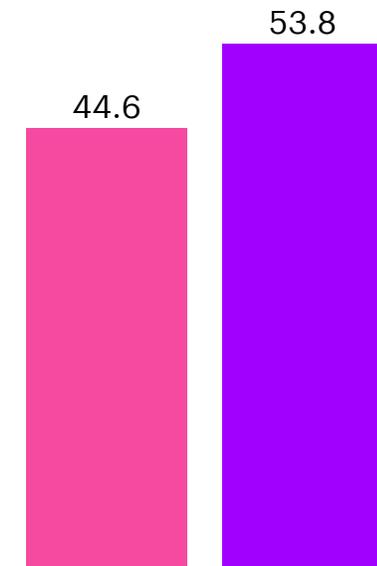
higher EBITDA margin  
(+3.4 percentage points)



EBITDA Margin (% 2017-2020)

# 21%

higher sustainability performance  
(+9.2 index points)

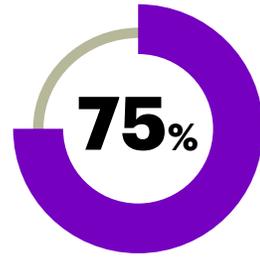


Sustainability Performance (Score /100)

● Bottom quartile ● Top quartile

Source: Accenture analysis; Arabesque S-Ray; S&P Capital IQ

# Technology as Change Enabler to Adapt & Unlock Business Opportunities



of CEOs say they are **investing in digital** to address sustainability challenges



Leaders will use **new technologies** to turn the **sustainability agenda** into a real agenda, not just for their own firm but also for what they do in the market. Axel A. Weber, UBS Group AG<sup>1</sup>

Technology drives **sustainability progress**

**\$9Tr**

Potential **annual economic benefits** by 2030 from digital solutions that catalyse SDG achievement<sup>2</sup>



Nov 4<sup>th</sup> '19

The **biggest expected benefits** from technology as it relates to corporate sustainability are **increased innovation, internal efficiency and revenue growth**.<sup>3</sup>

Sustainable technology acts as a **business value lever**

# You Can't Manage What You Don't Measure: Key ESG Standards & Pillars

## ESG STANDARDS



**CDP**  
2000



**GRI**  
2000



**UN SDGs**  
2015



**SBTI**  
2015

[link](#)



**TCFD**  
2017



**SASB**  
2018



**WEF IBC**  
2020



**IFRS**  
2021

## ESG PILLARS

### ENVIRONMENT

- Scopes 1, 2, 3 emissions
- Waste diversion
- Water tracking
- Land usage
- Global warming potential
- Biodiversity

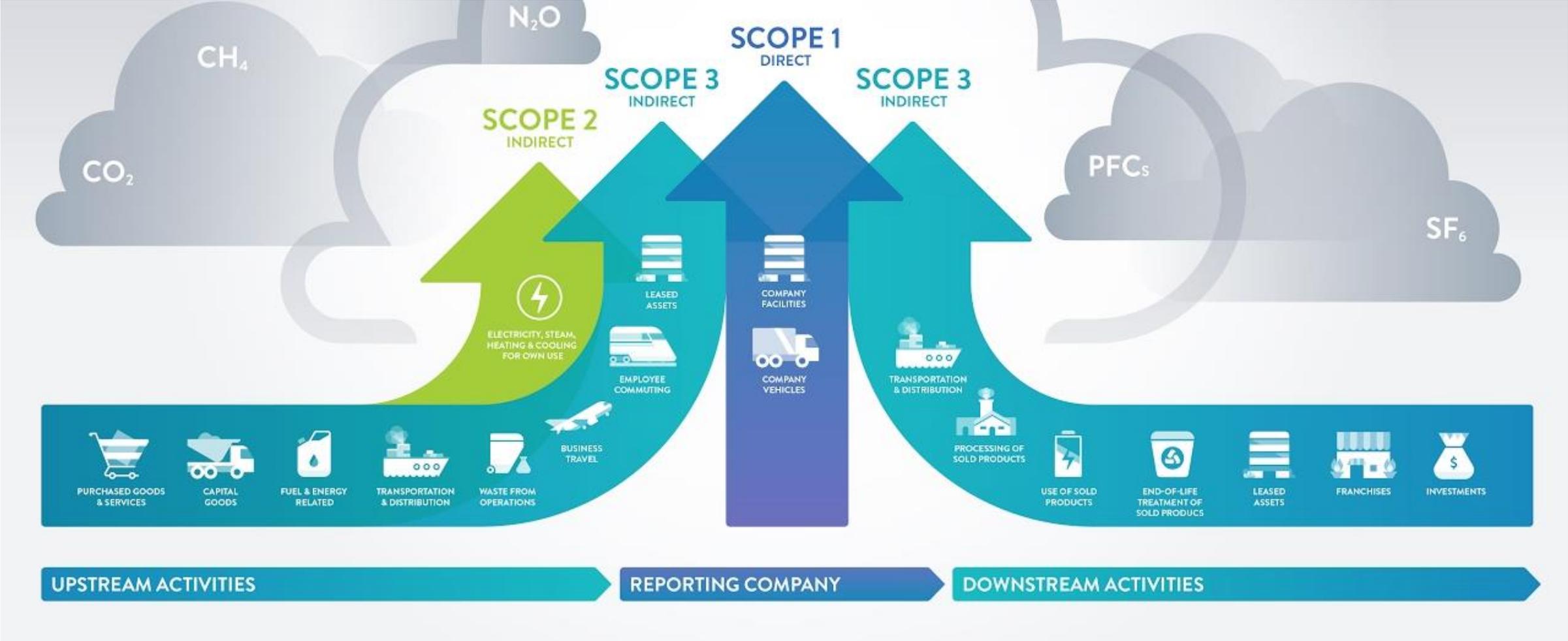
### SOCIAL

- Community engagement
- Employee engagement
- Gender pay parity
- Inclusion & diversity
- Risk for incidents of child, forced, or compulsory labor
- Health & safety
- Training provided

### GOVERNANCE

- Anti-competitive behavior mitigation
- Anti-corruption mitigation
- Litigation payments
- Mission/purpose
- Governance body composition
- Protected ethics advice & reporting mechanisms
- Integrating risk & opportunity into business process

# Focus On Scope 1, Scope 2 & Scope 3 Emission Types



# Examples of Scope 1, Scope 2 & Scope 3 Emissions

## Emissions breakdown across the value chain

### Company

### Upstream Activities

### Reporting company

### Downstream activities

Utility company (e.g. A2A)



Facilities' use of electricity

Purchased goods and services

Leaks and venting emissions from gas network

Fleet fuel use

Sold gas (use by customers)

Scope 1

Scope 2

Scope 3

Clothing company (e.g. H&M)



Fuel used to ship materials

Electricity purchase

Purchased materials (cotton)

Packaging for inputs used

Clothes production

Waste by Stores

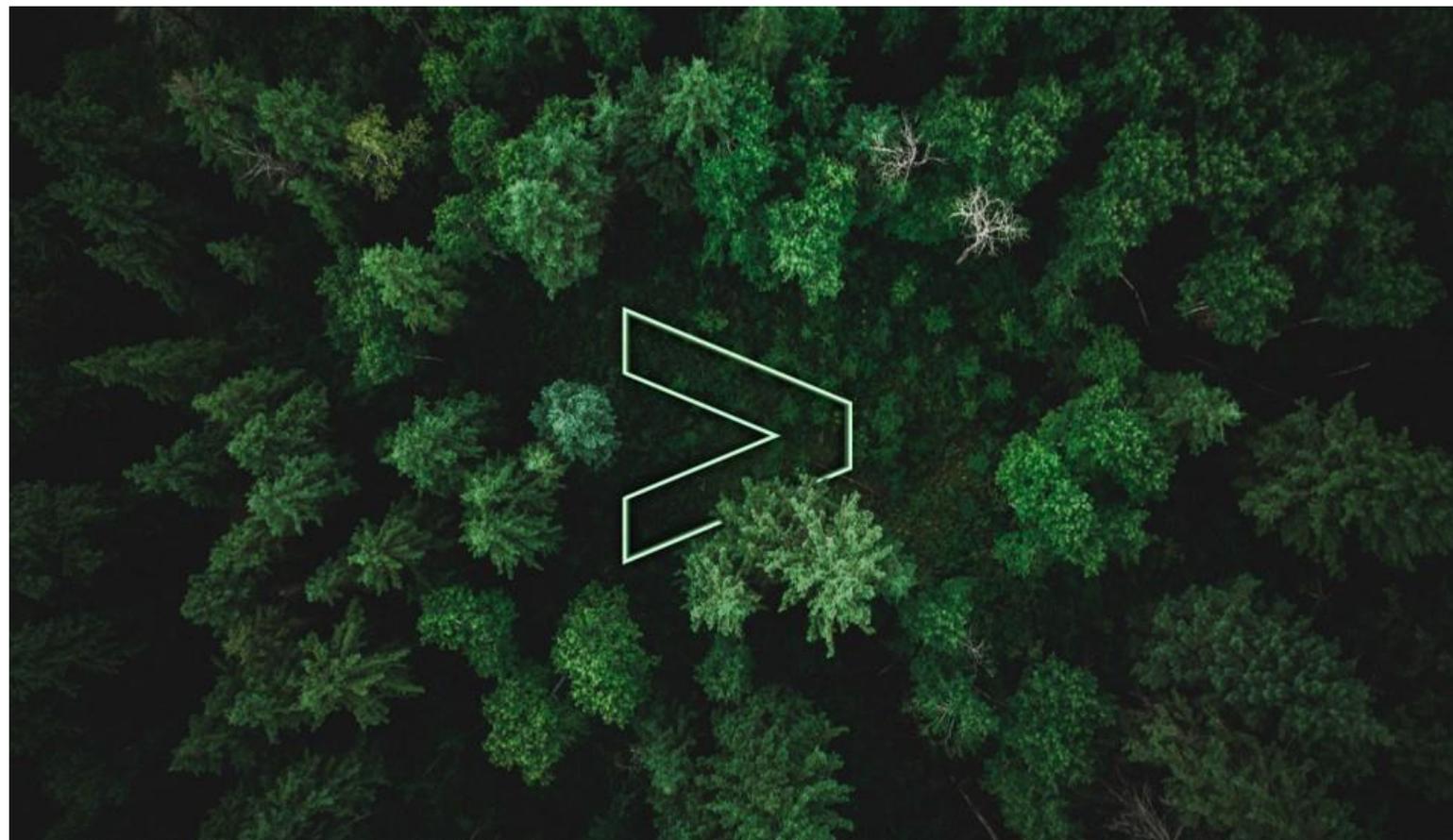
Clothes used by customers

Packaging disposal by customer

Clothes stocking & warehousing (waste)

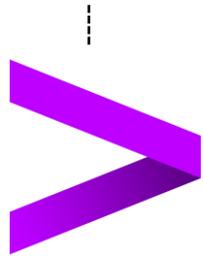
**#Learn** what Sustainability means at Accenture

Accenture Salesforce Hackathon – Day 5: Sustainability



# At Accenture we do meaningful work. Work that has six shades of value.

2021



**Let there be change**

## Purpose

Our North Star,  
why we exist.

*To deliver on the promise  
of technology and  
human ingenuity.*

## Strategy 2025

Our action plan to  
achieve our purpose.

## Delivering 360° value by embracing change



[The Accenture 360° Value Reporting Experience:](#)



[Measuring value in all directions](#)



# "Sustainability Is The New Digital"



Our CEO @JulieSweet at @wef #DavosAgenda:  
"Sustainability is the new digital—Our research said, companies who embrace both technology & sustainability are 2.5x more likely to be tomorrow's leaders." Watch the replay of her Harnessing the #4IR panel here: [accntu.re/3t2vxnl](https://accntu.re/3t2vxnl)

"In 2025, we'll be talking about how every business is a sustainable business."

Julie Sweet  
Chair & CEO



# How Accenture Delivers On The Sustainability Value Promise



## Responsible company

Becoming a sustainability leader means adhering to the highest ESG standards while maintaining performance at scale.



## Sustainability services

Sustainability is a vehicle for creating value. Our offerings consider sustainability as integral to helping achieve your business goals.



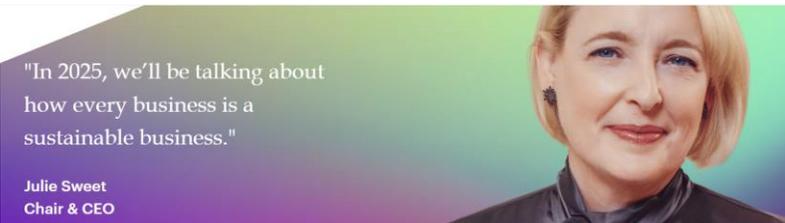
## Sustainability by design

We infuse sustainability into every aspect of what we do and design from the start with sustainability in mind.



## Responsible citizen

We create impact and offer solutions for all communities where we work and live around the globe.



"In 2025, we'll be talking about how every business is a sustainable business."

Julie Sweet  
Chair & CEO



# How Accenture Delivers On The Sustainability Value Promise

GOALS

PROGRESS

V

Path to Net-Zero

## UNGC Business Ambition for 1.5° Pledge

Joined 1,100 companies in **pledging to help keep global warming below 1.5° Celsius**

## Meet our science-based target by 2025

**Reduce absolute greenhouse gas (GHG) emissions by 11%**, our Scope 1 and 2 GHG emissions **by 65%**, and Scope 1, 2 and 3 emissions per unit of revenue intensity **by 40%**, against our 2016 baseline

**65%**  
**Reduction in total emissions** from our 2016 baseline

Scope 1 and 2 reduced by **72%**

Emissions per unit of revenue reduced by **76%**

## Net-zero emissions by 2025

Focus first on actual reductions across our Scope 1, 2 and 3 emissions:

**100% renewable electricity** by 2023

**Require 90% of our key suppliers\* to disclose** their environmental targets and actions to reduce emissions by 2025

To address remaining emissions, **invest in nature-based carbon removal** solutions

**53%**  
**Renewable electricity** powering our offices and centers around the world

**58%**  
Of our **key suppliers\* disclosed targets** and **60%** have disclosed actions to reduce their emissions

**13M+**  
Investing in **nature-based carbon removals** expected to remove an estimated 13+ million metric tons of carbon over the next 20 years

\*Key suppliers are defined as vendors that represent a significant portion of our 2019 Scope 3 emissions.



Supplier Diversity



## Graduate 250 diverse suppliers

Through our **Diverse Supplier Development Program** by end of fiscal 2023

**196**  
Graduates of our **Diverse Supplier Development Program**

Ethics & Compliance



## Maintain 90%+ completion rates for Ethics & Compliance training

**99%**  
Completed **Ethics & Compliance training**

Source Accenture: United Nations Global Compact: Communication on Progress 2021

# We Can Do This. Together.

**Salesforce and Accenture Expand Partnership to Drive Sustainability** by empowering CEOs with the necessary information to drive meaningful change

Press Release New York January 26, 2021

*"We're incredibly proud to be working with Accenture to help customers more readily drive sustainability programs that benefit all stakeholders and create business value."*



**MARC BENIOFF**, Chief Executive Officer

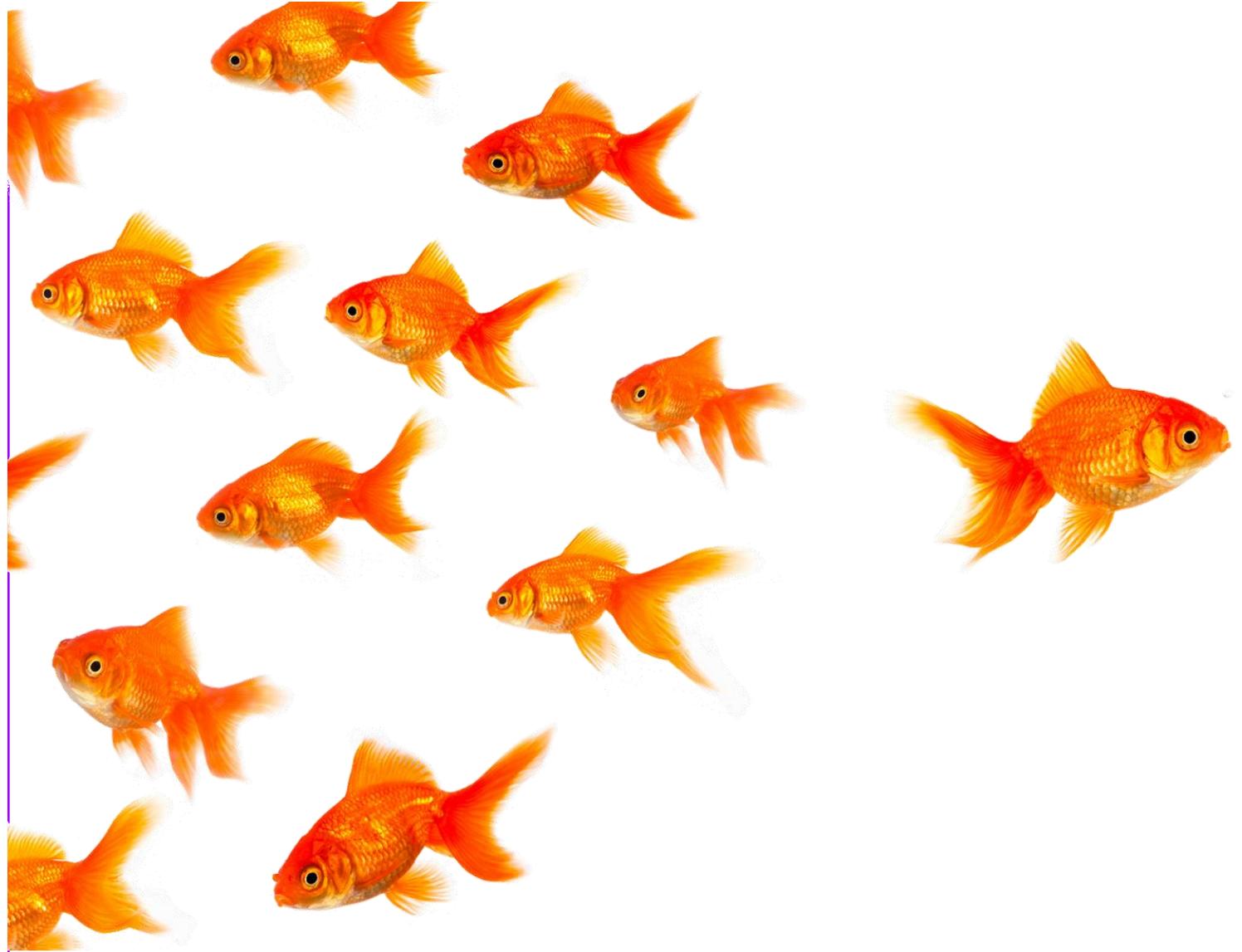


*"Our clients' commitment to sustainability has never been greater. We are delighted to expand our partnership with Salesforce to help organizations both create value and deliver on their values."*

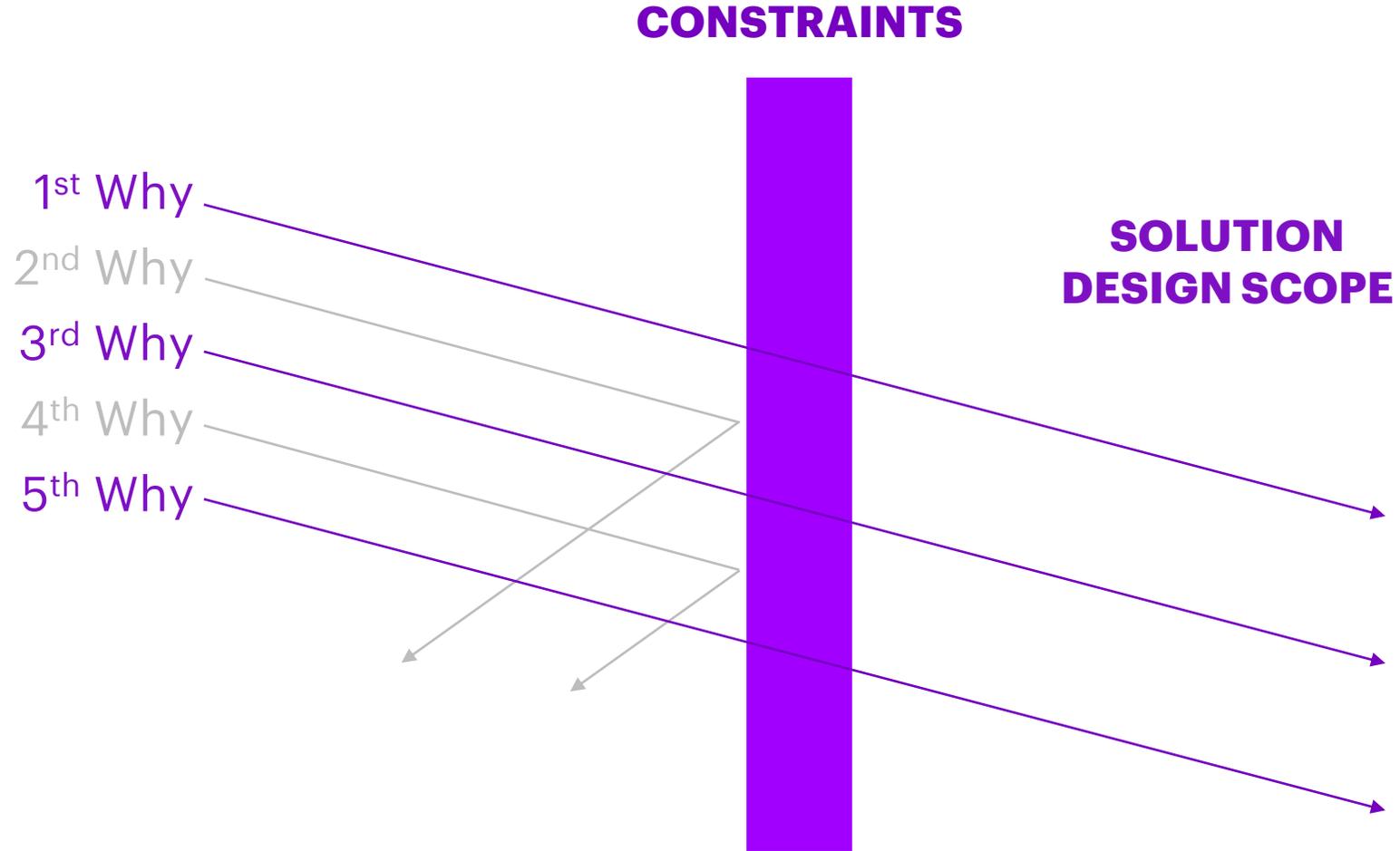
**JULIE SWEET**, Chief Executive Officer

**#Be** a Sustainable  
Business Designer

Accenture Salesforce  
Hackathon – Day 5:  
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# Start with (5) Whys



## Design Definition



The Panton Chair 1969 © Verner Panton

**“A creative, multidisciplinary and humanistic intellectual process, which addresses and provides solutions to everyday issues, large and small, related to economic, social and environmental challenges.”**

- **Agence Française des Designers/French Designers' Agency (AFD)**

# Design Aspects

*How might we*  
design a successful sustainable  
product/service/process?

Round-Robin like exercise! 😊



# Design Aspects

A successful design is “target-centric”  
**Design for whom?**

## Aesthetics

How the target will appreciate the external visual style of a product, a service, a concept

## Cost

How to meet target’s budget constraints vs. cost related to production

## Functionality

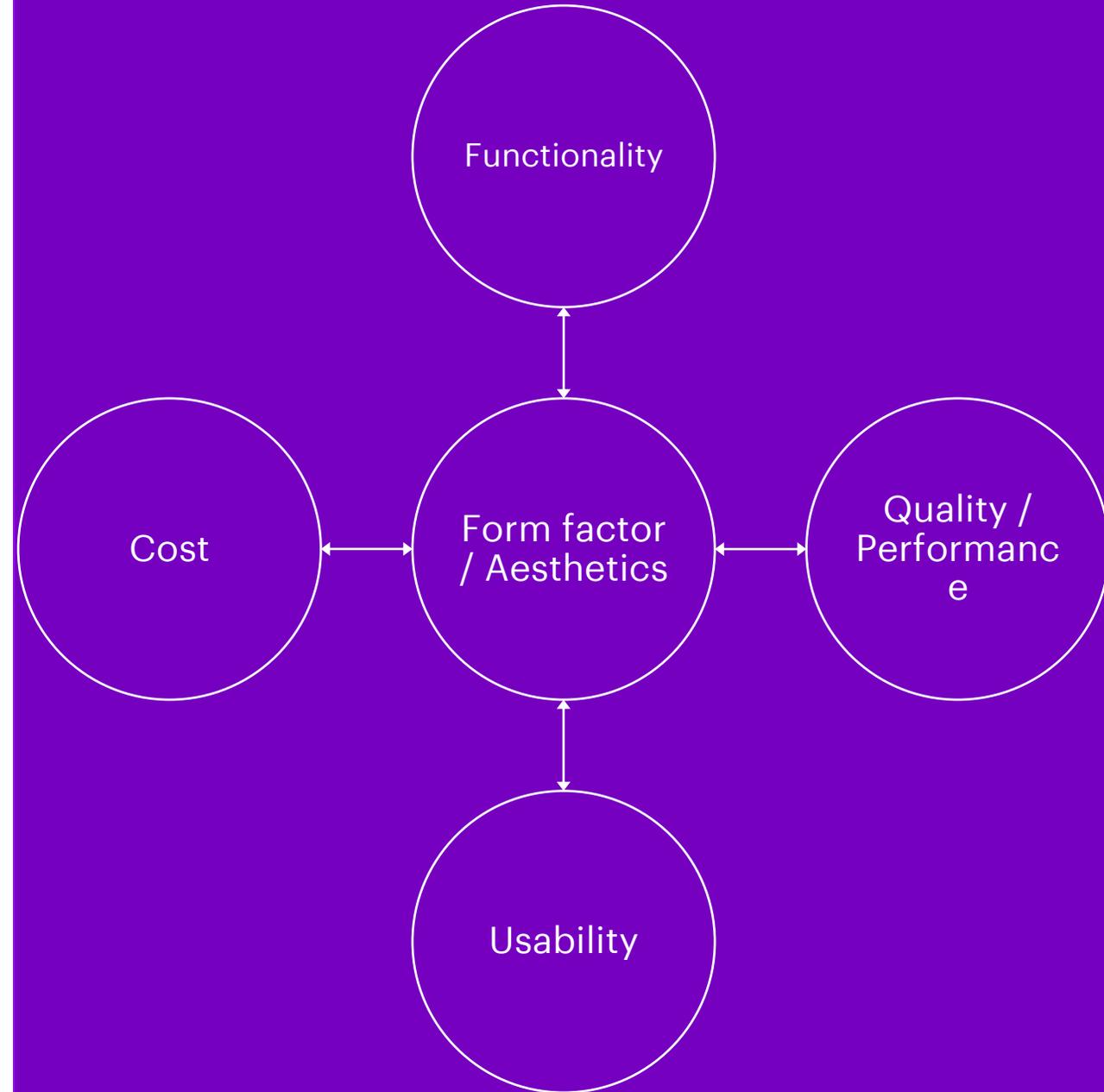
How the outcome is going to meet the target functional needs

## Usability

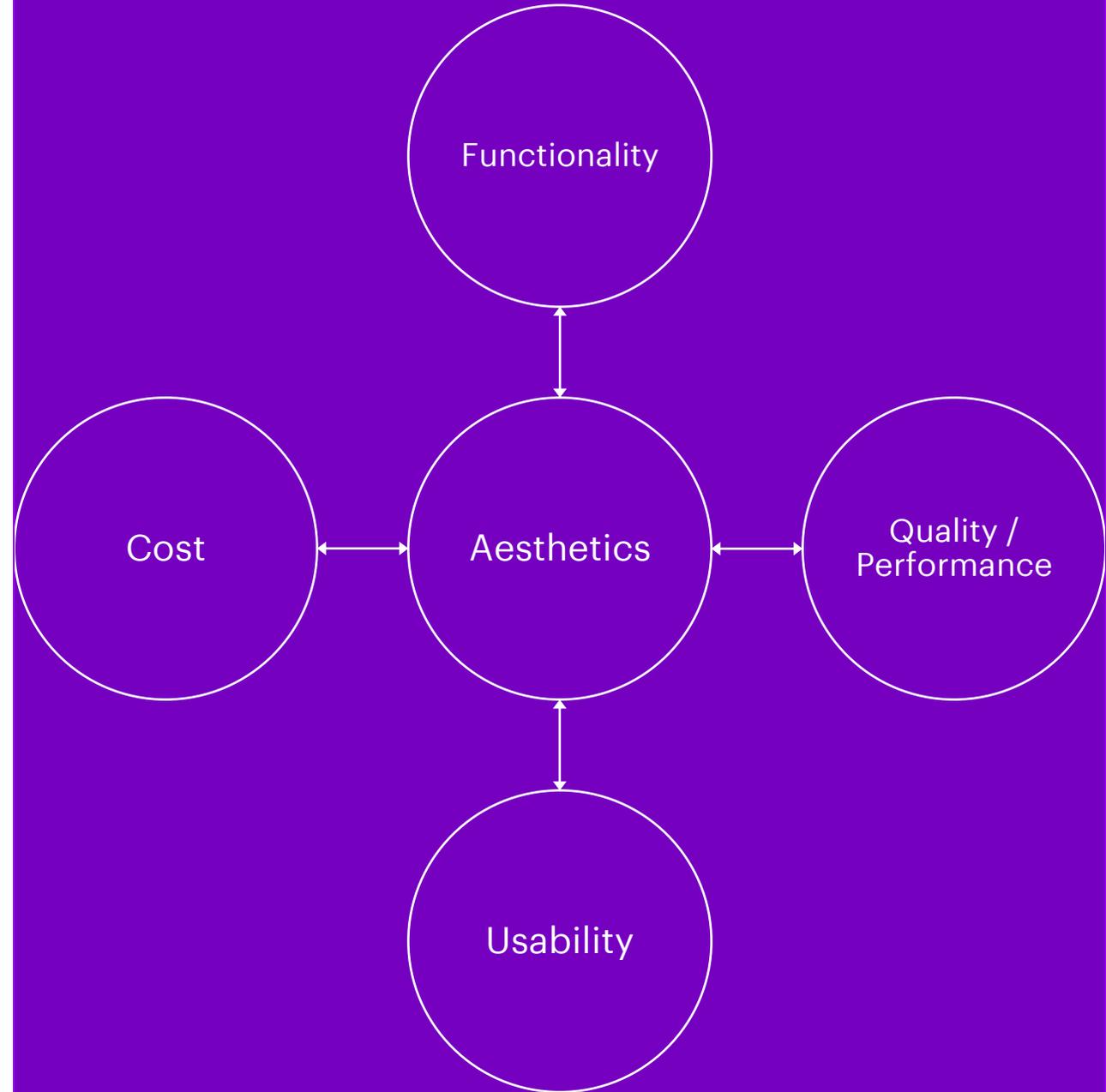
How easy and efficient will it be to use for the target

## Quality

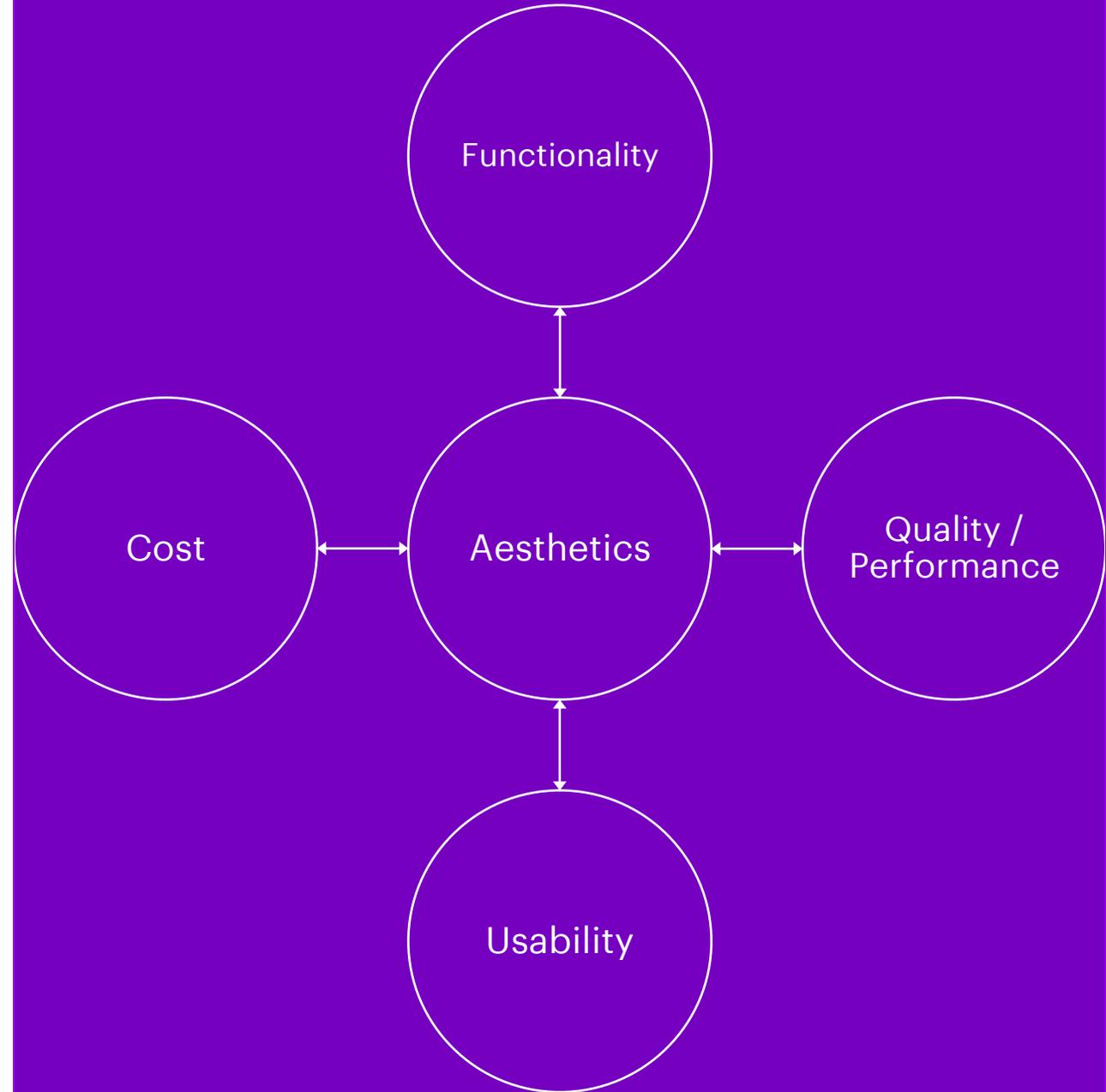
How it is going to meet the quality and performance targets



# Which design aspect was prioritized for this product? Which is the target customer?



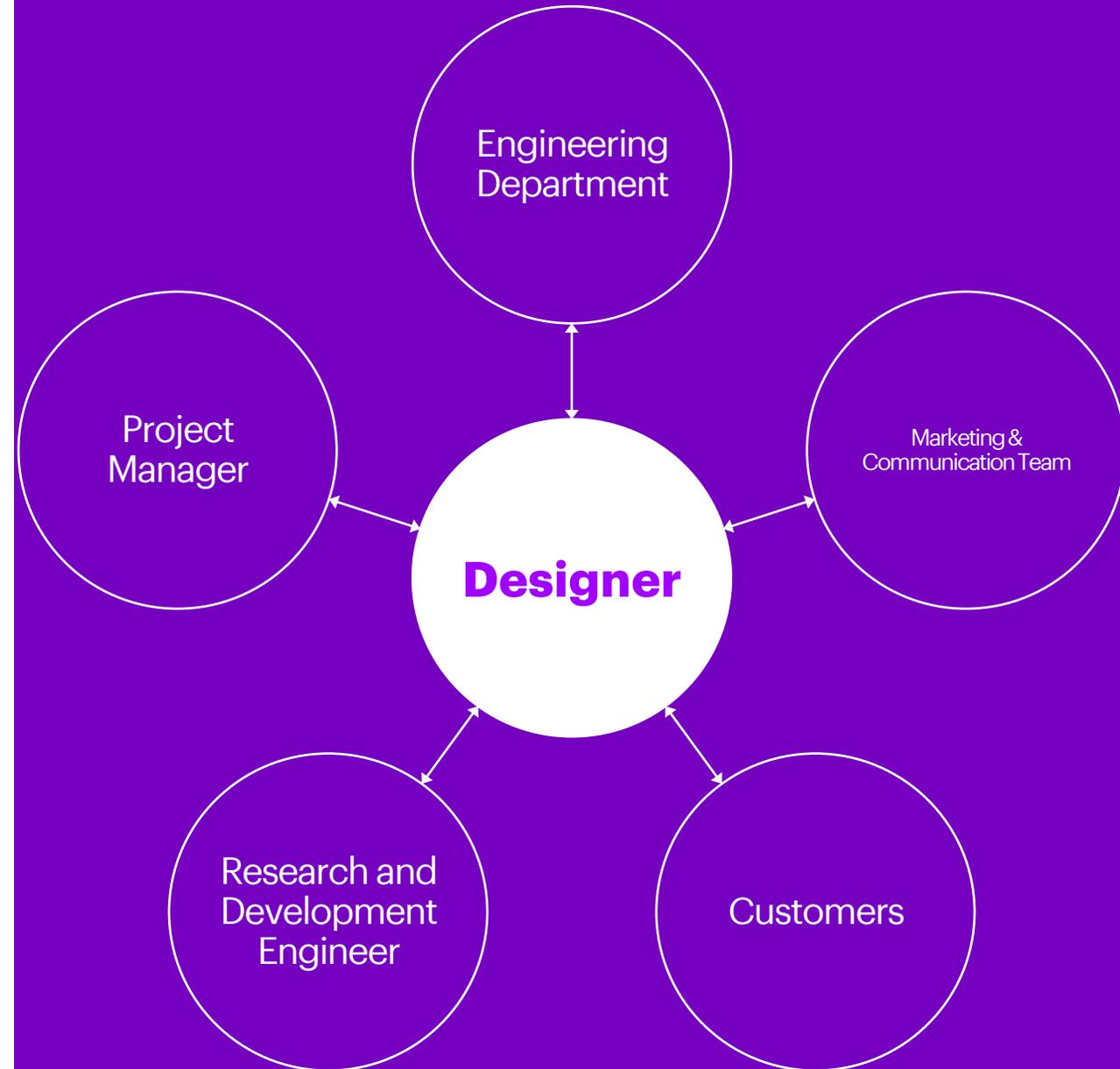
# Which design aspect was prioritized for this product? Which is the target customer?



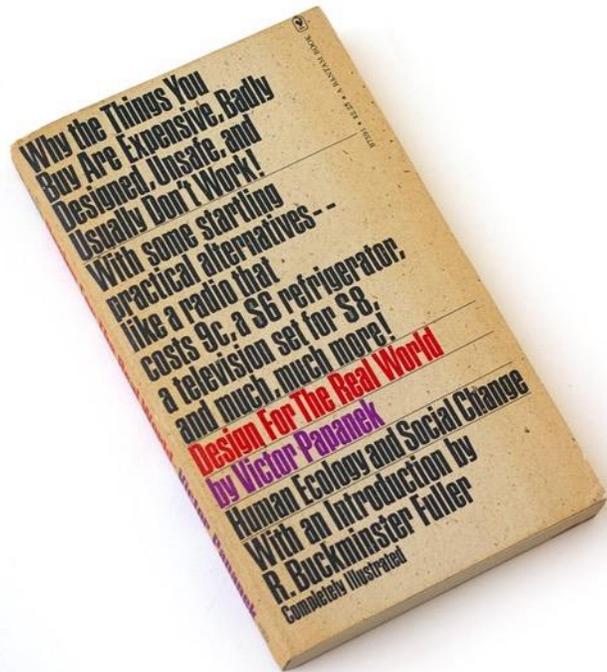
# Designer's Ecosystem

The designer's role consists in adapting the product or service to the needs of its target according to factors extracted from a book of specifications (among other things). This work is not done alone but rather by interacting with all the different decisions makers and stakeholders, as the designer is rarely the only one.

However, in some cases, the designer is in fact the main decision maker and influences the rest of the process, most notably the engineering. For example, in the case of the [Renault Twingo](#), the designer's choices were preferred over those of the marketing teams that did not believe for a second in the success of the vehicle.



## The story of Sustainable Design



**“You never change things by fighting the existing reality. To change something, build a new model that makes the existing model obsolete.”**

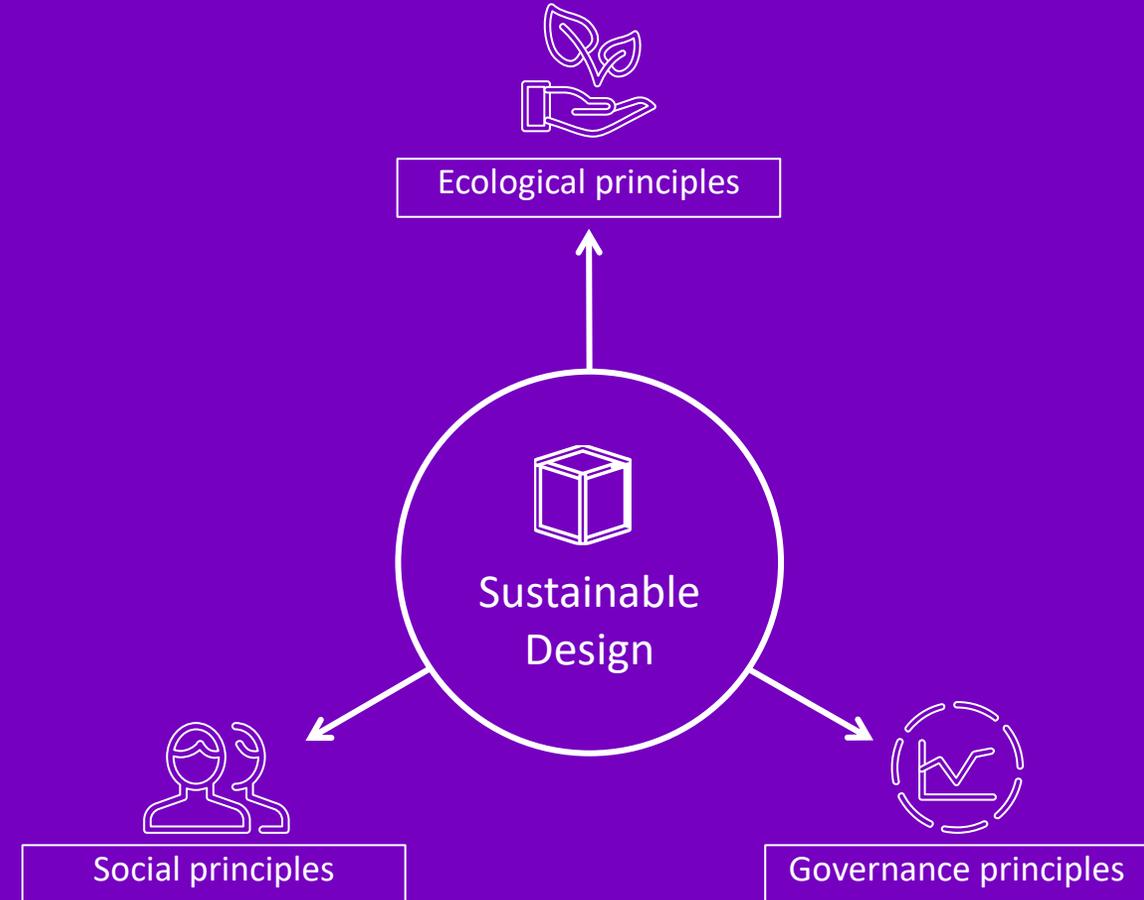
**R. Buckminster Fuller**

*American architect, systems theorist, author, designer, inventor, philosopher, critic of work, and futurist.*

# Design & Sustainability

Sustainable design is the philosophy of designing physical objects, environments or services according to the **principles of social, economic and ecological sustainability**.

These principles, also called the **three pillars of sustainable development**, cannot be dissociated. They are linked by a global vision of sustainable development.



# “All you need is love” and the right system of incentives

## Bloomberg

• Live Now Markets Technology Politics Wealth Pursuits Opinion Businessweek Equality **Green**

**Green**  
+ **Equality**

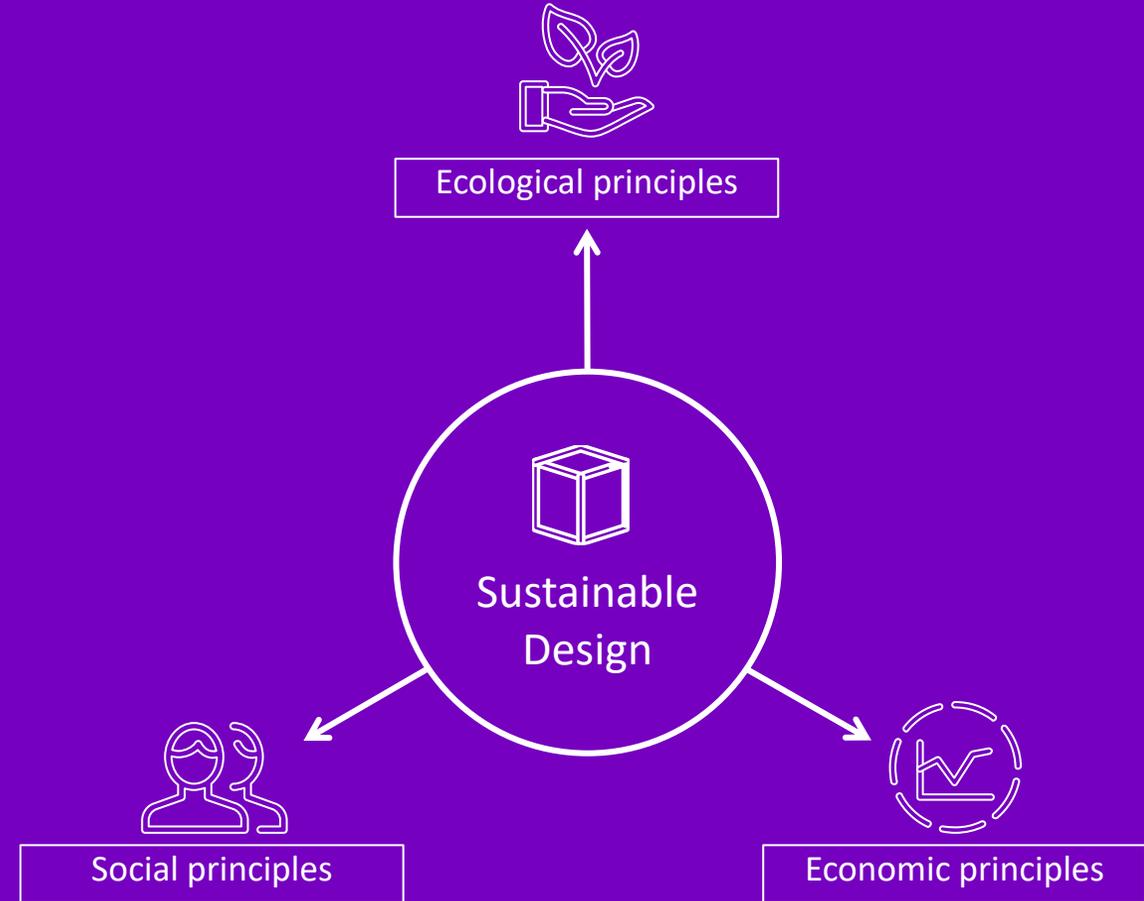
### Mastercard to Tie All Employee Bonuses to Meeting ESG Goals



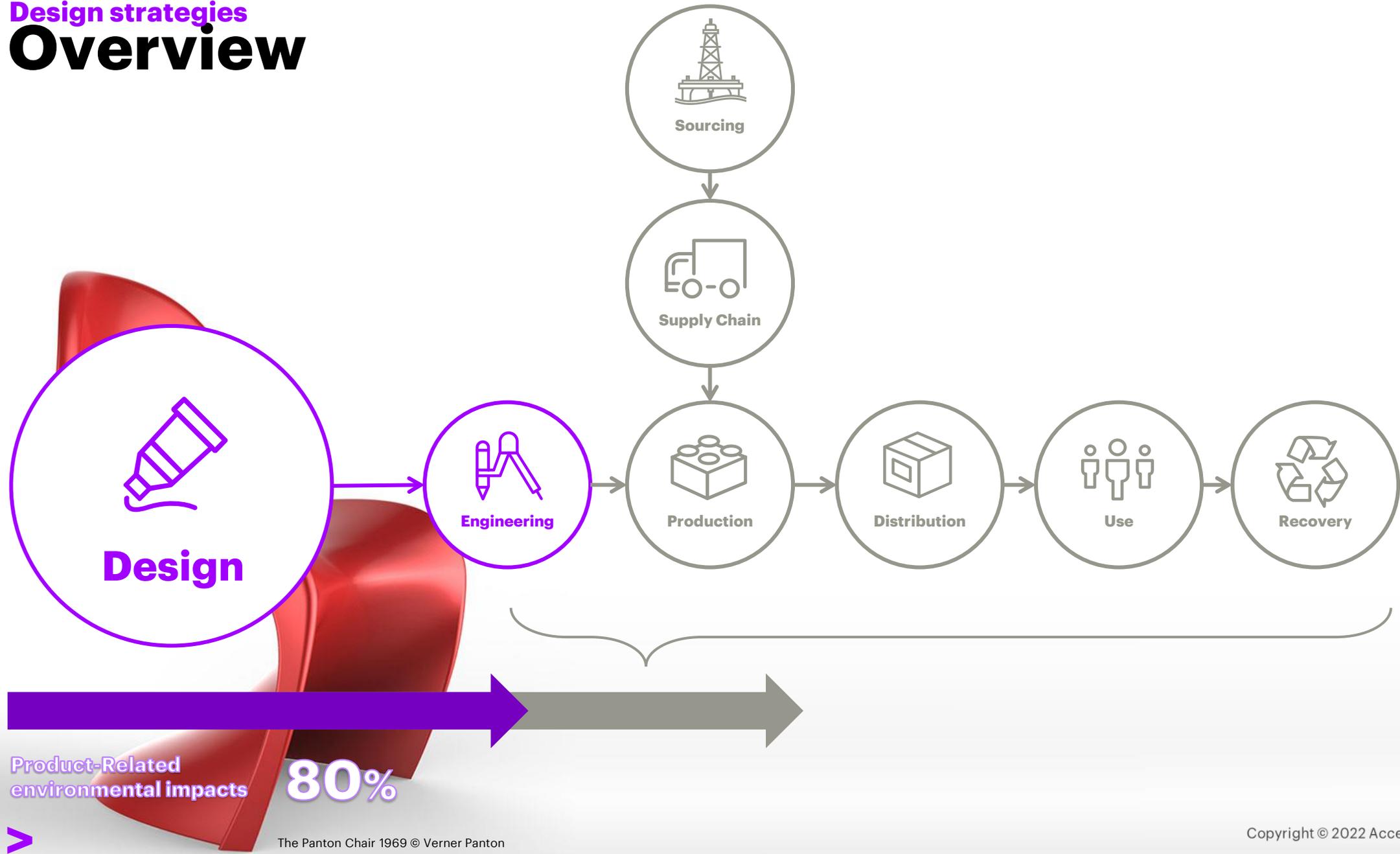
Michael Miebach *Photographer: Krisztian Bocsi/Bloomberg*

By Jennifer Surane

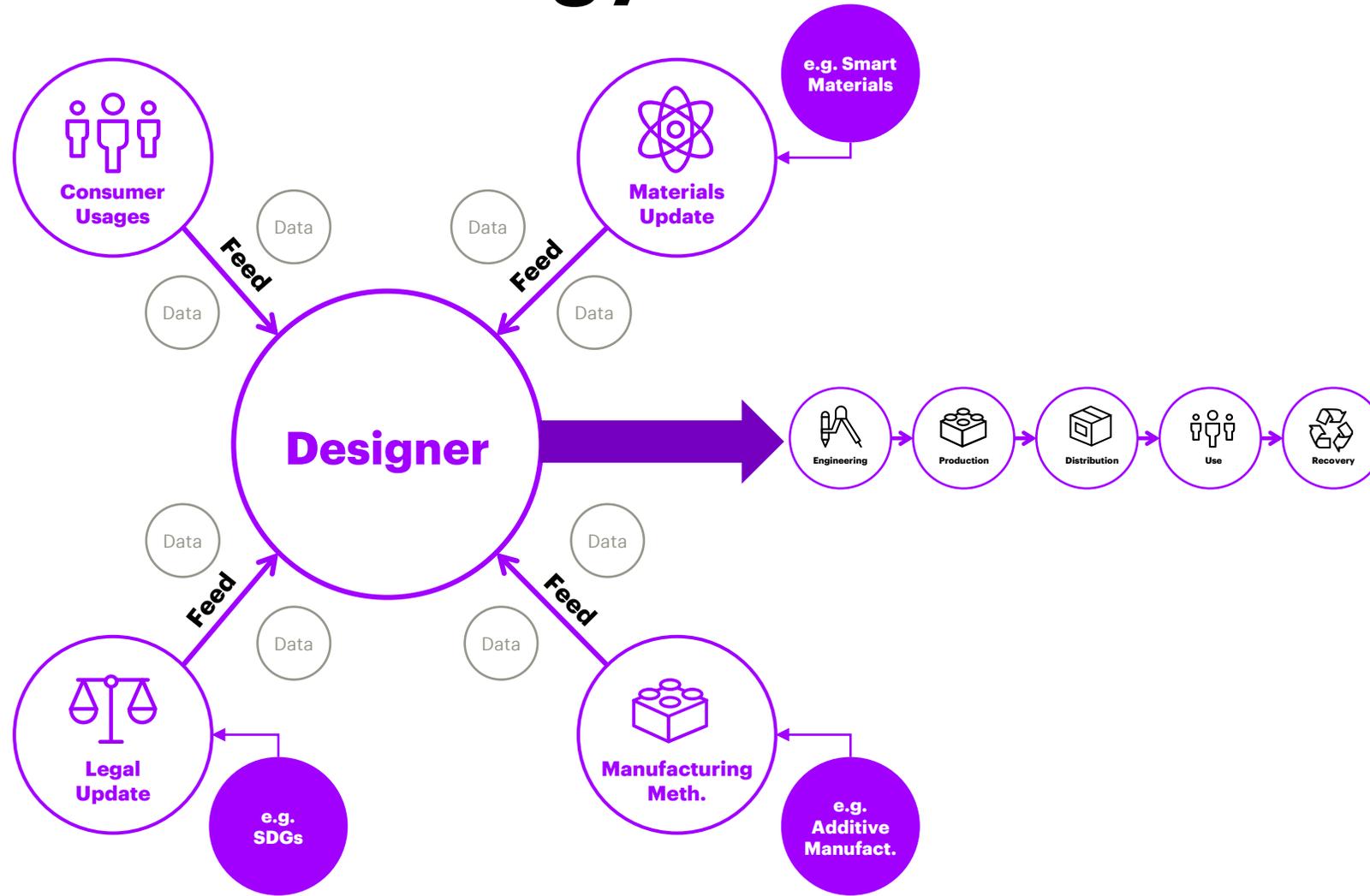
April 19, 2022, 3:15 PM GMT+2 [Link to article](#)



# Design strategies Overview



# Global Strategy

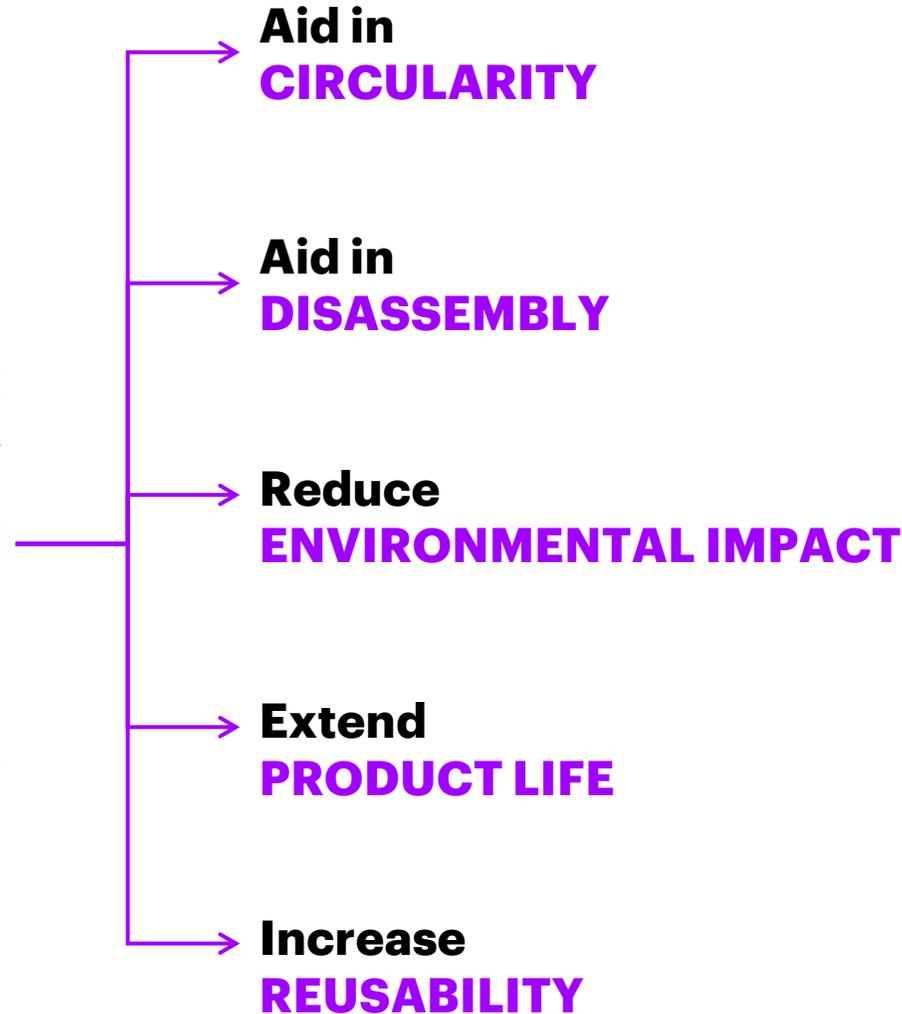


What are the key components of a sustainable design strategy?



# Towards a Sustainable Future

**Our vision is a digital transformation that enables sustainability and a circular product future through technological interventions in the product life cycle.**



# Sustainability Personas

Question Time! 😊

# Sustainability Personas

Persona	Description	Key Responsibilities
 <b>Sustainability Manager</b>	Manages and oversees environmental KPIs and is ultimately responsible for deliverables from Sustainability Cloud to executives	<ul style="list-style-type: none"> <li>• Signing off on management of usage and asset records</li> <li>• Signing off on audits of footprint records</li> <li>• Reviewing reports with executives</li> </ul>
 <b>Client Conserves Team Member</b>	Reviews usage figures and identifies opportunities for advancing Client's sustainability goals	<ul style="list-style-type: none"> <li>• Actively reviewing overall progress to ultimate goals on carbon, water, and waste</li> <li>• Reviewing sustainability projects and determining need for additional projects</li> <li>• Observing KPI trends at specific locations</li> </ul>
 <b>Executive</b>	Reviews high-level reporting from Sustainability Cloud and develops environmental strategy with Sustainability Managers	<ul style="list-style-type: none"> <li>• Reviewing dashboards</li> </ul>
 <b>Integration User</b>	Manages and owns data and integrations-related activities in Salesforce	<ul style="list-style-type: none"> <li>• Loading data</li> <li>• Handling integrations</li> </ul>
 <b>System Administrator</b>	Manages the day-to-day operability of Sustainability Cloud and Salesforce functionality as well as planning for future enhancements to the platform	<ul style="list-style-type: none"> <li>• Managing backend automation</li> <li>• Customizing the user interface (UI)</li> <li>• Managing security and user permissions</li> <li>• Managing data quality</li> <li>• Capturing business requirements for future enhancements beyond SI involvement</li> </ul>
 <b>Internal Auditor</b>	Audits asset, usage, and footprint records in Sustainability Cloud	<ul style="list-style-type: none"> <li>• Auditing usage and asset records</li> <li>• Auditing footprint records</li> <li>• Assisting with sustainability project tracking</li> </ul>
 <b>External Auditor</b>	Audits asset, usage, and footprint records in Sustainability Cloud (as an external user)	<ul style="list-style-type: none"> <li>• Auditing usage and asset records</li> <li>• Auditing footprint records</li> </ul>

# Sustainable Design Thinking



ESG Scorecard

Overview List Board Timeline Calendar Dashboard Messages Files

Last task completed on Dec 2

All tasks Filter Sort Customize

Epica

R1 - Backlog

R1 - In Progress

R1 - Done

R2 - E

- 01 - Datamodel ESG
- 02 - Dashboard Social
- 03 - Dashboard Environment
- 04 - Dashboard Governance
- 05 - Architecture and integration
- 3.11 KPI % Reduction of natural gas Emission
- 3.10 KPI % reforestation natural / semi natural
- 1.21 Datamodel Initiative Employee Item
- 1.15 Data Enrichment
- 1.8 Estendere iniziative record type
- 11.1 verificare su carbon footprint con recordtype Plant, non visibile l'header
- 5.2 Reperire dati CO2 Dinamici/ VS Manuali dati CO2
- 3.1 KPI GNL Emission reduction

# Salesforce-Accenture Sustainability Ecosystem

The Salesforce/Accenture Sustainability Ecosystem is funded on a 3-Layer approach which will be detailed described in the following chapter

## **ACCENTURE Dandelion Asset**



- Social KPIs
- Web Scorecard
- Governance Survey
- CO2 simulator
- ...

## **SALESFORCE Net Zero Cloud 2.0**



- Waste Management
- Supplier Management
- Carbon Footprint Forecast
- Science Based Objectives

## **SALESFORCE NetZero Cloud**

- Scalable ESG Datamodel
- Easy Data Integration from External Sources
- Scope 1, 2, 3 tracking



## **SALESFORCE CRM Platform**

- # 1 CRM for Customer Engagement
- 360° View
- Integration with Slack, Marketing, Ecommerce, etc



# Salesforce launches NetZero Cloud

*From > Sustainability Cloud  
To > NetZero Cloud*

**Released**  
Spring '22



'22

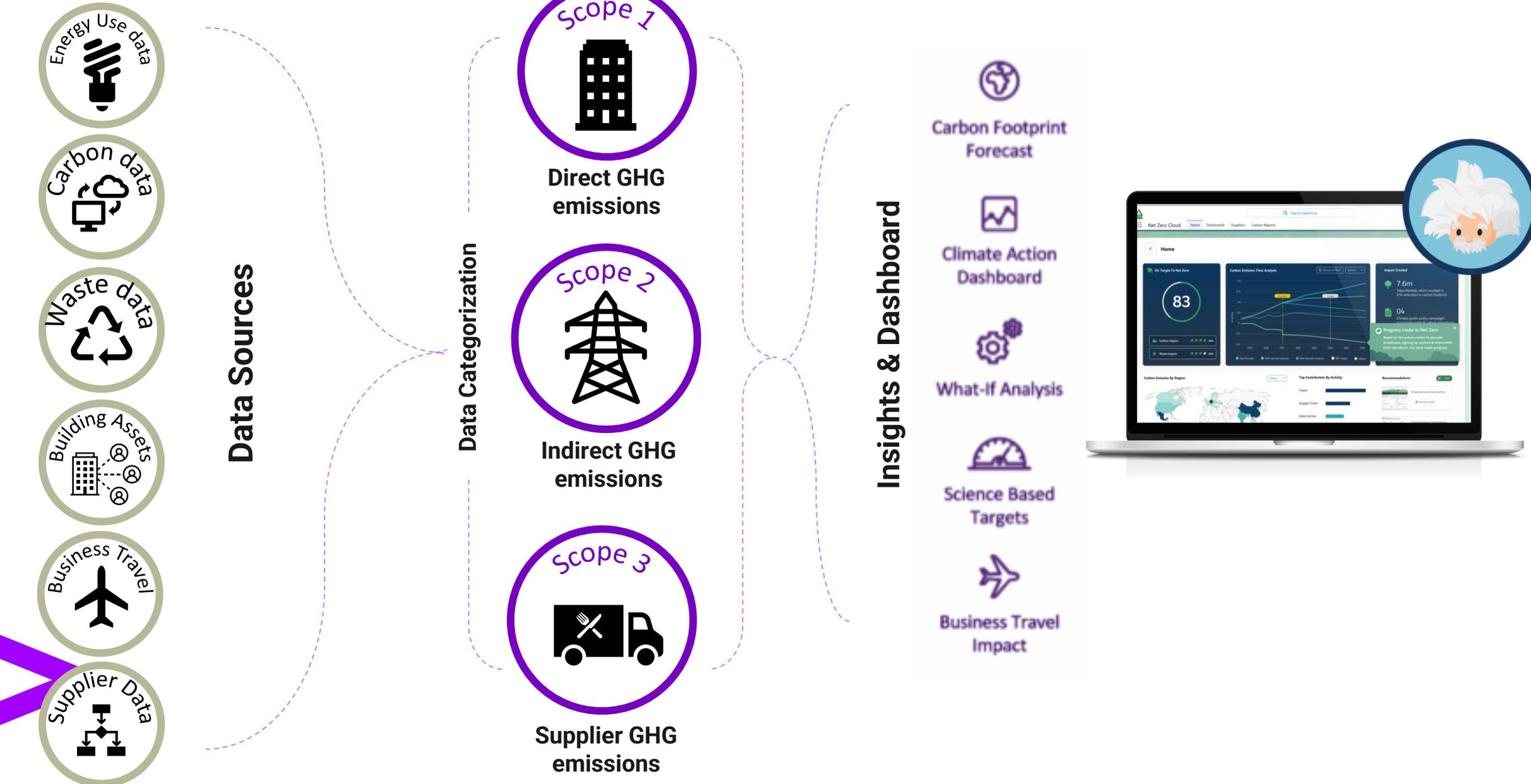
# What is NetZero Cloud?



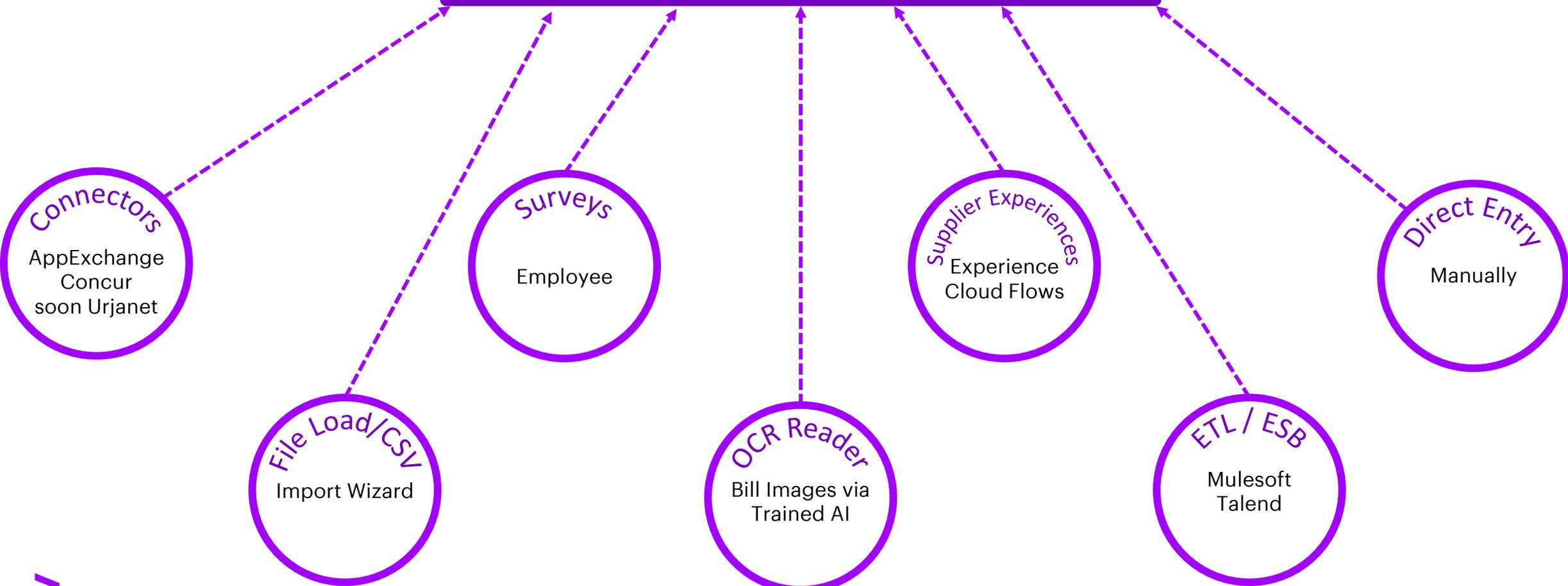
> Detailed Dashboard for Scope 1, 2 and 3 emissions



# Data Collection & Categorization in **Salesforce NetZero**



# Data Loading & Integration with Salesforce NetZero



# What can Salesforce NetZero Cloud 2.0 do for you?

Science-Based Objectives



Carbon Footprint Forecast



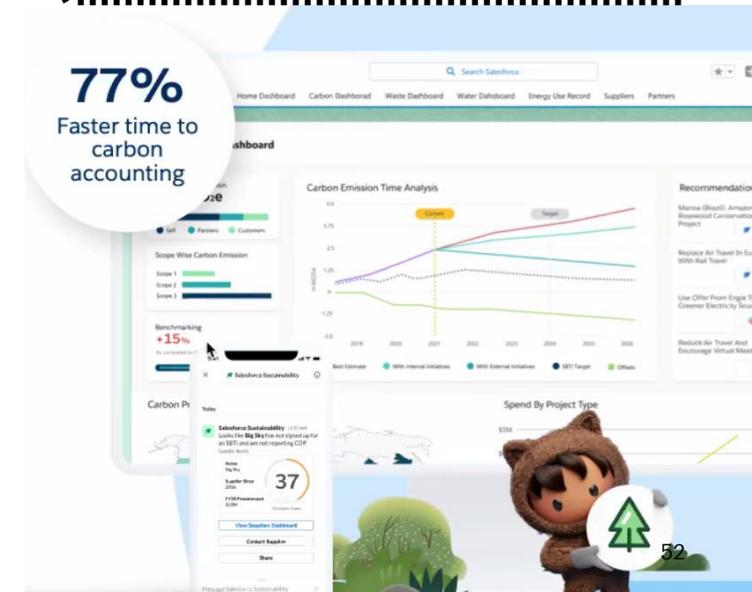
Supplier Management



 Roadmap

GROWTH Edition

Waste Data Management



# NetZero Core Features: Energy Uses

The use of energy is the main source of greenhouse gas emissions due to the activity of an organization.

With **NetZero**, using the **energy use records** the company can determine the consumption data type generated by each asset in the organization:

Information

Name: EnergyUseRecord Vehicle Dandelion

Owner Name: Alessio Russo

Vehicle Asset: e-Mix Fleet Alfa001

Emissions Source: e-Mix Fleet Carbon Footprint

Company-Owned Asset:

Supplier: e-MIX

Cost Center: 356

Retrofitted Electric Vehicle:

Report Period Detail

Start Date: 23/02/2021

End Date: 23/02/2022

Carbon Footprint Report Date: 23/02/2022

Buttons: Cancel, Save & New, Save

- Air travel energy use
- Freight hauling energy use
- Hotel stay energy use
- Rental car energy use
- Stationary asset energy use
- Vehicle asset energy use



# NetZero Core Features: Emission Factor

But **how is it possible to calculate the GHG** linked to the activities of the organization?

To calculate how many greenhouse gas emissions are produced by the company's activities, it is necessary to associate the emission factors with the use of energy generated by each asset of the organization.

With **NetZero** it is possible to link each energy consumption with the relative **Emission Factor**.

*Example: with this feature it is possible enter a value to calculate hotel stay emissions measured in kg of CO<sub>2</sub>e equivalent per night.*

Air Travel Emissions Factor	
Air Travel UK First Class - DEFRA 2021	
Emissions Factor Update Year	Distance Unit
2021	Kilometers
Related <b>Details</b>	
Information	
Name	Air Travel UK First Class -
Emissions Factor Data Source	<a href="https://www.gov.uk/government/e-gas-reporting-conversion">https://www.gov.uk/government/e-gas-reporting-conversion</a>
Haul Length Distance Definition	
Short-Haul Maximum Distance	482,8
Medium-Haul Maximum Distance	3.701,5
Long-Haul Minimum Distance	0,0
Air Travel Factors per Passenger Kilometer	
CO <sub>2</sub> /Passenger-km for Short-Haul (kg)	0,2253900
CO <sub>2</sub> /Passenger-km for Medium-Haul (kg)	0,5885200
CO <sub>2</sub> /Passenger-km for Long-Haul (kg)	0,5597000
CH <sub>4</sub> /Passenger-km for Short-Haul (kg CO <sub>2</sub> e)	0,0000100
CH <sub>4</sub> /Passenger-km for Medium-Haul (kg CO <sub>2</sub> e)	0,0000200
CH <sub>4</sub> /Passenger-km for Long-Haul (kg CO <sub>2</sub> e)	0,0000200

\* An emissions factor is a representative value that attempts to relate the quantity of a pollutant released to the atmosphere with an activity associated with the release of that pollutant.



# NetZero Core Features: Carbon Footprint

**Carbon footprint** shows the carbon footprint of an asset, a set of assets, or a set of business activities.

For example, it is possible to create a carbon footprint rolling up all Vehicle Asset energy use records to calculate the carbon footprint of the asset.

Scope 3 test emission CO2 - 2021		Footprint Stage		Total Scope 3 Emissions (tCO2e)	Record Locked
Co2 Reduction by initiatives	12.00	Scope 3 Emissions Source	Internal Audit	5.98280	<input type="checkbox"/>
<b>Details</b>					
▼ Information					
Name	Scope 3 test emission CO2 - 2021	Owner Name	Alessio Russo		
Reporting Year	2021	Footprint Stage	Internal Audit		
Start Date	01/02/2021	Audit Approval Status	Approved		
End Date	26/02/2021	Stationary Asset Environmental Source	Stationary warehouse building		
Reporting Date	25/02/2021	Record Locked	<input type="checkbox"/>		
Scope 3 Emissions Source	Emission source SC3 alfa Travel				
Carbon Inventory Record Count	23				
Co2 Reduction by initiatives	12.00				
▼ Upstream Emissions					
Scope 3 Emissions from Purchased Goods Services (tCO2e)	0.01148	Scope 3 Emissions from Waste Generated in Operations (tCO2e)	0.00000		
Scope 3 Emissions from Capital Goods (tCO2e)	0.00000	Total Scope 3 Emissions from Business Travel (tCO2e)	4.77132		
Scope 3 Emissions from Fuel and Energy-Related Activity (tCO2e)	0.00000	Scope 3 Emissions from Employee Commuting (tCO2e)	0.00000		
Scope 3 Emissions from Scope 3 Upstream Transportation Distribution (tCO2e)	0.00000	Scope 3 Emissions from Upstream Leased Assets (tCO2e)	0.00000		

When the energy use records are attached to a carbon footprint record, the system automatically calculates the asset's **scope 1, 2, and 3 emissions**.



\*It is possible manually enter supplemental scope 1 emissions, scope 2 market emissions, scope 2 location emissions, and scope 3 emissions on all carbon footprint record types.

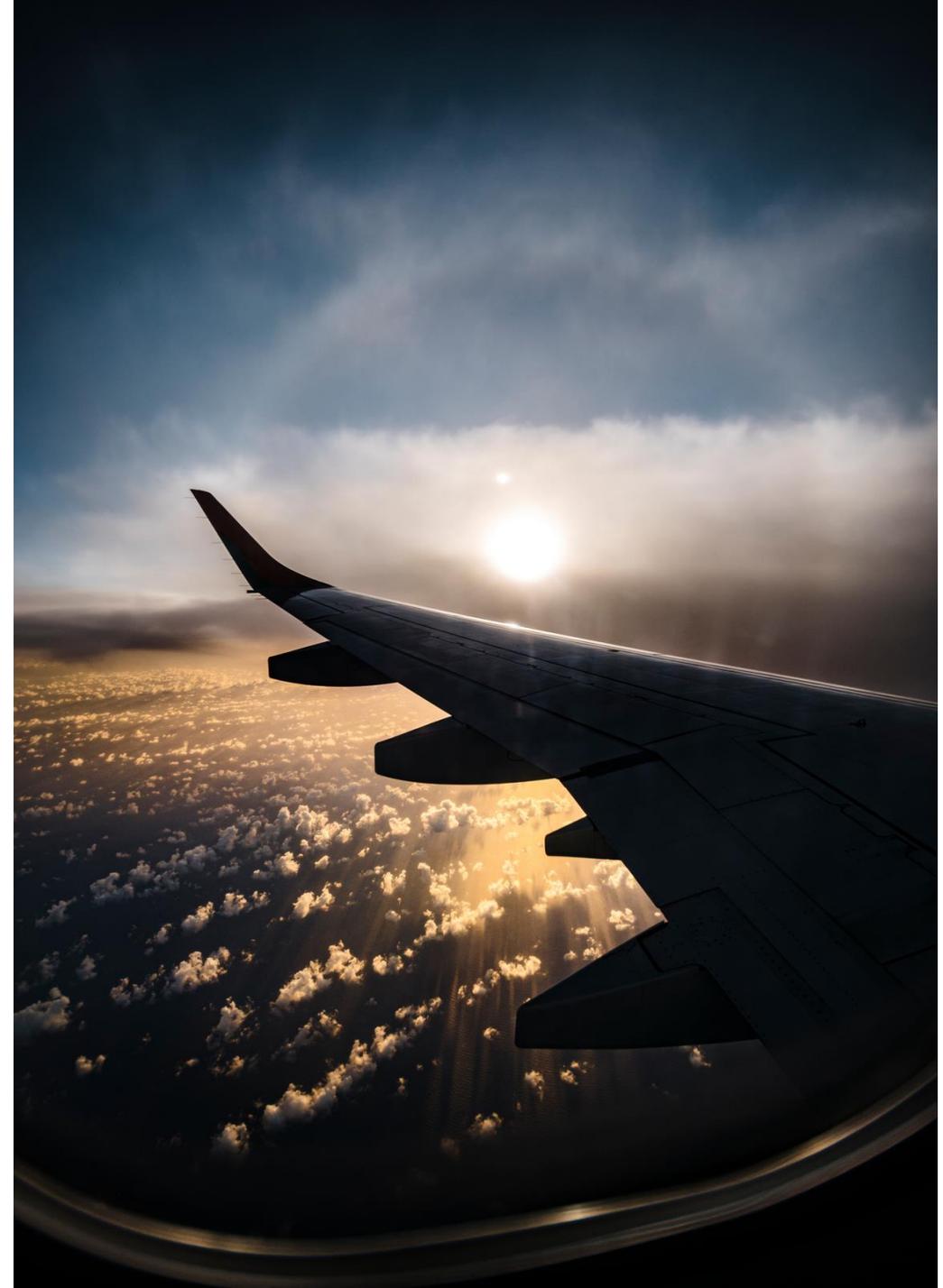


# NetZero Core Features:

## Scope 3 HUB

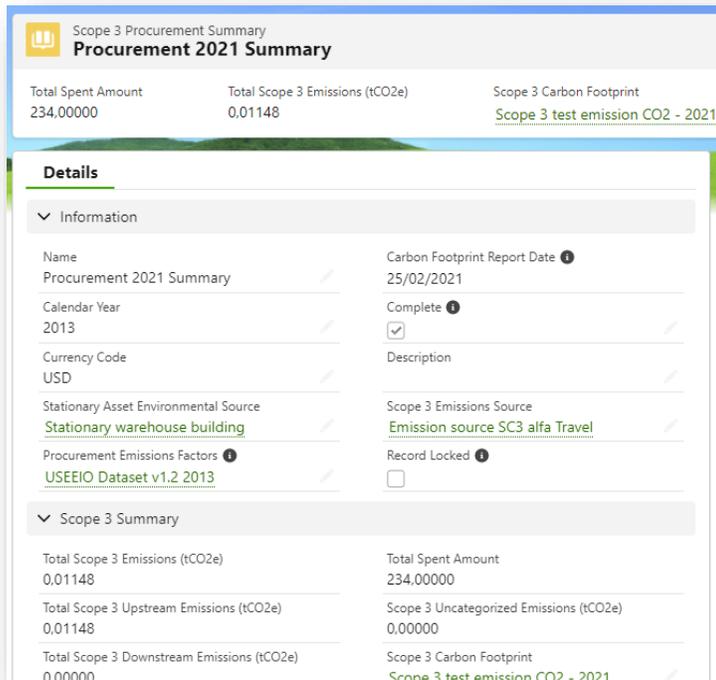
The **Scope 3 Hub** offers a single point of management for your company's procurement-related scope 3 emissions:

- **Procurement emissions factor** set datasets represent reference data that's used to calculate an amount of currency as an approximate amount of tCO<sub>2</sub>e (metric tons of carbon-dioxide equivalent).
- **Scope 3 procurement summary** represents a group of scope 3 procurement items that quantify and classify specific spending and relate that to a carbon footprint.
- Apply historical inflation rates to adjust the emissions factors so that procurement data from a year different from the emissions factor data can be used to do the calculations.



# NetZero Core Features: Procurement

**NetZero** supports the accounting for scope 3 emissions, and specifically makes procurement-related scope 3 emissions easy to calculate according to the GHG Protocol.



The screenshot displays a 'Scope 3 Procurement Summary' for the year 2021. It includes a summary table at the top and a detailed 'Details' section below.

Scope 3 Procurement Summary		
Total Spent Amount	Total Scope 3 Emissions (tCO <sub>2</sub> e)	Scope 3 Carbon Footprint
234.00000	0.01148	Scope 3 test emission CO <sub>2</sub> - 2021

Details	
Information	
Name	Carbon Footprint Report Date
Procurement 2021 Summary	25/02/2021
Calendar Year	Complete
2013	<input checked="" type="checkbox"/>
Currency Code	Description
USD	
Stationary Asset Environmental Source	Scope 3 Emissions Source
Stationary warehouse building	Emission source SC3 alfa Travel
Procurement Emissions Factors	Record Locked
USEEIO Dataset v1.2 2013	<input type="checkbox"/>

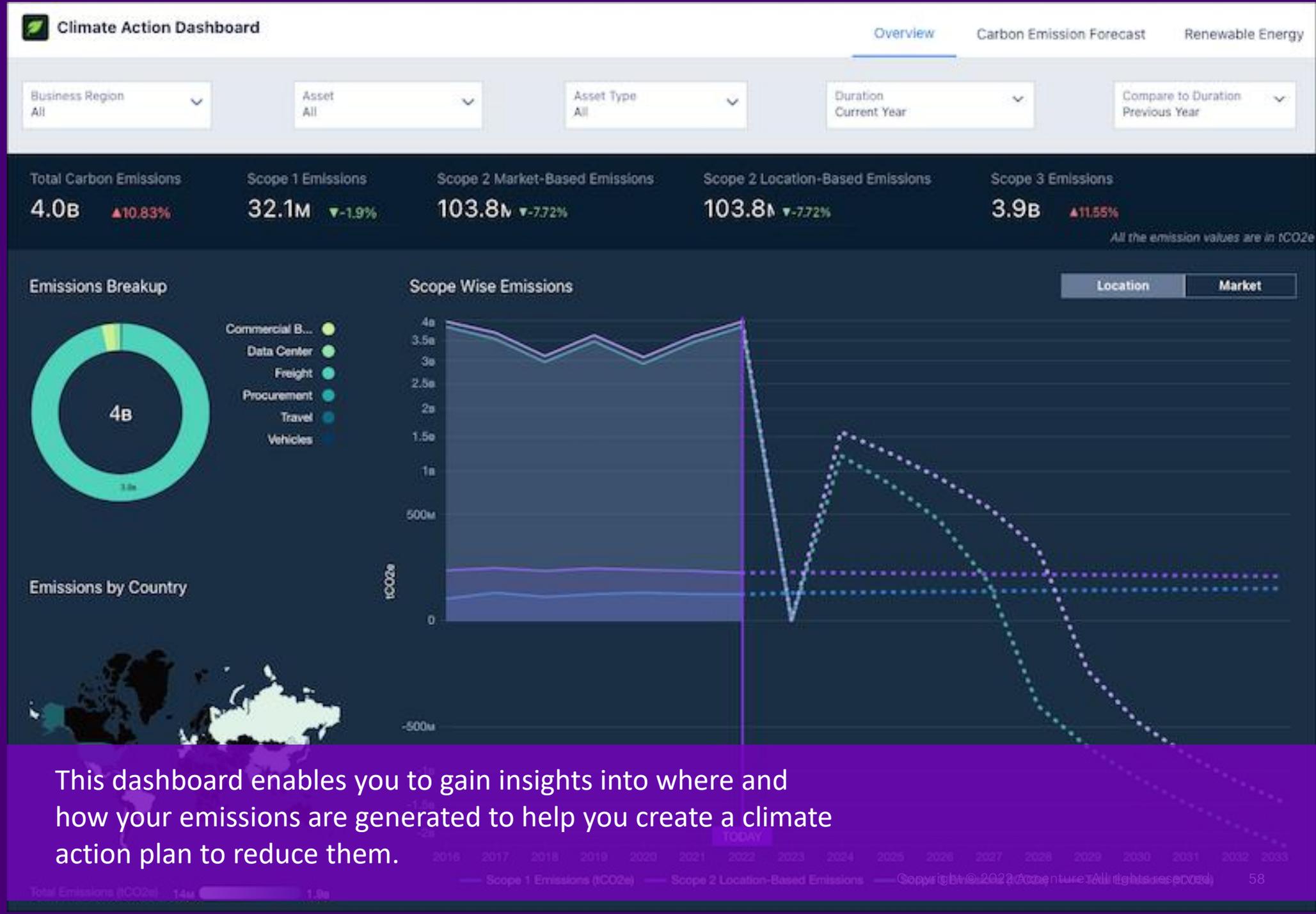
Scope 3 Summary	
Total Scope 3 Emissions (tCO <sub>2</sub> e)	Total Spent Amount
0.01148	234.00000
Total Scope 3 Upstream Emissions (tCO <sub>2</sub> e)	Scope 3 Uncategorized Emissions (tCO <sub>2</sub> e)
0.01148	0.00000
Total Scope 3 Downstream Emissions (tCO <sub>2</sub> e)	Scope 3 Carbon Footprint
0.00000	Scope 3 test emission CO <sub>2</sub> - 2021

Net Zero converts the amount that the organization spends for an individual procurement category in tonnes of carbon dioxide equivalent (tCO<sub>2</sub>e) by using a matched procurement emissions factor.

By measuring this data, it is possible to calculate the Scope 3 carbon footprint of procurement and take action to reduce the business impact on atmospheric warming.

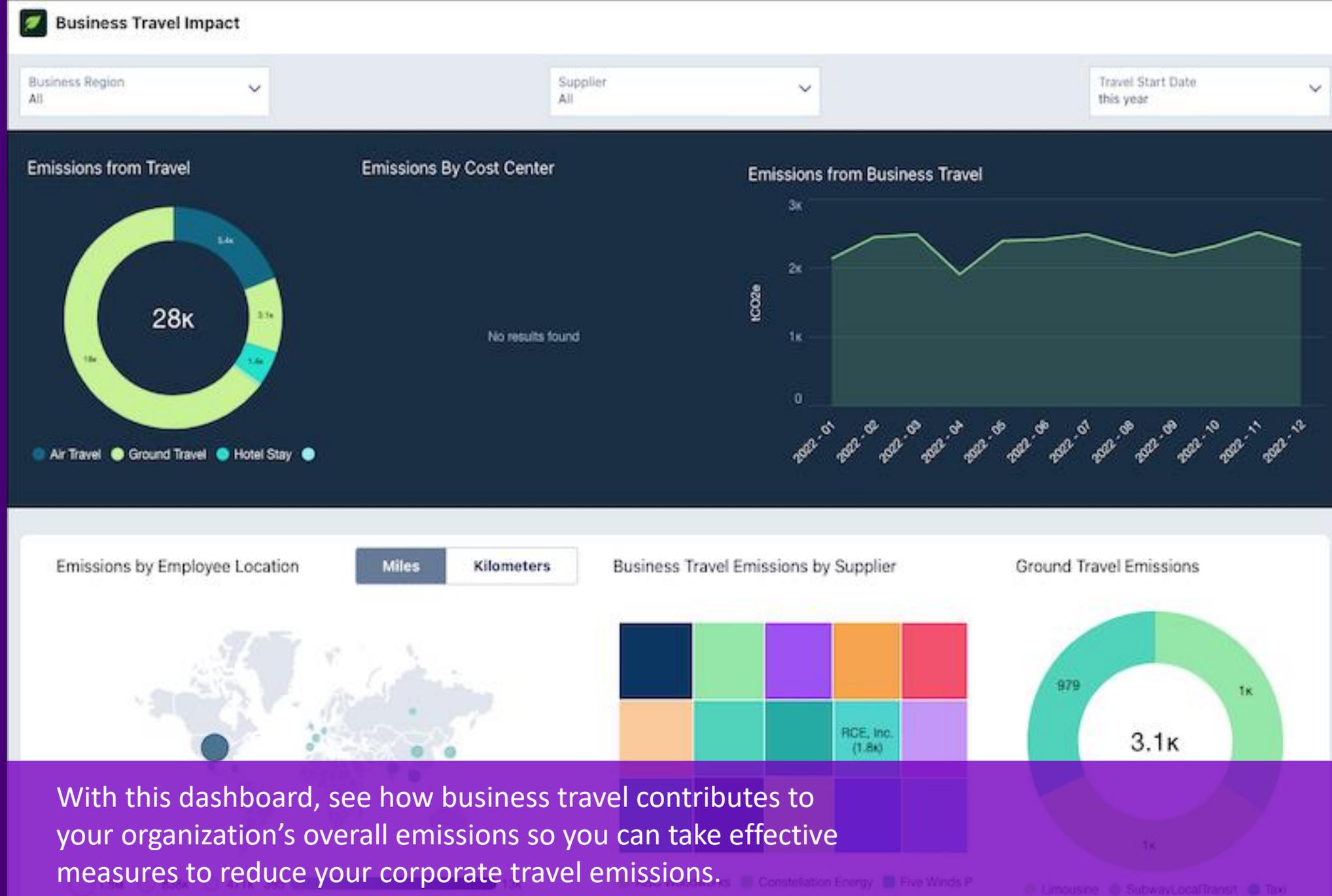


# Dashboard: Climate Action



This dashboard enables you to gain insights into where and how your emissions are generated to help you create a climate action plan to reduce them.

# Dashboard: Business Travel Impact



# Scope 3 Procurement

Business Region: All | Asset: All | Asset Type: All | Supplier: All | GHG Group: All | Duration: Current Year | Compare To: Previous Year

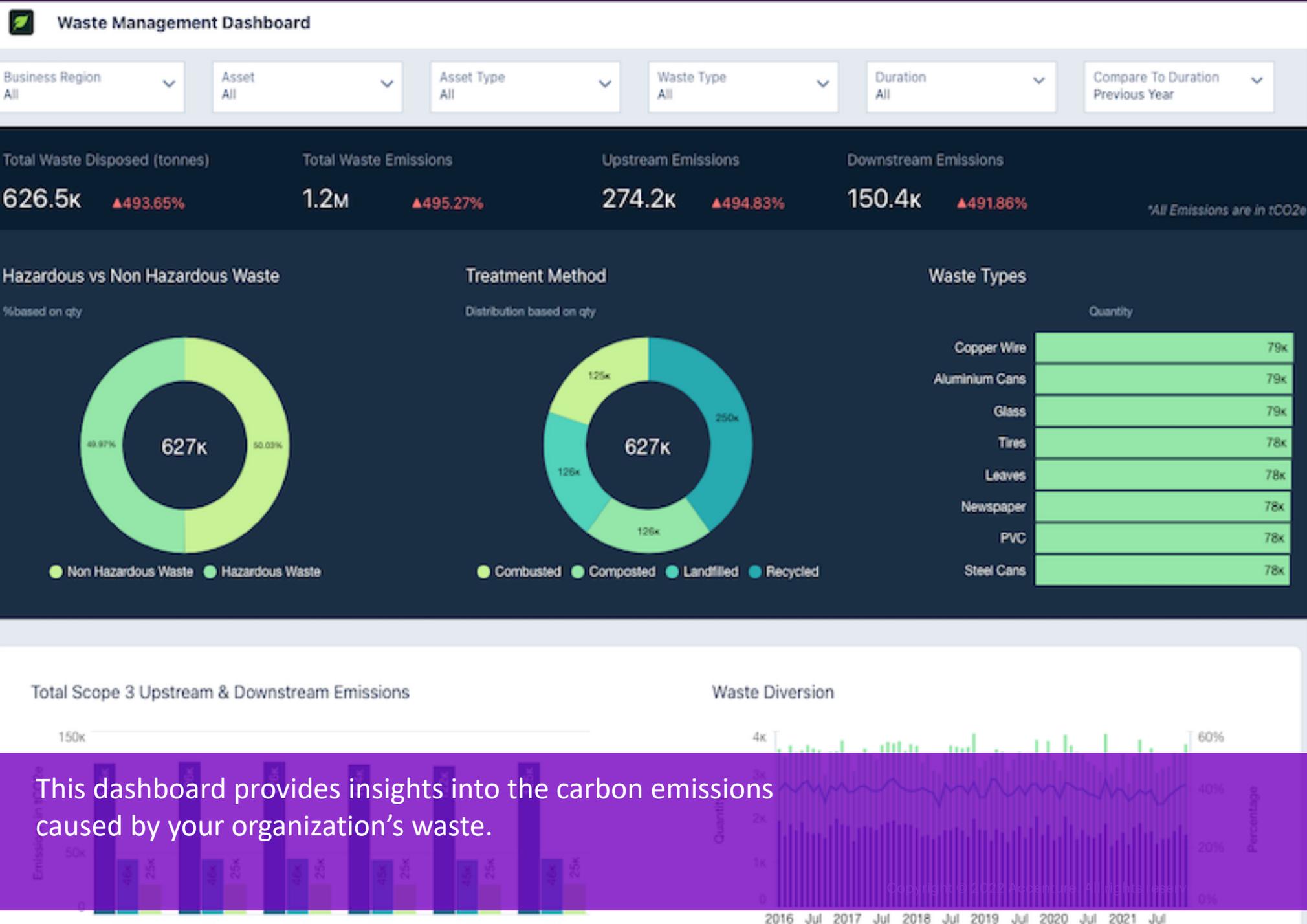
Procurement Emissions: **158.9k** ▼-36.58% | Procurement Expense: **\$398.0M** ▼-36.17% | Emission to Expense Ratio: **399.4** | Suppliers: **15** 0%



Supplier	Emissions in Selected Period	Emissions in Comparison Period	Change in Emissions	Expense	Emission to Expense Ratio
Global Media	10k	18k	-41.67%	\$27M	419µ
Mammoth International	10k	18k	-42.86%	\$27M	419µ
Red Studio Designs	11k	17k	-36.41%	\$27M	409µ
Glasgow Catering	10k	17k	-36.9%	\$27M	409µ
ABC Woodworks	10k	17k	-36.9%	\$27M	409µ
Roseburg Products Co	10k	17k	-36.9%	\$27M	409µ
Office Print & Ship Services	10k	17k	-36.9%	\$27M	409µ
Five Winds Projects, LLC	10k	17k	-36.9%	\$27M	409µ
salesforce.com	10k	17k	-36.9%	\$27M	409µ
Accenture, All rights reserved.	10k	17k	-36.9%	\$27M	409µ
Commission Energy	10k	17k	-36.9%	\$27M	409µ

This dashboard helps you analyze your organization's procurement data and learn how it contributes to your scope 3 carbon emissions.





# Dashboard: Waste Management

This dashboard provides insights into the carbon emissions caused by your organization's waste.

# Dashboard: Audit Dashboard



# What are the Business Benefit while using **Salesforce NetZero?**

- Incorporate Sustainability into core company value
- Cloud computing reduce carbon footprint
- Move local data files into one single source of truth
- Share data with Stakeholder and partners
- Focus on the **Customer Engagement** and Involve actively the Customer in the **sustainability change**
- NetZero as a service (investor, supplier, marketplace)



# Sustainability Services at Accenture focus on 6 defined growth themes



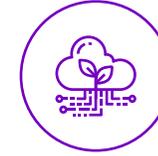
## Net Zero Carbon Industry Transitions

Helping our clients navigate the energy transition through innovation-led, business model transformation



## Responsible Supply Chain, Product Design & Circular Economy

Designing and delivering trusted, net zero and circular end-to-end value chains



## Sustainable Technologies / Green IT & Cloud

Reducing the footprint of IT through sustainable Journey to Cloud and more efficient technology practices



## Sustainability Measurement, Analytics & Ledger

Leveraging technology and software to better measure and monitor sustainability performance across the business



## Sustainable Organization, Leadership & Learning

Developing sustainable operating models, new-skilling and upskilling sustainable talent alongside our T&O practice



## Consumer Brand, Growth & Experience

Unlocking growth opportunity from the growing consumer pull for more sustainable products, services and experiences

# ACCENTURE SALESFORCE ACADEMY

## TECH TRAINING LAB – LOW LEVEL AGENDA – DAY 5

Modules	Unit Details	Mins
<a href="#">Net Zero Cloud Basics</a>	Get Started with Net Zero Cloud	10 min
	Track Emissions with Net Zero Cloud	10 min
	Explore Additional Features of Net Zero Cloud	10 min
<a href="#">Carbon Accounting for Assets with Net Zero Cloud</a>	Learn the Foundations of Carbon Accounting	10 min
	Track Emissions for Stationary Assets	10 min
	Manage Carbon Footprint Records for Stationary Assets	10 min
	Track Carbon Emissions for Vehicle Asset Sources	10 min
	Explore Additional Features for Carbon Accounting	10 min
<a href="#">Carbon Accounting for Scope 3 with Net Zero Cloud</a>	Track Scope 3 Activities	10 min
	Calculate Emissions from Business Travel	10 min
	Calculate Emissions from Freight Hauling and Waste	10 min
	Calculate Procurement-Related Emissions	10 min

