



Leverage power of Emissions Intelligence solution with UK's leading facilities management company and Wipro



Ambition

The client is UK's leading facilities management and consulting company. The client's energy consulting team helps enterprises define their net zero strategy and advises them across all aspects of reporting and net zero transition. Companies face challenges with the capture, analysis and reporting on emissions data and this is accentuated by skills shortage and changing legislation. The client had the ambition to launch an 'Emissions Intelligence' solution that would track and deliver emission reduction for their customers to meet their sustainability goals.

Action

Wipro partnered with client and Salesforce to develop the 'Emissions Intelligence' solution leveraging the power of Salesforce Net-Zero Cloud combining it with CRM Analytics and Experience Cloud. From the blueprinting stage, Wipro's Salesforce consulting team worked closely with client's energy consulting to conceptualize the reporting dashboards and perform several iterations for visualizing data for energy consumption, carbon emissions, recommended future initiatives and their capital spend, as well as the projected emissions and the carbon offsets required.

Wipro handled the complexities in client's end customers data such as consumption of multiple non-standard data formats and variation in how the emissions get categorized across scope 1, 2 and 3. Additionally, Wipro scaled the solution to suit various commercial tiers defined by client based on their needs and size.

Ambitions Realized

Wipro worked closely with client for designing and developing the solution to simplify the reporting, visualization and improvement of emissions data. This solution has been launched by client as 'Emissions Intelligence' and it provides enterprises access to advanced insights on the Salesforce platform, while also smartly handling the process from data capture all the way to the identification of emission reduction initiatives and results

tracking. Wipro has produced a full service and a light service version of the solution which offers commercial flexibility to client and its diverse customers.

The Emissions Intelligence solution offers a bouquet of benefits and exceptional value to client's customers such as:

Drives efficiency: Reduces time to process vast quantities of data from various sources and formats. Makes reporting process predictable and less resource intensive, freeing up time for value-add activities

Increases revenue and investment: ESG transparency and action drives improved brand perception, customer loyalty and sales. Improved opportunities as investors look at ESG metrics to evaluate investment opportunities

Mitigates risk: Compliance with carbon accounting requirements. Avoids fines for non-compliance and high auditor costs. Prevents loss of stakeholder trust and investment

Overall, the client projects 66% cost savings over 3 years for enterprises adopting Emissions Intelligence solution.

Wipro's partnership with client has helped them:

Gain competitive advantage: The solution provides client with a differentiator which is helping them win new and larger deals.

Unlock potential of Salesforce investment: Wipro has unlocked capabilities of Salesforce CRM Analytics and Salesforce Net Zero Cloud that bring most value to client.

Improve efficiency: Client's energy consulting team benefits from faster turnaround of calculations and visualisation of their customers' data leading to higher productivity.



Ambitions Realized.

Wipro Limited
Doddakannelli
Sarjapur Road
Bengaluru – 560 035
India

Tel: +91 (80) 2844 0011
Fax: +91 (80) 2844 0256
wipro.com

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