greenly

Missing data: who is the owner of the transportation means used in this file?

We own all the trucks, but not the sea vessels.

White paper

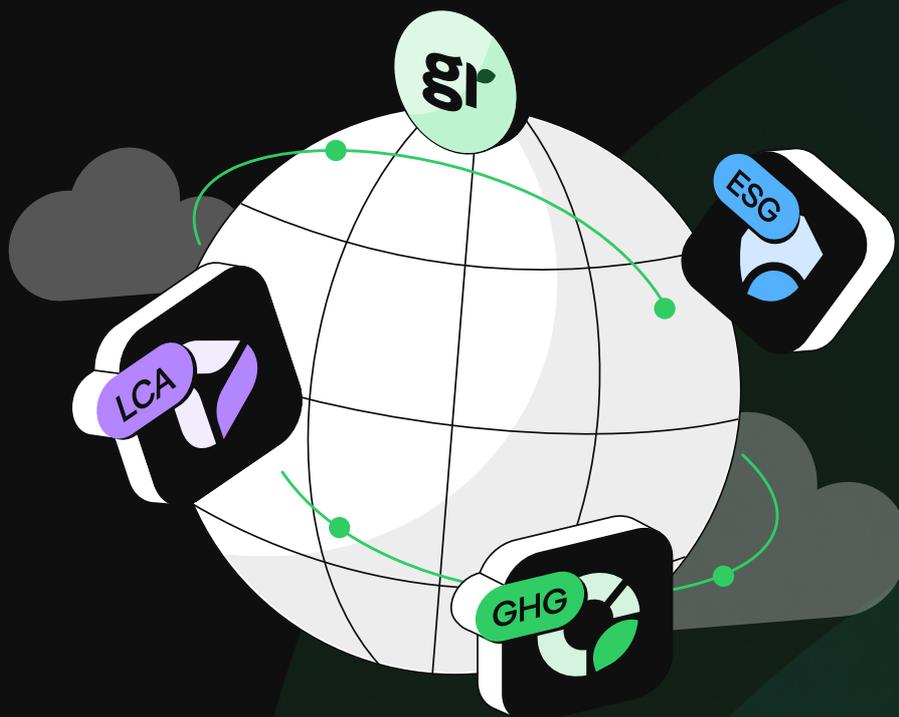# The New Era of Impact: Transforming Sustainability Strategy with Greenly EcoPilot

About Greenly

Greenly was founded with a simple mission: to make carbon accounting simple, precise, and intuitive for every company. Today, Greenly is a top-rated, industry-leading solution for carbon accounting and sustainability management, trusted by over 3,500 companies worldwide. Our platform is the highest-rated in its category, with a 4.8/5 satisfaction score on G2, Trustpilot, and Capterra.

We combine a powerful, AI-driven technology platform with the deep knowledge of over 60+ in-house climate experts to deliver an unparalleled service. Our comprehensive suite provides 360-degree coverage for every climate need, including GHG & Decarbonization Management, Life Cycle Assessment (LCA), and ESG Reporting.

At Greenly, we are not just building a compliance tool; we are building a new category of Carbon Intelligence to turn historical data into a management system for the future. We are dedicated to democratizing climate intelligence and making sustainability accessible, so every organization can take part in building the Net Zero economy.

Get Started

Just like 3500 companies, they have entrusted Greenly with their Carbon Footprint

gr

UBISOFT

ivalua

Medik8

whatley manor

Juliette has a gun

HSBC

HUAWEI

O/I NaughtOne

Zeus

forest

TENTH REVOLUTION GROUP

VALAMAR

WAVERTON | WEALTH

Gili's PARIS

COATUE

ten square games

PerkinElmer Science with Purpose

HERMÈS PARIS

HANOVER INVESTORS

SFA GROUP Shaking up water

sessùn

whatley manor

BNP PARIBAS

ACCELL GROUP THE PREMIER EUROPEAN CYCLE GROUP

L'ORÉAL

GO CAPITAL

SIEMENS

TIER

MOTION EQUITY PARTNERS Investing in progress

360Learning

LVMH

Lucy & Yak

PEARL Infrastructure Capital

dacha safety • security • intelligence

faurecia

CLOSED LOOP partners

ARAVO

48 FORTY SOLUTIONS

OH MY CREAM ! LA BEAUTÉ INITIÉE

NextStage AM

APTIV

Mondetta® World Outfitter

From ambition to proof...

In the current business landscape, sustainability leaders are under constant pressure to deliver greater impact with limited resources. The process is often fragmented and inefficient, with teams spending more time on tedious tasks like formatting spreadsheets than on strategic work that reduces emissions. This reality creates a significant barrier to progress, turning compliance into a burden and stalling meaningful action.

Greenly introduces EcoPilot, a technological upgrade to the Greenly platform that functions as an intelligent co-pilot for your climate strategy. Powered by artificial intelligence, EcoPilot transforms sustainability work from a chore into a dynamic conversation. It is designed to provide an instant expansion of your team, delivering the expertise and support needed to achieve a bigger impact, all within your existing budget.

This white paper outlines how EcoPilot solves the most pressing challenges in sustainability management. We explore its core capabilities, from automating complex data collection and scaling supplier engagement to generating instant, audit-ready decarbonization roadmaps and ESG reports. By combining the precision of climate experts with the speed of AI, EcoPilot empowers organizations to move beyond static reporting and toward a future of continuous, data-driven climate action.

The new era of impact is here. It's time to equip your organization with a modern climate operating system that turns sustainability from a cost center into a competitive advantage.

Arnaud Delubac

Cofounder & CMO of Greenly

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Introduction

Navigating the Sustainability Reset

Despite headlines suggesting a backlash, the reality on the ground tells a different story. We are not in a sustainability recession; we are in a sustainability reset: one that is cementing climate strategy as a must-have capability for the next decade of growth.

Market logic, not ideology, is driving this shift. Customers demand it, investors price it, and regulators mandate it. The data is clear: 77% of Chief Sustainability Officers saw no budget cuts in the last year, and 88% affirm that sustainability is a key driver of long-term value. More companies than ever are disclosing their emissions, recognizing that carbon data is no longer a "nice-to-have" but a passport to compete in the Net Zero economy.

The fundamental question for business leaders has evolved. It is no longer, "Are we doing ESG?" but rather, "Are we building a company that can thrive in a climate-driven market?".

Yet many organizations remain stuck with yesterday's tools. They face a landscape where compliance feels like bureaucracy, reporting is fragmented, and action stalls. At Greenly, we believe every sustainability leader deserves a modern climate operating system, one that automates what slows you down, engages your entire value chain, and gives you the confidence to lead.

The Old World: Challenges Facing Today's Climate Leaders

The path to impactful climate action is often blocked by systemic inefficiencies, a broken process that forces leaders to spend more time on manual labor than on strategy. This "old world" approach is defined by five core challenges:

Data Chaos

Endless data collection across disparate spreadsheets, subsidiaries, and suppliers creates a state of perpetual disarray. Data must be forced into rigid templates, a tedious and error-prone task that consumes thousands of hours and balloons costs.

Scope 3 Blind Spots

For most companies, the majority of emissions lie in the value chain (Scope 3), yet this is where data is most opaque. Supplier data is often missing or unreliable, relying on estimations and averages that obscure true impact hotspots. Engaging suppliers is a manual, repetitive, and often fruitless process.

Compliance Pressure

The reporting burden from frameworks like the Corporate Sustainability Reporting Directive (CSRD), International Financial Reporting Standards (IFRS), and the Science Based Targets initiative (SBTi) is immense, with no margin for error. Existing tools often produce backward-looking reports that satisfy regulators but offer no clear guidance on what to do next.

Static Reports

Teams generate static reports in spreadsheets and presentations that are outdated the moment they are finished. These documents fail to guide strategy, gather internal support, or adapt to new data, leaving teams trapped in a cycle of reporting rather than reducing.

Analysis Paralysis

Even when the data is collected and the reports are filed, a painful question remains: "What's next?". Teams are left to manually translate complex findings into actionable steps, leading to damaging delays and inaction.

The New World: Greenly's Vision for Carbon Intelligence

To overcome the limitations of the old world, a new approach is required. This isn't a dramatic trend: it's the new standard. Leaders must strengthen their climate strategy every single year because the market demands it and their customers expect it. To stay ahead, you can't rely on static tools; you need a partner that evolves with you. Greenly is more than a tool: it's an active partner in transforming climate ambition into concrete action.

Greenly, powered by EcoPilot, is a new way for businesses to understand and act on their climate impact. It delivers a new agentic experience, where EcoPilot performs your toughest actions, from data collection to action plan formulation to producing custom ESG documents. Imagine working on sustainability in a platform that feels less like a software and more like a conversation with a climate expert who learns from your company, your industry, and your goals.

This vision redefines the category, moving beyond mere carbon accounting to a new field: Carbon Intelligence. Carbon Intelligence turns historical data into a dynamic management system for the future, enabling ambitious teams to move from reporting to action at unprecedented speed.

Introducing Greenly EcoPilot: Your AI Co-Pilot for Sustainability

We know that complying with sustainability frameworks can feel like a marathon. You start with the energy to make your company greener, but reality quickly hits: thousands of data points to chase, obscure CSRD disclosures to answer, and the right emission factors to find for LCAs. You are short on staff, short on time, and under immense pressure to do more with less.

So we asked ourselves:

> ?
>
> What if all this boring manual work disappeared?

> ?
>
> What if this AI already knew your company, your industry, and your peers, and answered the hard questions for you, instantly?

> ?
>
> What if an AI co-pilot handled the research, the benchmarking, and the data formatting, delivering the output of an expert team five times bigger, at the speed of AI?

This is no longer science fiction. Today, it's here. Introducing Greenly EcoPilot.

EcoPilot is the technological engine that makes Greenly the industry's smartest sustainability strategist: it combines the precision of experts with the speed of AI, delivering more results and greater value for your company, within the same budget.

02

Core Capabilities: From Tedious Tasks to Strategic Impact

Greenly EcoPilot is not a single feature; it is a suite of intelligent capabilities designed to remove friction at every stage of your climate journey. It automates the tedious, contextualizes the complex, and transforms data into decisive action.

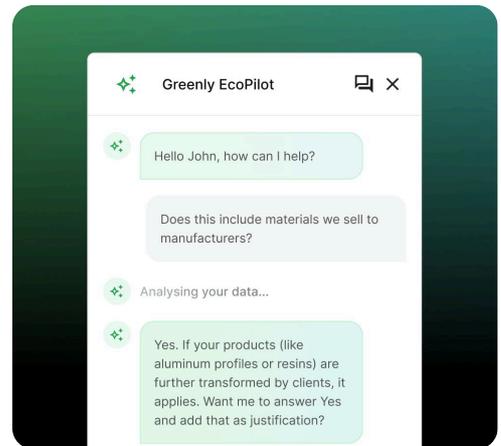## Sustainability as a Conversation, Not a Chore

The old world of sustainability software is defined by rigid menus, complex formulas, and endless clicking. EcoPilot introduces a new, conversational paradigm.

🎗 The Benefit

Your platform becomes as intuitive as the way you speak. Instead of hunting for the right dashboard, you get answers and insights through natural language.

❓ How it Works

Users can simply ask EcoPilot direct questions in a conversational interface. EcoPilot provides the answer directly or navigates you to the right place in the platform, eliminating guesswork and saving time.

Automated Data Processing with Dynamic Guidance

Data collection is the most time-consuming part of carbon accounting. Previously, users had to spend hours forcing messy company files into rigid templates.

🎗 The Benefit

Reduce data preparation time by up to 95% and ensure audit-ready accuracy from the start.

❓ How it Works

Simply upload your raw data files, whether a messy Excel spreadsheet or a PDF. EcoPilot automatically formats, deduplicates, and reconciles the data with zero manual effort. It validates the information, checks for anomalies, and explains any issues in plain language, acting as a built-in sustainability consultant.
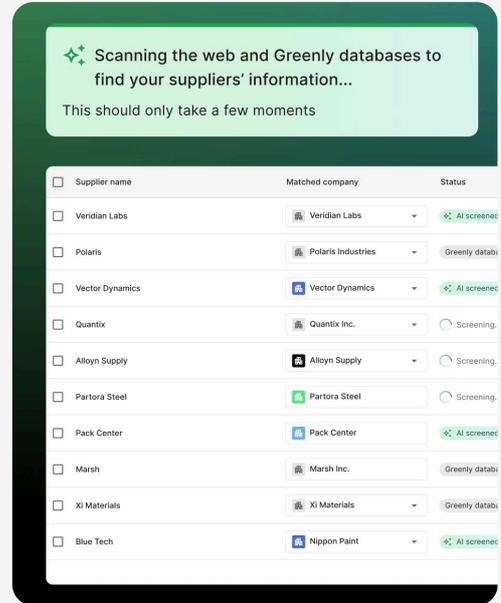
Scaled Supplier Engagement for Clearer Scope 3

Addressing Scope 3 emissions requires engaging hundreds or thousands of suppliers, a task that has historically been manual and plagued by low response rates.

The Benefit

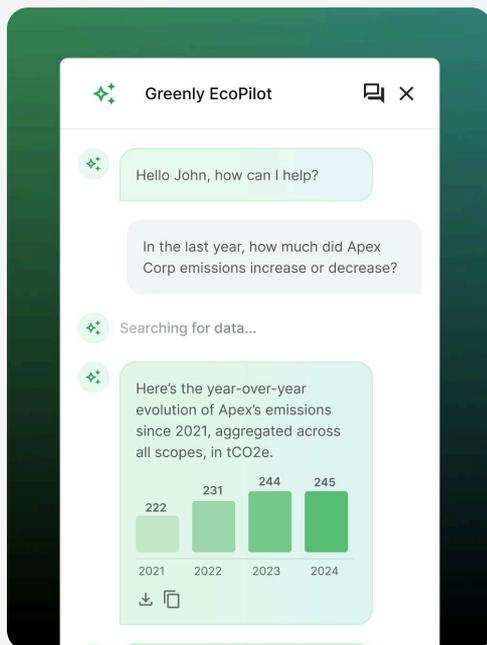Move from opaque estimates to a clear, actionable view of your entire supply chain's climate performance.

How it Works

EcoPilot screens your supplier list against our database of tens of thousands of companies, and scans the web for carbon data and targets. In minutes, your entire supply chain is screened for climate action. You see which suppliers already have useful data, and you only need to engage the rest. The platform manages engagement at scale and in multiple languages, dramatically increasing both the speed and quality of your Scope 3 data collection.

Instant Decarbonization Roadmaps

A carbon footprint is a diagnosis, not a cure. The real value lies in creating a clear, actionable plan to reduce emissions.

The Benefit

Instantly generate a board-ready decarbonization roadmap that is tailored to your business and aligned with global standards.

How it Works

EcoPilot analyzes your emissions hotspots and suggests tailored reduction objectives, such as adopting renewable energy or improving supplier performance. It then generates a list of concrete actions with projected impact, scope, and timeline. The platform models the financial ROI of different initiatives and ensures the entire plan aligns with frameworks like SBTi and CSRD, turning your climate ambition into a viable strategy.
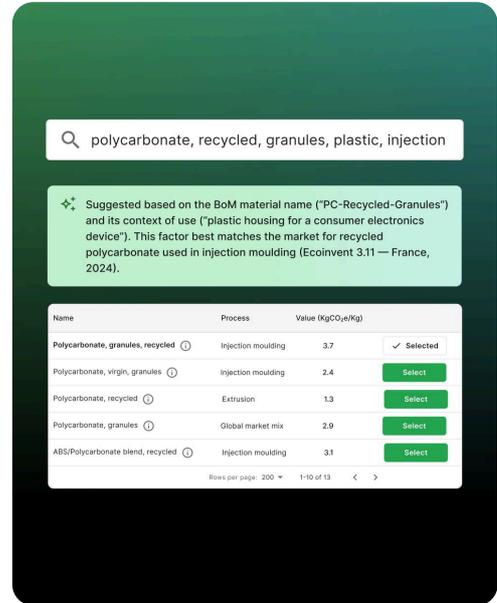
Accelerated Life Cycle Assessments (LCA)

For companies with hundreds or thousands of products, conducting LCAs has been a prohibitively slow and expensive process, taking months of manual work.

🏅 The Benefit

Generate LCAs for an entire product portfolio at 90% completion in minutes, not months, drastically reducing costs and accelerating eco-design initiatives.
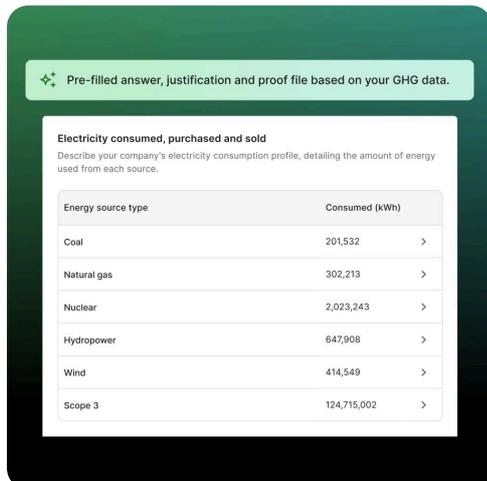
❓ How it Works

Upload a Bill of Materials (BOM) for your products. EcoPilot analyzes the components, manufacturing processes, and logistics, then automatically creates the corresponding LCAs. It intelligently matches each activity with the most relevant emission factor from Greenly's comprehensive library of over 300,000 factors, sourced from more than 20 integrated databases like ADEME and Ecoinvent.

Fluid, Interoperable Reporting

Sustainability teams waste countless hours repurposing the same data for different reporting frameworks and stakeholders.
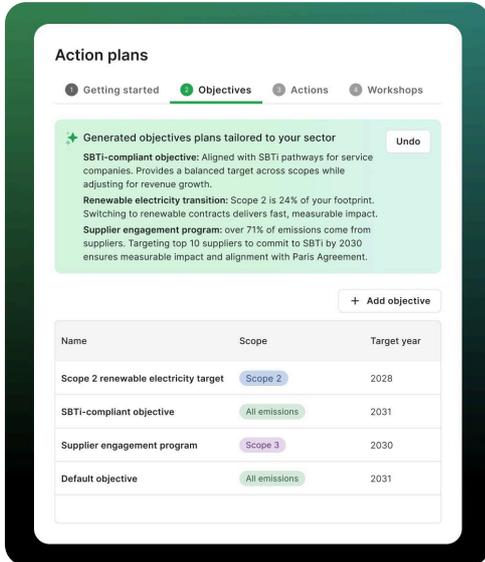

🏅 The Benefit

Create any report for any audience, from regulatory filings to investor decks, with a single prompt, ensuring consistency and saving time.

❓ How it Works

EcoPilot learns from your internal documents and reuses data across modules, eliminating duplication. With a simple command, it can generate branded reports under any format (CSRD, IFRS, SECR) and even file disclosures directly in required formats like XBRL.

Audit-to-Action Insights

Static dashboards are useful for monitoring but often fail to answer specific strategic questions.

🎖 The Benefit

Move beyond simple reporting to receive concrete, actionable recommendations on how to improve your performance instantly.

💬 How it Works

EcoPilot doesn't just tell you what your footprint is; it tells you what it means, how you compare to peers, and what to do next. It is trained on thousands of real company sustainability plans and standards like SBTi and the GHG Protocol, allowing it to provide deep, contextualized benchmarks and strategic advice on demand.

03

Customer Story: Dott's Journey with Greenly

To understand the impact of a smarter climate platform, look no further than the success of our clients. We spoke with **Chiara Filippucci, Sustainability Manager at Dott**, a leading European operator in shared micromobility, about her experience.

Dott is a European operator in shared micromobility, operating a fleet of 250k scooters and e-bikes in 400 cities in Europe and the Middle East.
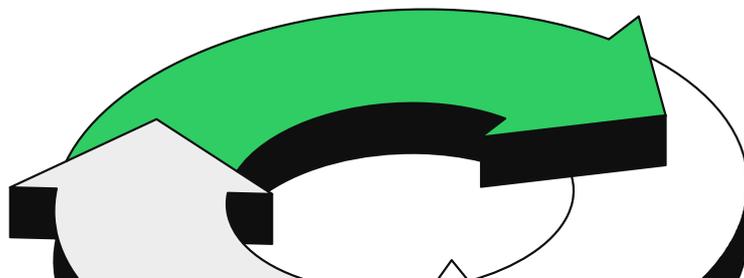

The Challenge: Scaling Up in a New Industry

"Sustainability is at the heart of Dott's mission," Chiara explains, but the company faced unique challenges. As a new industry, shared micromobility lacked open-source emission factors and established supplier data. This complexity was amplified after a merger with TIER, which required redesigning their entire carbon calculation framework and integrating disparate systems.

The Solution: A Flexible and Intuitive Partner

Dott chose Greenly for three main reasons: a flexible approach to data collection that fit their existing systems, an intuitive interface that made it easy to communicate progress, and a smooth, collaborative process tailored to their specific needs. "The Greenly team took the time to understand our needs and priorities," Chiara notes, highlighting the personalized support that went beyond a simple GHG assessment to include guidance on harmonizing SBTi targets.

"Working with Greenly has enabled us to quantify our carbon footprint with greater precision at a larger scale with a robust, auditable process"

Chiara Filippucci, Sustainability Manager at Dott

The Impact: Precision, Clarity, and Action

The platform provided a clear baseline for the newly merged company, which was a critical step in informing their yearly roadmap and reduction plans. This allowed Dott to report its progress to key stakeholders and partner cities in a transparent and collaborative way.

Looking ahead, Chiara's vision for an ideal climate intelligence platform, one that offers dynamic calculations, scenario modeling, and industry benchmarking, is precisely the future that Greenly EcoPilot is built to deliver.

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04

Greenly's Commitments

Our Pact with You:
Greenly's 7 Promises

We know what it feels like to be a sustainability leader today. You are asked to deliver change faster than ever, with data you don't fully trust and regulations that keep shifting. Too often, climate software stops at counting and compliance, leaving you alone to turn numbers into action.

We believe that's not enough. That is why we are making a pact with you: a set of 7 Promises designed to last, so they won't fade when the buzzwords change.

01 From Measurement to Action.

Counting tons isn't impactful. Reporting is only the starting line. We ensure every company is supported not just with data, but with real guidance from dedicated experts to move from numbers to action.

02 Radical Transparency.

Every emission factor we use is sourced, dated, and auditable. There are no black boxes and no trust gaps.

03 Accuracy You Can Bet Your Career On.

We provide data strong enough to defend in front of boards, regulators, and investors.

04 Clarity in Pricing.

No hidden complexity. You can plan your budget and scale your climate program with confidence.

05 Innovation That Serves You, Not the Hype.

We implement AI and automation only when they simplify your work and help you act faster.

06 You're in the Driving Seat. We Build the Cockpit.

You are the strategist. We give you the instruments, the data, and the alerts, but you always keep control.

07 One Step Ahead, Always.

Regulations are constantly shifting, from CSRD to SEC, IFRS, and SBTi. Our research team watches the horizon so you are never blindsided by new requirements.

Responsible Innovation: Our Commitment to Low-Carbon AI

We have a moral duty to accelerate the fight against climate change, but we cannot sacrifice impact for speed. As AI models grow, their environmental footprint does too, with data centers consuming ever-increasing amounts of energy. Training a single major AI model can release more carbon than the entire lifetime of a car. We cannot let our thirst for speed become a new problem.

That is why Greenly EcoPilot is built on a foundation of responsible AI principles. We are committed to striking a balance between the urgency of our mission and the importance of sustainable development.

Our approach rests on three core commitments to Low-Carbon AI:

01

Local and Specialized Models

Whenever possible, we use local and specialized models instead of relying solely on massive, general-purpose ones. This significantly reduces the need for energy-hungry queries to global clouds, ensuring our models are efficient by design.

02

Low-Carbon Servers

Our servers are strategically hosted in regions powered by low-carbon electricity. This ensures that every calculation EcoPilot performs runs on the cleanest grid mix available, minimizing the carbon footprint of every insight we deliver.

03

Continuous Optimization

We treat computational resources as the scarce resources they are. We continuously optimize our algorithms to minimize compute and memory usage without ever sacrificing the accuracy you depend on.

We must accelerate with intelligence and integrity.

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Making Climate Intelligence Accessible

For too long, climate action has been a luxury. Deep expertise and powerful tools were tied to expensive, long-term consulting projects, creating a massive barrier to entry for most businesses.

Our mission is to democratize climate intelligence. To lead the market and ensure sustainability is an essential investment for all, not a nice-to-have for a few, we had to rethink the cost structure.

This is where EcoPilot creates a paradigm shift. By integrating AI to dramatically increase efficiency, we can accurately establish the market price for sustainability and pass those savings directly on to you. Our goal is to offer an optimal and fully transparent price that makes powerful climate action accessible to organizations of all sizes. AI is the key enabler for this new level of accessibility.

Our completely redesigned pricing model is simple and flexible, with scalable tiers to support you at every stage of your journey:

Starter
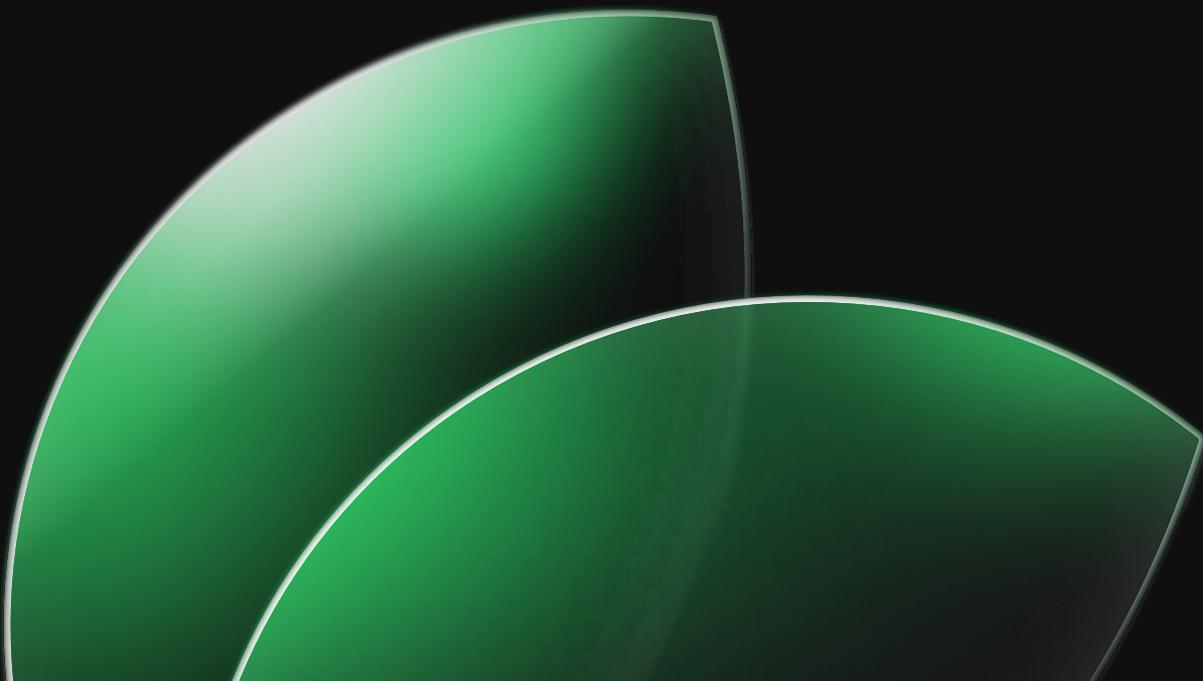
For those beginning their sustainability journey.

Pro & Enterprise

For advanced users requiring comprehensive GHG, LCA, and ESG modules.

To truly move the needle on climate, everyone needs a seat at the table.

05

Conclusion

Three Key Takeaways

As you consider the future of your organization's climate strategy, these are the three core principles that define the Greenly EcoPilot experience:

✅

Get an Instant Expansion of Your Team, Within Your Budget.

We know that sustainability managers are often asked to do more with less. With Greenly, you gain the capacity and expertise needed to achieve a bigger impact and demonstrate greater value for your company, all without expanding your budget.

✅

You Have a Trusted Co-Pilot, and You Are Still in Control.

Think of Greenly as your expert co-pilot. You mremain fully in the driver's seat, guiding the strategy and making the final decisions. EcoPilot is there by your side to navigate the complexities, automate tedious work, and provide the data-driven insights you need to lead with confidence.
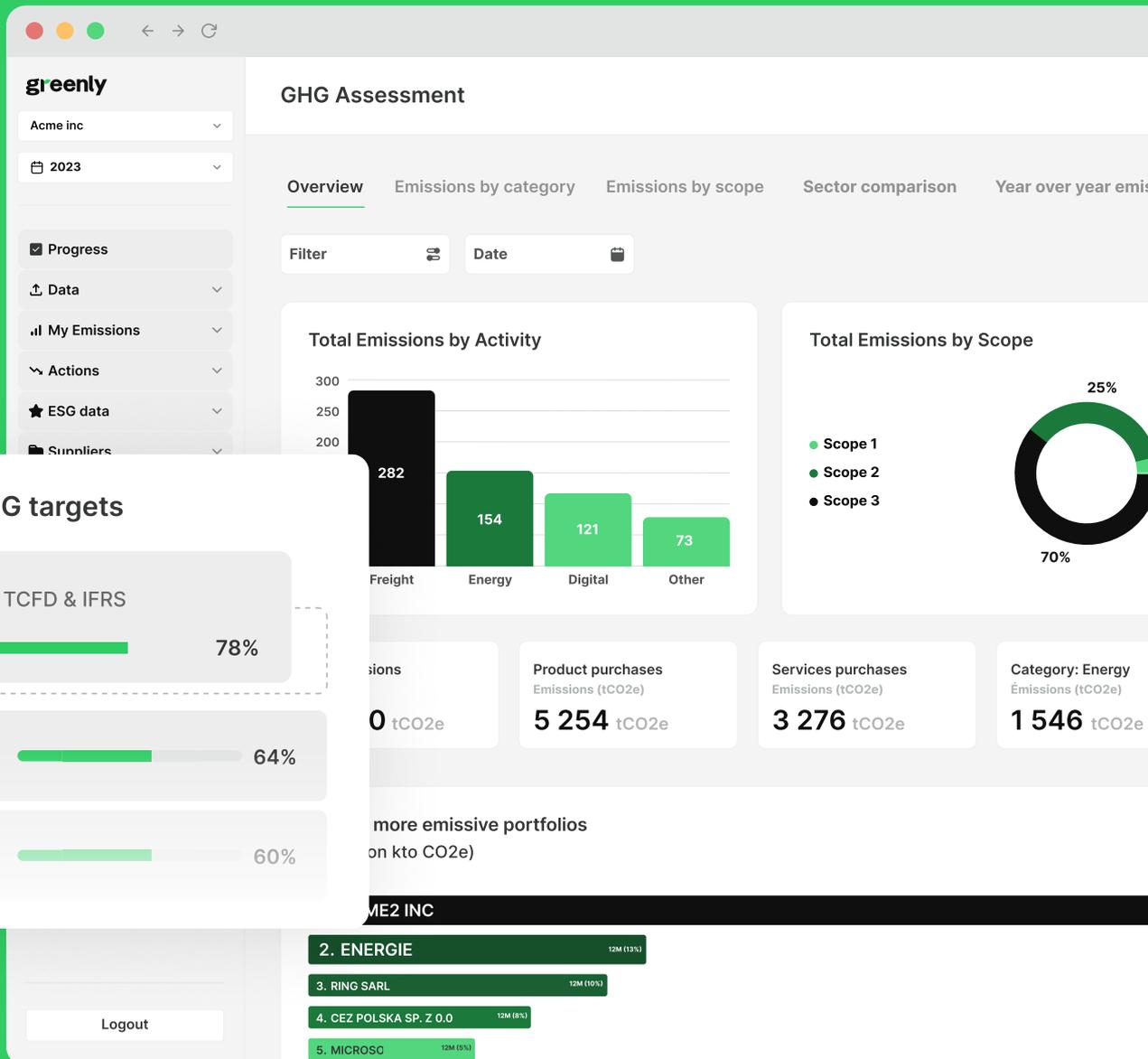
✅

Sustainability Work Should Feel Like a Conversation, Not a Chore.

What if your platform could be as intuitive as the way you speak? With Greenly, it is. Our platform, powered by EcoPilot, feels less like a rigid tool and more like a real-time conversation with a trusted climate expert who understands your goals and helps you achieve them.

Your climate journey starts here

Get Started

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greenly

Acme inc
2023

- ☑ Progress
- ⬆ Data
- 📊 My Emissions
- 〰 Actions
- ⭐ ESG data
- 📁 Suppliers

GHG Assessment

Overview | Emissions by category | Emissions by scope | Sector comparison | Year over year emis

Filter | Date

Total Emissions by Activity

300
250
200

282

154

121

73

Freight | Energy | Digital | Other

Total Emissions by Scope

25%

- Scope 1
- Scope 2
- Scope 3

70%

Your ESG targets

| TCFD | IFRS | TCFD & IFRS |
78%

ecovadis — 64%

Entreprise B Certifiée — 60%

...sions
0 tCO2e

Product purchases
Emissions (tCO2e)
5 254 tCO2e

Services purchases
Emissions (tCO2e)
3 276 tCO2e

Category: Energy
Émissions (tCO2e)
1 546 tCO2e

...more emissive portfolios
...on kto CO2e)

ME2 INC

2. ENERGIE — 12M (13%)
3. RING SARL — 12M (10%)
4. CEZ POLSKA SP. Z 0.0 — 12M (8%)
5. MICROSC — 12M (5%)

Logout

EcoPilot: The New Era of Impact ✦

Transforming Sustainability Strategy with Greenly EcoPilot

The old world
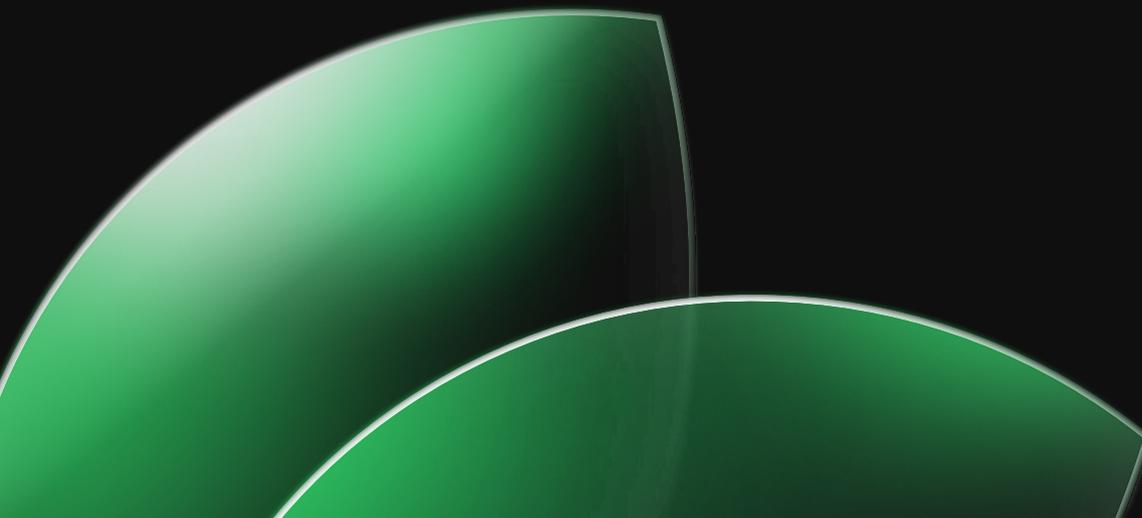
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To learn more, read our EcoPilot Guide Or book a demo with our experts

Request a Demo

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Discover LEAF

leaf
by Greenly