A person stands in silhouette on a dark, reflective floor, looking out at a vast, futuristic landscape. The scene is dominated by vibrant green and cyan hues. Large, gnarled tree trunks and branches are visible, some with glowing blue energy or light emanating from them. A complex grid of white lines is overlaid on the scene, suggesting a digital or data-driven environment. The overall atmosphere is one of advanced technology and nature integrated together.

# How to build your strategy on sustainability

As Reply, we support companies in their journey towards a more sustainable economy, from analysis to strategy, from new technologies and system integration to ESG communication.



## The energy component as the first element of a sustainable strategy

Transitioning to **green energy** is key to both tackling climate change and creating sustainable economies.

The assessment of environmental impacts and the consequent setting up of activities useful for contributing to the reduction of harmful emissions are at the top of the agenda of the industrial plans of companies in all the main markets.

We are witnessing a progressive increase in the need for adaptation of **processes, organization** and **systems** in order to support the launch of important energy transformation programs along the entire value chain.

Reply is supporting **Energy Transition** through a wide range of services firmly based on **digital** and **technology innovation** and an integrated approach for the introduction of energy policies in line with global objectives.

### Sustainable strategy

- support the global reduction of emissions
- increase the perceived value of the brand for the final consumer
- respond to the needs and expectations of the new generations
- meet the adjustment requests of the main institutional stakeholders
- support digital innovation throughout the supply chain by promoting the introduction of new products and services
- benefit from the reduction of costs, the increase in efficiency and the possibility of benefiting from state and European subsidies

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**Reply** is involved in projects among the entire value chain in following range of activities: Business and IT Analysis and Strategy, IT Projects & Digital Strategy, Planning and design of transformation programs.



# Reply framework covers the entire range of activities to support Sustainable Economy initiatives



## Business consulting

The introduction of a new corporate culture aimed at supporting management needs and the setting up of programs extended to all business areas



## Digital Strategy

Technological development plays a crucial role in the transition to a sustainable economy, merging sustainability and digital transformation of businesses



## Solution enablement

The digitization of processes entails the need to introduce new digital tools to support new products and new services typical of the sustainable economy



## From regulation to new business models and market design

Market needs range from understanding the real regulatory requirements to a correct analysis of the company's positioning on the reference market.

Reply's intervention, starting with an assessment useful for providing an initial assessment of the company's **degree of sustainability**, includes the setting of all the change activities to be carried out on processes and organisations.

Reply is also the ideal partner to follow the entire transformation program, including the design and setting up of the new most advanced market and business models.

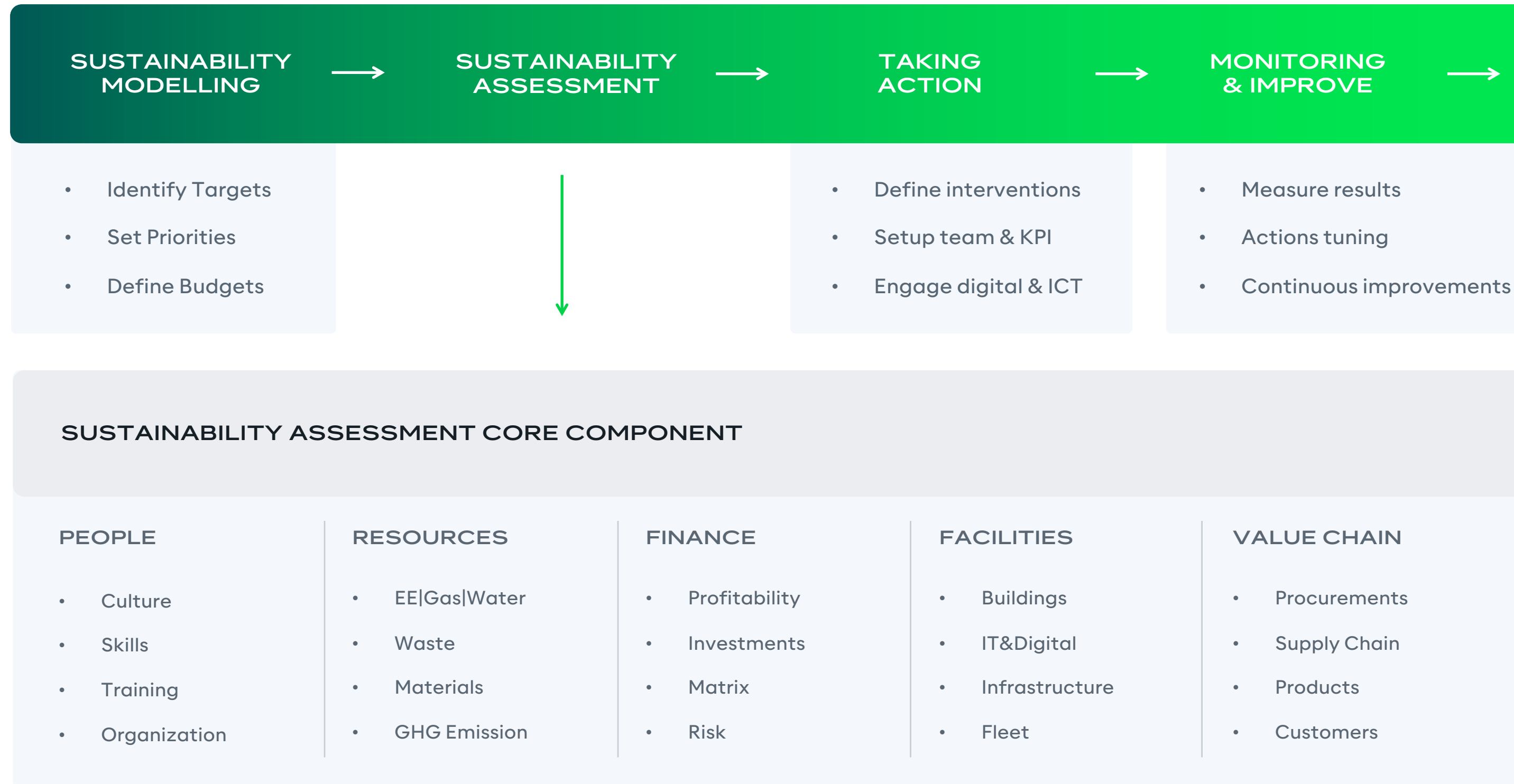
The areas of intervention include:

- Regulation and Compliance
- Sustainability Assessment and Environmental Strategy
- Governance and communication
- New Business Models Design and Enablement





# Reply Business Approach



Reply, with its significant experience in the market, product innovation and distribution models, is uniquely positioned to be a partner in sustainable and green transformation, through a pragmatic and progressive approach to addressing the sustainability topics.

- Sustainability assessment methods are needed to support sustainable technology development and to evaluate the impacts of existing businesses, solutions, products and technologies. While there are aspects and indicators that are common to all process industries, sector specific tools are required to address the sector specific features in a fair and transparent way.
- The analysis typically focuses on the applicability of different methods in industrial settings, the ability of the methods to support decision-making towards sustainable solutions and the suitability of the digital tools for cross-sectoral analysis.
- Whether you need a comprehensive, customizable, fully-packaged Sustainability approach or just one data point to ensure regulatory compliance, Reply offers support to efficiently and confidently assess, analyze and report on anything valuable and everything required by regulation.



## Digital environment transformation to support the change

Technological development plays a crucial role in the transition to a sustainable economy, **merging sustainability and digital transformation of businesses**.

Reply, leveraging its many years of experience in the introduction of digital innovation on all the main markets, considers the support of technology to be essential for the adoption of the new environmental strategy.

The role of new technologies ranges from optimizing systems and software to introducing digital innovation and data to support the measurement and monitoring of environmental impacts and new green processes.

Reply has developed a specific methodology to support projects also from the point of view of sustainability.

- Digital Environmental Strategy
- Cloud Transformation & Green IT
- Communication Channels Engagement
- IoT & Data driven Transformation





## New tools to support interaction between digital consumer and business

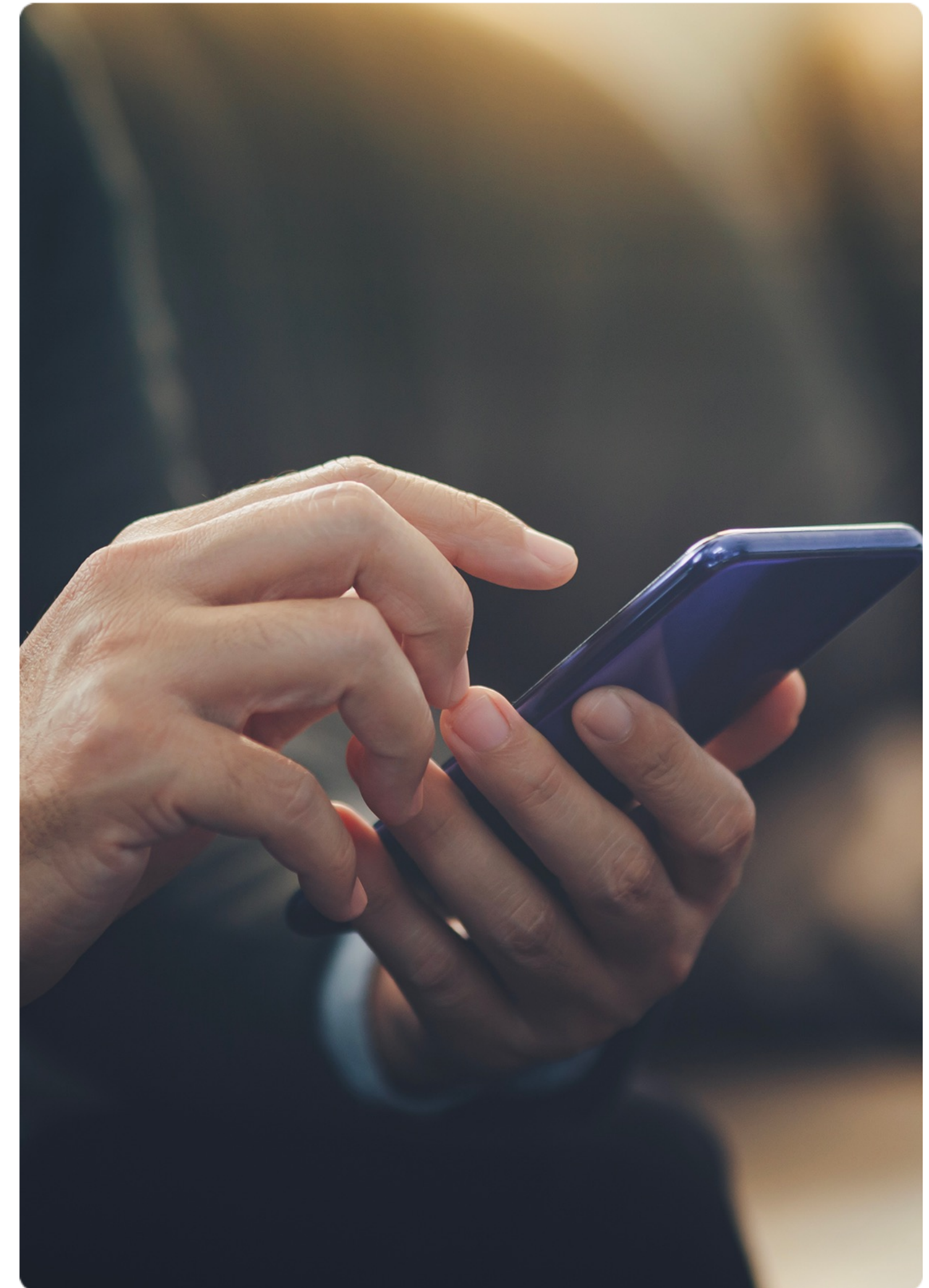
The need to collect, monitor and act on data is based on the availability of new digital solutions.

Reply has been supporting its customers for years through the introduction of new digital technologies to support the evolution of processes, products and services offered on the market.

The new global scenario, marked by the introduction of tools useful for reducing the impact on the environment, requires a consolidated experience of solutions for new energy services, for new trends related to mobility and to support the growing importance of circular economy initiatives

The areas of intervention, including a strong partnership with the main global software vendors, include:

- Business Applications for Decarbonization
- Data and advanced analytics solutions
- Energy Management tools
- Smart mobility platform
- Renewables solutions and tools



# Sustainability along the Business network

An **on the shelf** solution for end-to-end business network's sustainability tracking and active control



## Key success factors

- **Permanent availability** of official information from different **Certified Info-provider**
- **Exceptional** Data Analytics from heterogenous sources, **Reports** and **KPI measurement**
- **AI Algorithms** and elaboration power to both speed up and to get more effective the Vendors ratings composition and risk identification **and active control**
- **Management** and **Operative Personnel** to finally evaluate deeper in less time, taking more and more accurate and timely decision

## MAIN STAKEHOLDERS

- Purchasing and Supply Chain, for operations and compliance control
- **CFO** and Finance department: for internal and **External Reporting**
- Internal Communication and **Ethical** committee



# A composable approach

