

verdantix



# Verified Value Delivery

*Study for Benchmark Gensuite*



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# Executive Summary

Environment, Health and Safety (EHS) management has long been a critical component of operations, with firms placing an emphasis on areas such as worker safety to minimise incidents and disruption, reduce associated expenses and improve productivity. In recent years, the rise in prominence of sustainability, which is at times intertwined with EHS processes and workflows, has led to greater synergies with EHS management. EHS and sustainability management platforms have emerged as an effective tool to manage these use cases, as they have coalesced. The use of such software can minimize safety issues, accelerate incident responses, and enhance management capabilities as well as enable more effective and timely sustainability reporting, performance tracking and improvement. In the last 2-3 years, AI-enabled capabilities have introduced a new angle, with many vendors looking to incorporate AI for elevated features. For EHS and sustainability management, this can include features for automated document analysis and risk identification.

**The Verdantix Verified Value Delivery (VVD) methodology** assesses the financial benefits, strategic benefits and associated risks when partnering with a software provider. Verdantix has conducted this research on behalf of Benchmark Gensuite, an EHS and sustainability management solution provider. For this assessment, **Verdantix focused on the costs and benefits of using Benchmark Gensuite’s core EHS solution, its environmental data management software and its disclosure management software.**

The VVD methodology utilizes existing research from Verdantix surveys and insights on EHS software, and sustainability management software. The data is enhanced by five interviews with Verdantix subject-matter experts, focusing on the financial and strategic benefits, as well as potential risks and mitigation strategies associated with using Benchmark Gensuite. This expert input, combined with product information from Benchmark Gensuite and a defined model customer profile, informed the development of the initial financial model. The study's model customer is a 15,000-employee firm with \$7.5 billion in annual revenue, based in the US with multiple facilities, assets and inventory. The interim financial model, along with strategic benefits, risks and mitigation strategies, was refined and validated via interviews with six Benchmark Gensuite customer firms. The final outputs include financial analysis – comprising of ROI, net present value (NPV) and break-even point – comparing Benchmark Gensuite with manual or fragmented processes for a model customer; strategic benefits categorized by key stakeholder levels (front-line employee, director or VP of EHS/sustainability and C-Suite leader); and the identified risks with corresponding mitigation plans for prospective Benchmark Gensuite users.

The model customer can expect to see a 278% ROI across 3 years from implementing Benchmark Gensuite, with an 8-month break-even point and a NPV of \$3.06m. The financial benefits are derived from a range of sources. On the EHS side, savings are primarily comprised of a lower number of injuries and associated costs, a reduction in EHS-related fines and penalties, and reduced operational shutdown caused by EHS incidents. Around sustainability management, savings are realized thanks to a reduction in employee time requirements for ESG and sustainability processes, more efficient auditing and a diminished need for outsourced consultant support.

Firms leveraging Benchmark Gensuite will also experience several key strategic benefits in transitioning away from a fragmented or manual approach to EHS and sustainability management. These benefits include more rapid incident handling, enhanced insights and reporting, improved operational visibility and subsequently enhanced planning, investment and resource allocation.

In employing Benchmark Gensuite, customers minimize business risks they might otherwise experience, such as limited EHS data, poor sustainability reporting and performance and regulatory non-compliance. Ultimately, customers can transition from a fragmented digital approach or manual approach to EHS and sustainability management towards a central, intelligent and AI-enabled strategy.

# AI budgets continue to rise with firms earmarking EHS as one of the key functions for investment

# 74%

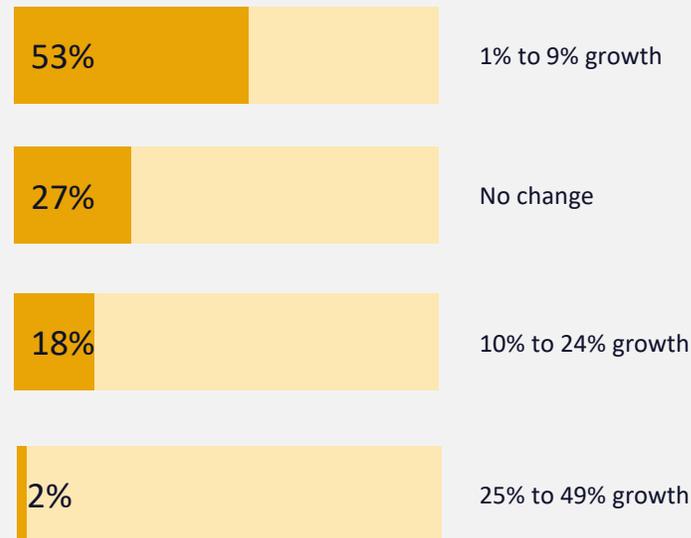
of firms expect to use AI in some or most workflows related to EHS in 2026

Sources: Verdantix Global Corporate Survey 2025: AI Budgets, Priorities And Tech Preferences  
N=352

With the great interest around AI, firms are dedicating notable budget towards its incorporation across their business. EHS is set to be one of the greatest beneficiaries of this, where firms are expecting a high level of AI integration over the next few years. This, in turn, may cause corporations to reconsider its current EHS software providers if its existing commercial systems are unable to keep up with market developments around AI.

## How does your 2026 AI projects budget compare to 2025?

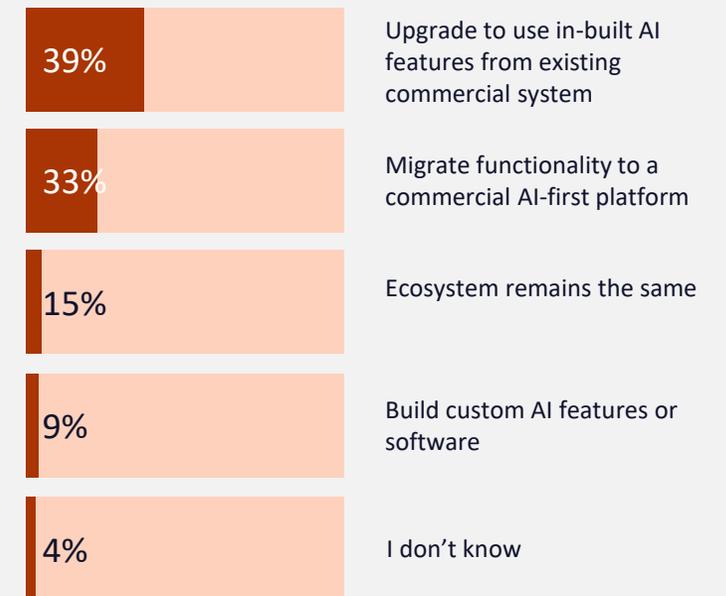
73% of firms intend to increase their budgets for AI projects compared to their 2025 budget



N=352

## In the next two years, what is your firm's AI strategy across EHS software?

72% of firms intend to migrate to or upgrade existing commercial systems to use built-in AI features.



N=352

# Over half of firms are exploring AI-enabled tools to improve EHS data management, review regulations, and act as copilots for EHS-related support

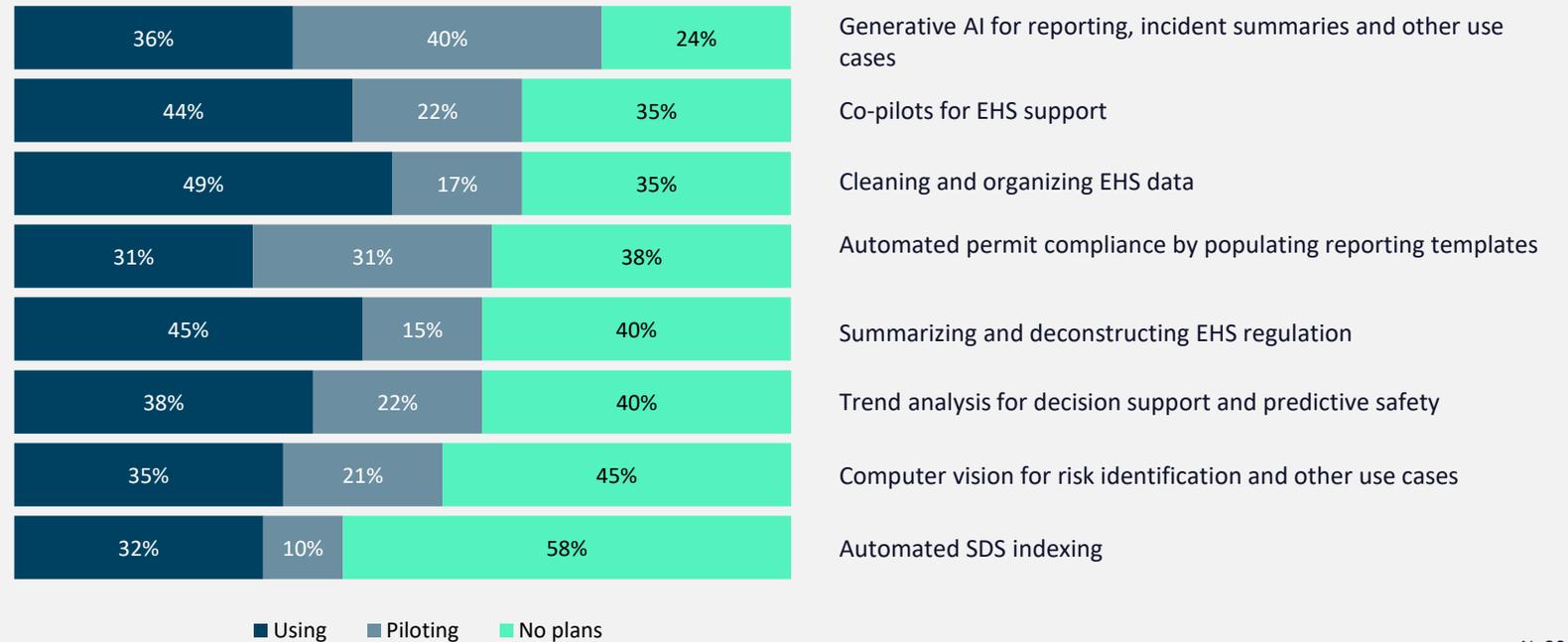
# 66%

of firms will increase their overall EHS budget over the next 12 months

Source: Verdantix Global Corporate Survey 2025: EHS Budgets, Priorities And Tech Preferences  
N=304

Many EHS professionals consolidate data from different sites, divisions and regions, where local systems and processes vary in quality. This creates growing challenges in terms of data collection and tracking, and action management. As a result, firms are increasingly seeking a single software solution for global deployment. There is also an increased focus on leveraging technology to automate data collection, summarize and deconstruct EHS regulations, and operationalize copilots for EHS support. The EHS software market is evolving to meet this customer demand by developing an increased breadth and depth of AI tools across EHS processes. Vendors that offer these tools help to reduce data silos, improve data management, and provide a centralized source data for EHS processes and reporting.

Which EHS use cases are firms deploying AI across?



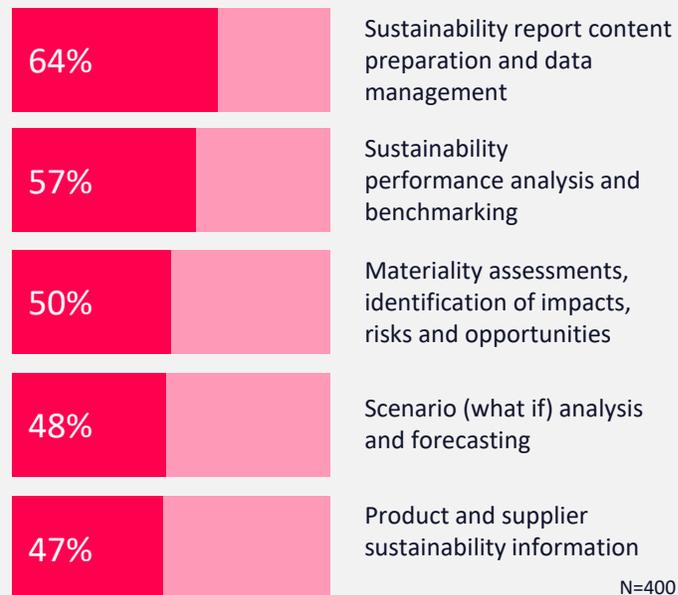
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# Firms have an increased appetite for AI in ESG and sustainability, particularly around reporting and performance analysis

AI can drive further efficiency gains across sustainability processes, simplifying and accelerating workflows. Over 60% of firms consider it highly likely (or already in place) that they will incorporate AI into sustainability report content publication in the next two years, whilst 57% state the same for performance analysis and benchmarking.

## How likely is your firm to incorporate AI into the following sustainability purposes over the next two years?

*Already using or likely to use*

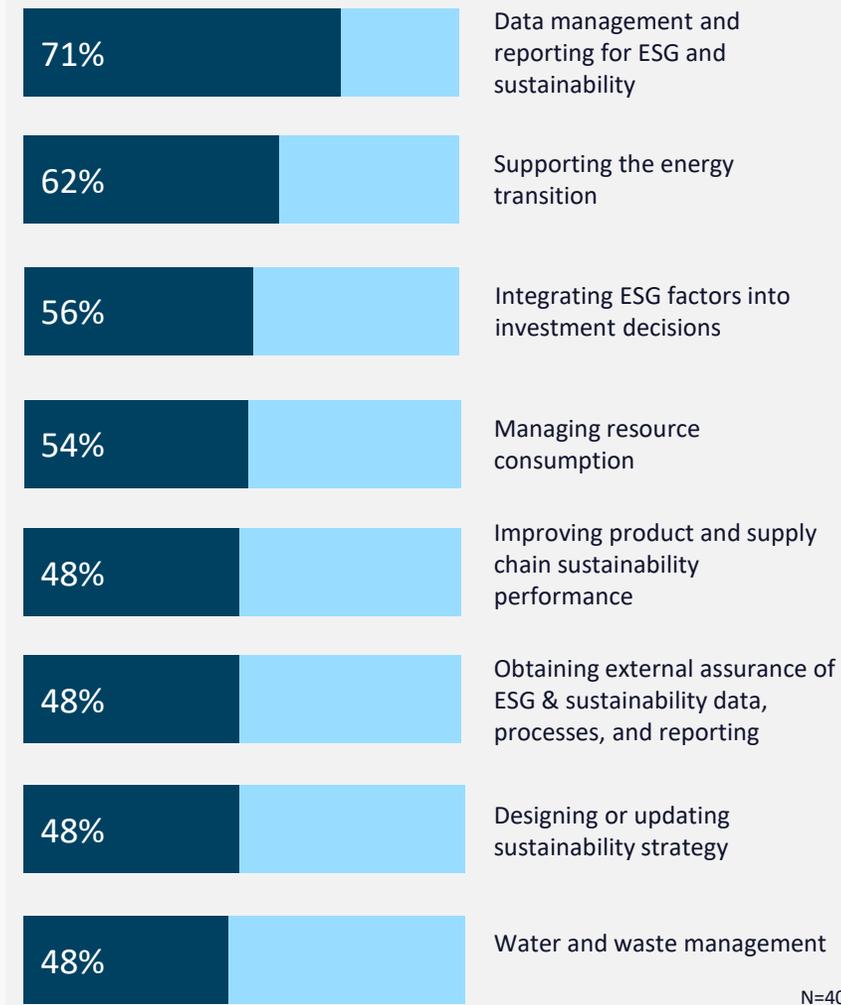


# 63%

of firms indicate they will increase spend on software for ESG and sustainability reporting and data management in 2026, compared to 2025 levels

Source: Verdantix Global Corporate Survey 2025: ESG & Sustainability Budgets, Priorities And Tech Preferences  
N=400

## To what extent is it a priority for your firm to fund improvements to the following process over the next two years?

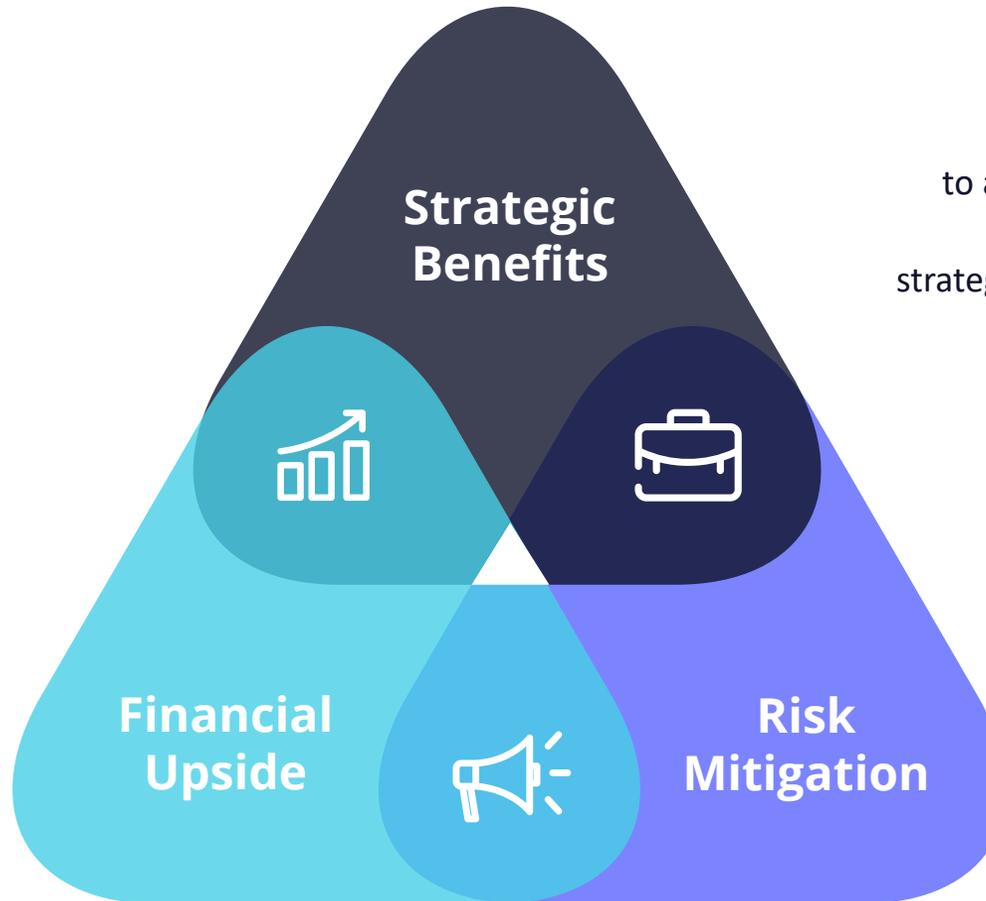


# VVD Methodology

Verified Value Delivery (VVD) is a digital project evaluation methodology that provides prospective buyers with a fact-based assessment of the financial upside, strategic benefits and risk mitigation actions associated with a digital project.

### Financial Lens

Securing commitment to invest in digital projects may require sign-off by an investment committee. The VVD methodology includes a financial model with verified cost-saving line items and financial upside factors.



### Strategy Lens

Technology investment is key to achieve strategic business goals. The VVD methodology documents the strategic benefits of the technology, which can be challenging to quantify.

### Risk Lens

Transformational digital projects have several risk vectors. The VVD process unearths these risks and recommends mitigating actions.

Verified Value Delivery utilizes the following methodology to develop and validate the financial upside, strategic benefits and risk mitigation actions.

## Vendor Demo

Software demonstration to define the scope of Benchmark Gensuite's digital solution.

## Verdantix Analyst Interviews

Interviews with Verdantix EHS & Quality, ESG & Sustainability and AI analysts to input their knowledge of market trends and requirements into the financial model.

## Verdantix Survey Data

Survey data of industry decision-makers in EHS & Quality, ESG & Sustainability and AI across multiple regions focused on their budgets, priorities and preferences.

## Model Customer Definition

Defines the characteristics of the model customer that will be used for calculations in the financial model.

1

## Interim Financial Model

A financial model is developed to assess the return on investment (ROI), net present value (NPV) and break-even point based on savings categories pulled from interviews and existing research.

2

## Benchmark Gensuite Customer Interviews

Interviews conducted with existing Benchmark Gensuite customers to verify and validate the financial model and its outputs. Strategic benefits and project risks are also captured.

3

## Financial Model

Finalized financial model providing project ROI, NPV and break-even point, validated by customer interviews.

## Strategic Benefits

Finalized strategic benefits validated by customer interviews.

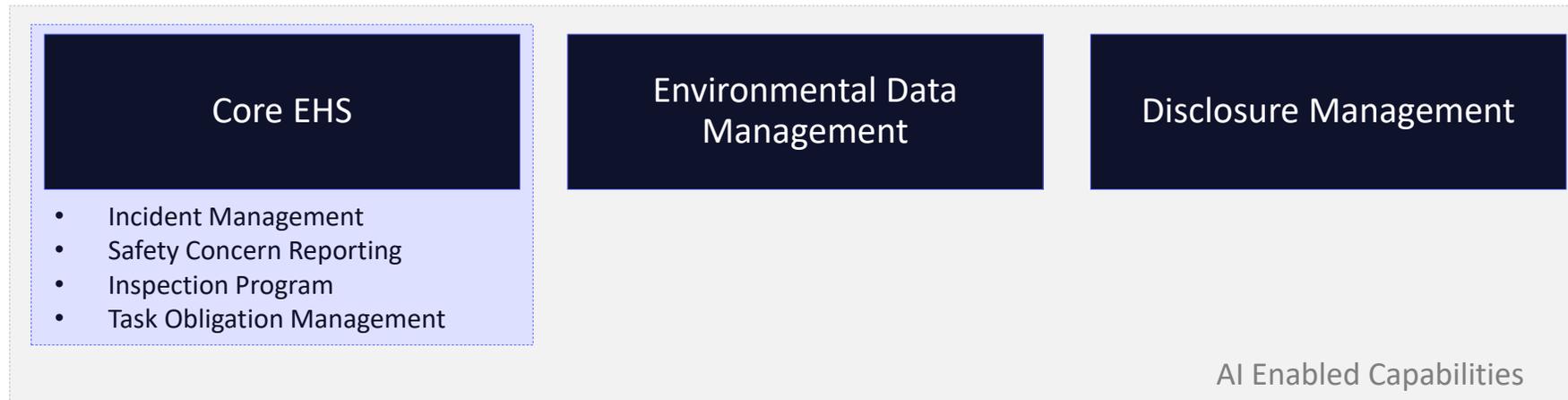
## Risk Mitigations

Finalized project risks and their associated mitigation efforts validated by customer interviews.

4

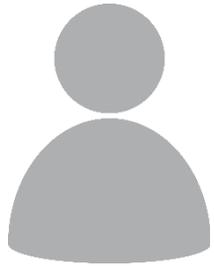
## Benchmark Gensuite' s EHS & Sustainability Solution Suite

This study assessed the deployment of the following solutions:



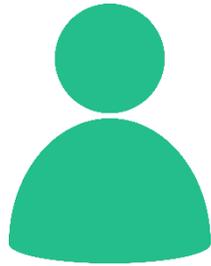
## Expert Interviews [1/2]

To provide insightful analysis on market drivers, customer priorities, EHS & Quality regulations, and Benchmark Gensuite's product capabilities, Verdantix interviewed five experts with experience across key areas such as EHS & Quality, ESG & Sustainability and AI.



**Senior Manager**

AI Applied



**Senior Analyst**

EHS & Quality



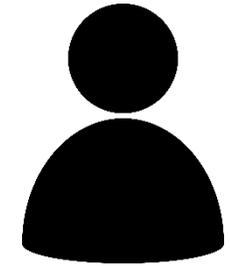
**Senior Analyst**

ESG & Sustainability



**Industry Analyst**

EHS & Quality

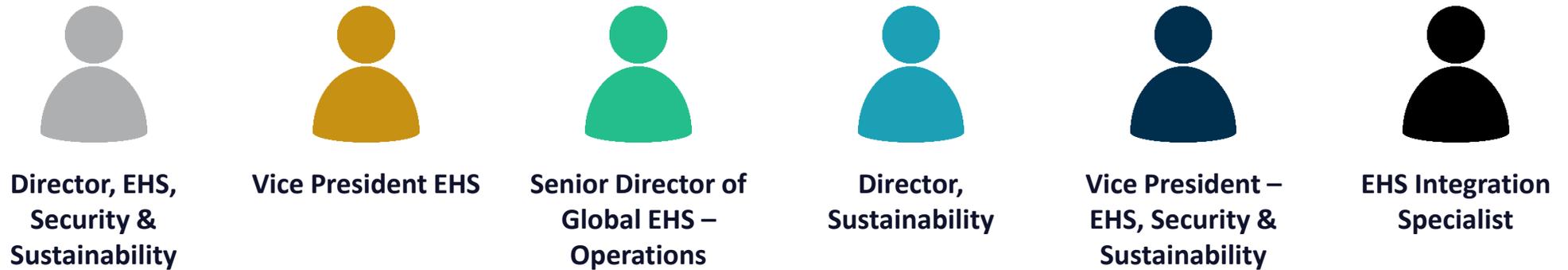


**Analyst**

AI Applied

## Customer Interviews

To provide deep insights on the financial and strategic benefits and risks of deploying Benchmark Gensuite within an organization, Verdantix interviewed six decision-makers with experience implementing and using Benchmark Gensuite within their business.



<b>Industry</b>	Food & Beverage Manufacturing	Industrial Manufacturing	Chemical Manufacturing	Food & Beverage Manufacturing	Adhesives Manufacturing	Industrial Manufacturing
<b>Region</b>	US	US	US	US	US	US
<b>Estimated Revenue</b>	\$2 Billion	\$25 Billion	\$1.5 Billion	\$2.5 Billion	\$4 Billion	\$5 Billion
<b>Estimated Employees</b>	2,500	35,000	2,500	5,000	7,500	19,000

Summary of some of the financial upsides, strategic benefits and risk mitigations from using Benchmark Gensuite.



### Financial Upsides

- Cost savings from digitized workflows and lower labor costs.
- More prompt, preventative and efficient responses to safety incidents overall.
- Revenue generation from reduced business disruption.
- Time savings leading to improved staff resource utilization across both safety and sustainability.
- More automation and centralized data reducing the need for external consultant support.



### Strategic Benefits

- Centralized data enabling increased collaboration and efficiencies across use cases
- Real-time risk identification and mitigation, and earlier prevention opportunities
- Increased visibility leading to improved planning and resource allocation
- Enhanced level of insights and communications driving more informed decision-making
- Improved reporting quality and speed, driving brand value



### Risk Mitigations

- Transition from a fragmented approach to a futureproof, scalable digital strategy
- Minimize safety incidents and risks, in turn reducing disruption, compliance issues and penalties
- Ensure resources and capital are allocated effectively
- Limit reputational risk from poor EHS or sustainability reporting, or associated poor performance
- Ensure your firm takes advantage of technology innovations in the EHS and sustainability space

# Financial Benefits

# Section Summary

This section provides details on the assumptions and savings categories used to develop the financial model, the financial KPI highlights which outline the key benefits of Benchmark Gensuite, and detailed figures showcasing the financial benefits.

## 1 **Financial Model Assumptions**

The statistics of the model organization and Benchmark Gensuite contract that will be used to populate the financial model and evaluate the financial benefits of Benchmark Gensuite.

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## 2 **Financial Model Savings Tree**

A detailed breakdown of the types of financial savings experienced with Benchmark Gensuite used to develop the financial model ROI calculator.

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## 3 **Financial KPI Highlights**

The key outputs of the financial model showcasing the ROI, break-even point, total benefits and NPV of Benchmark Gensuite for the model organization.

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## 4 **Financial Model Figures**

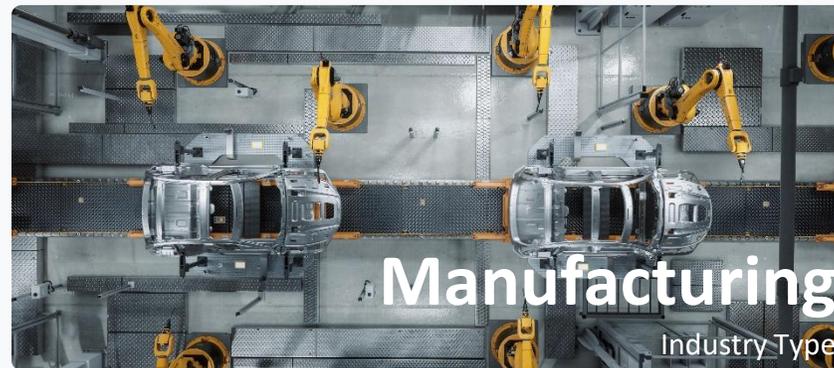
Figures showcasing the financial costs and benefits of Benchmark Gensuite, providing a more detailed summary of KPI highlights.

## Model Organization Overview

For the purposes of this study, Verdantix aggregated the interviewees' experiences with Benchmark Gensuite and developed a model organization. The organization has been managing its EHS and sustainability operations manually through spreadsheets but has decided to invest in Benchmark Gensuite to better handle these processes and workflows. The assumed characteristics of the model organization can be seen to the right.

Based on the use cases discussed during customer interviews and those explored throughout existing Verdantix research on Benchmark Gensuite, a financial model savings tree and subsequent return on investment (ROI) calculator was developed to break down anticipated savings for the model organization.

Note: The ROI calculator provides a set of graphical and numerical outputs indicating the potential returns from implementing the solution over time, including total net savings and expenditures. It's important to note that the model does not guarantee these cost savings and is designed to indicate ROI based on a specific set of inputs.



### Fragmented

The organization utilizes multiple siloed systems, potentially including manual approaches, for different tasks, requiring significant manual interaction. This increases the potential of compliance failures, inaccurate data, safety incidents, and potentially reputational damage due to poor visibility and inconsistent processes.

*A fragmented approach, a low level of digital maturity, faces inefficiency and poor visibility, elevating risk for the organization*

1.

### Centralized

The organization has centralized its EHS and sustainability data, and employed strong data governance, improving accessibility and visibility of data while enhancing the accuracy of its reporting. There is a reduced burden on internal IT teams for support and users can access information from one source/tool

*Using a single software will reduce the siloing of different functions and processes, facilitating data sharing and combined benefits*

2.

### Standardized

The organization has a strong data foundation, enabling the application of standardized processes. This leads to more effective data analysis, improved forecasting and predictions of risks, and significantly less IT support required for reporting activities. All of this enhances the firm's EHS and sustainability management.

*Leveraging an integrated EHS & sustainability software provider can drive consistent processes across the firm and use cases, leading to a robust and standardised approach*

3.

### Intelligent

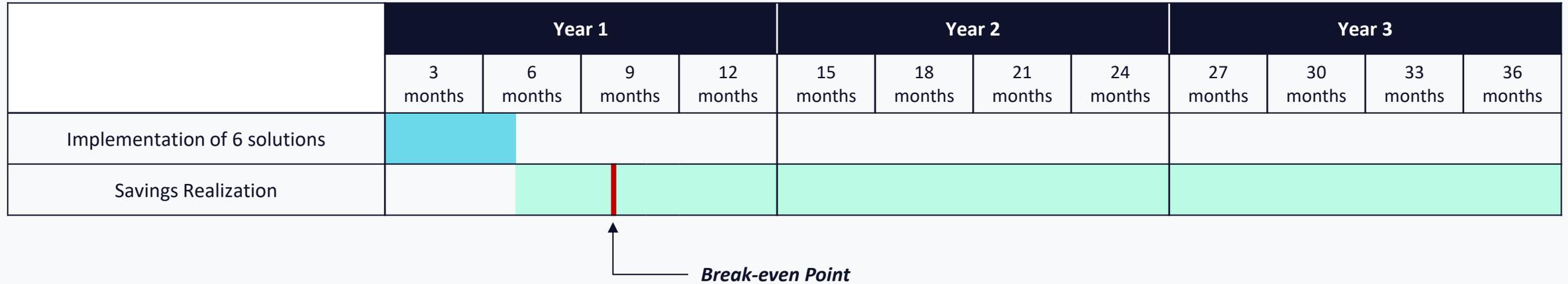
The organization has widely rolled out AI features, amongst other innovations, implementing it into its digital, EHS, and sustainability strategy, characterizing an intelligent and proactive firm. AI enables automated analysis and reporting processes, boosting efficiency and accuracy.

*Partnering with an AI-enabled integrated EHS & sustainability software provider, an approach that constitutes an 'Intelligent' strategy, will maximise efficiencies related to EHS and sustainability management*

4.

Digital Maturity

## Model Customer 3-Year Timeline



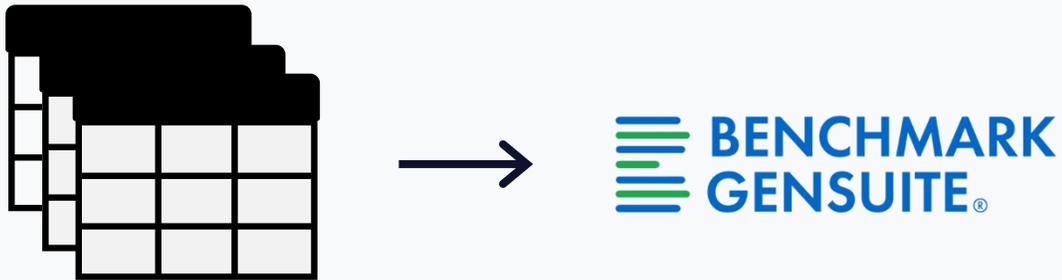
“

Benchmark Gensuite were able to move faster than us in terms of implementation. It took between 3 to 6 months, dictated more by our internal capabilities than Benchmark Gensuite.

”

*Vice President – EHS, Security & Sustainability  
Adhesives Manufacturing*

## Financial KPI Highlights



“

Having a reliable, credible database that is driving our initiatives and reporting is creating a lot of benefits. It leads to risk avoidance, which [the risk] then does not trickle down to our other brands.

*Director, EHS, Security & Sustainability  
Food & Beverage Manufacturing*

”

### *For The Model \$7.5 Billion Revenue Organization*

**278%**

Return on Investment (ROI) *(over 3 years)*

**\$5.09M**

Total Benefits *(over 3 years)*

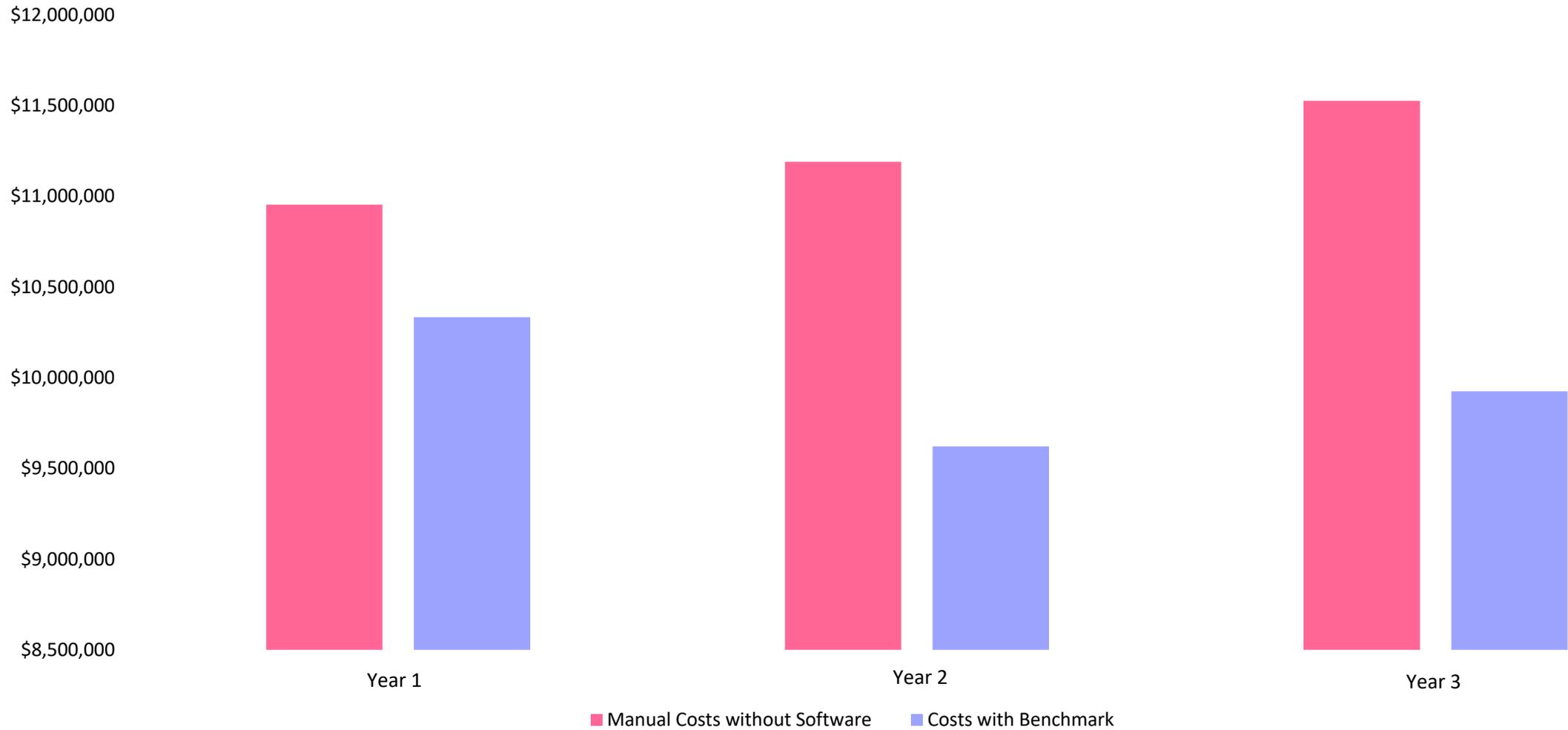
**\$3.06M**

Net Present Value (NPV) *(over 3 years)*

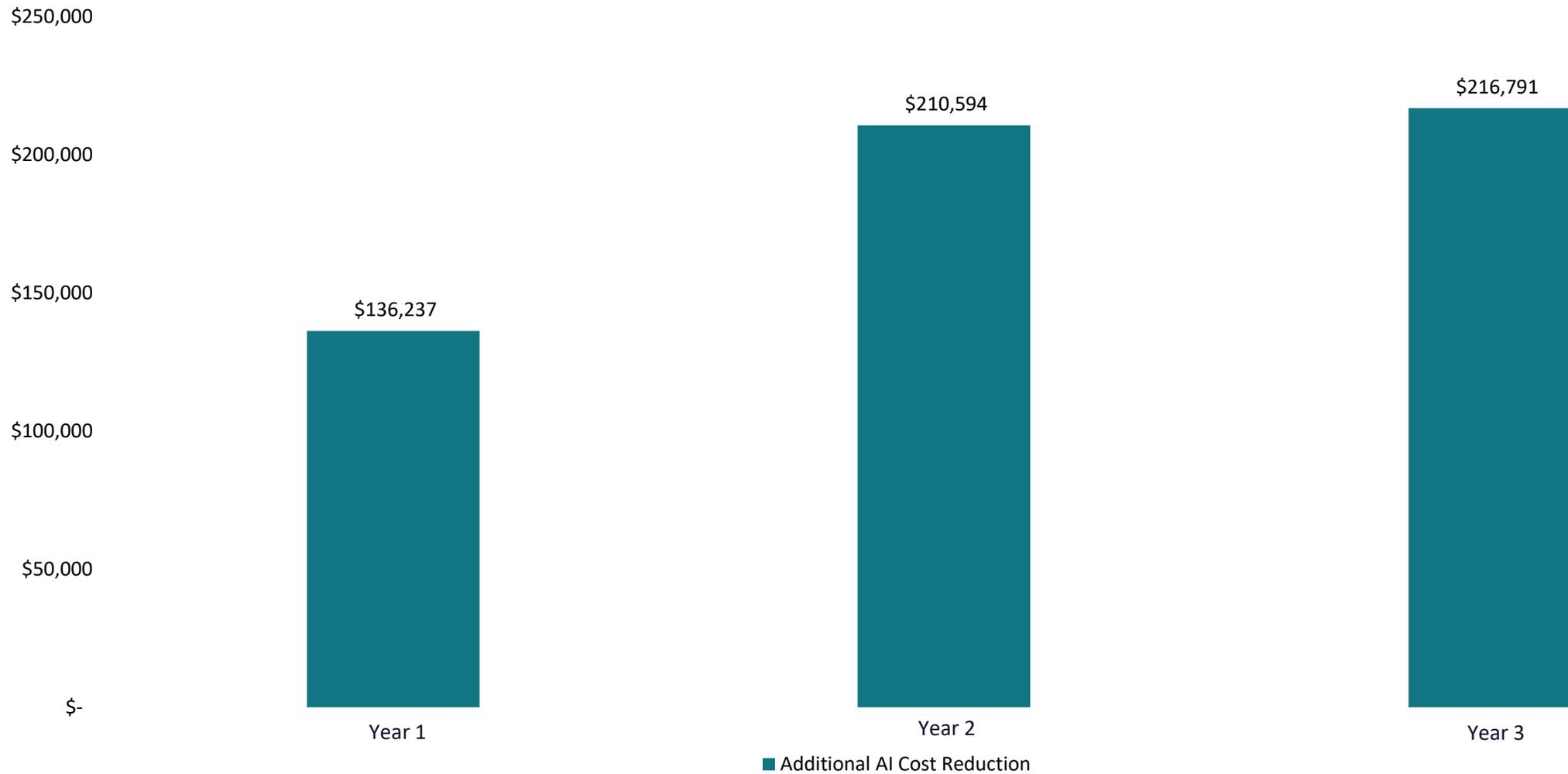
**8 Months**

Break-even Point

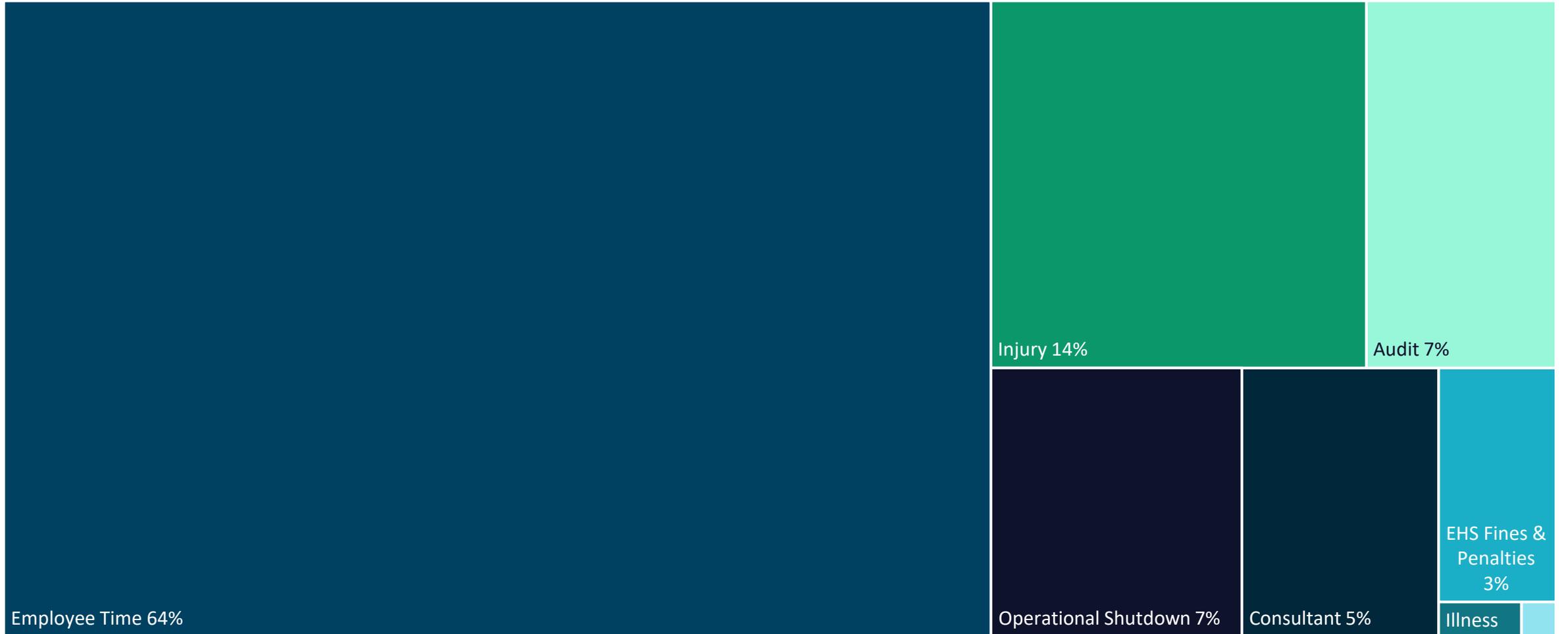
## Model Customer Three Year Business Costs Savings From Using Benchmark Gensuite



## Model Customer Three Year Cost Savings from Benchmark Gensuite's Embedded AI Capabilities



## Model Customer Aggregated 3 Year Financial Benefits by Savings Category



Note 1: Percentages (rounded to the nearest whole number) and size of box represents each category's share of total savings across 3 years.

Note 2: Savings for Illness and Fatality are <1% respectively.

# Strategic Benefits

# Section Summary

This section provides customer quotes on the qualitative benefits of Benchmark Gensuite software and showcases the key upsides of utilizing the software throughout an organization.

- 1 Customer Interview Quotes**  
Quotes from Benchmark Gensuite customers about the qualitative, strategic and functional benefits they have experienced from partnering with Benchmark Gensuite.

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- 2 Financial & Strategic Benefits Summary**  
Overview of financial upsides, driven by productivity gains and cost savings, and strategic benefits, facilitated by data-driven intelligence and heightened proactivity in the business.

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- 3 EHS & Sustainability Management Digitization Strategies**  
The benefits and risks of deploying digital strategies of varying maturities within an organization to support EHS and sustainability management processes.

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- 4 Strategic Benefits Roadmap**  
A breakdown of accumulating benefits from Benchmark Gensuite's solution, highlighting the progression to a mature EHS and sustainability management strategy.

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- 5 Function-Specific Strategic Benefits**  
A breakdown of benefits and the competitive advantages created by Benchmark Gensuite for different functional stakeholders across the business.

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- 6 Stakeholder-Specific Strategic Benefits**  
An overview of some of the strategic benefits experienced at different stakeholder levels within the organization with Benchmark Gensuite

## Quotes from interviews

“

One of the true strengths of Benchmark is that governance processes are built-in... you will not miss anything, if data points are extreme, they will be flagged... We undergo reasonable assurance – the strength of the data and auditing in Benchmark is why we can undergo reasonable assurance.

*Director, Sustainability – Food and Beverage Manufacturing*”

“

This has unlocked a huge mindset shift in the firm. I can walk into meetings with the CEO and say we need to change our approach thanks to the data we have. It has enhanced the appreciation we have for the risks we have in our organization. It changes the way we think about capital allocation around PSIF (Potential Serious Injury or Fatality) initiatives.

*Vice President – EHS, Security & Sustainability – Adhesives Manufacturing*”

“

Since using the AI tool [Describe-It AI], we have seen a significant benefit. It can say when a description is poor and should be better... the tool can ask smart questions via prompts and its not too intrusive to the user. There are also red, orange and green checkboxes and it says if something is a great description. Our team love that... they don't want to submit a report now when it is red even though they can. And our global manager has said the incident descriptions are better.

*EHS Integration Specialist – Industrial Manufacturing*”

“

There is a proactive shift [in our safety culture]. The other value of improved EHS data and insights is that the CEO and CSO have completely embraced KPIs... We wouldn't manage to make the inroads with the executive team and get their support without having this data available.

*Director, EHS, Security & Sustainability – Food & Beverage Manufacturing*”

## Quotes from interviews

“

Technical support across the Benchmark Gensuite team is really good... emissions factors and source data on the Gensuite team can go toe-to-toe with our own sustainability experts and consultants. Their capabilities are absolutely fantastic.

”

*Director, Sustainability – Food and Beverage Manufacturing*

“

Our program is mature... if we are implementing something in EHS quality or security, we know 99% of the time there is going to be a digital application within Benchmark that can support us. That is scalability... and peace of mind. And if there isn't something already available or it isn't quite what we need, Benchmark are open to a discussion on helping us.

”

*Vice President – EHS, Security & Sustainability – Adhesives Manufacturing*

“

We operate sites across the world, with many of our people having English as a second language. Describe-It AI has helped us to get richer insights into incident reports from our global sites in other languages, helping us to streamline processes and gets us right to the issues and questions to be addressed.

”

*Senior Director of Global EHS – Operations*

“

Benchmark Gensuite are one of the best at listening to their customers. Every year, we discuss our EHS strategy with them and how the system can help achieve it. They don't just focus on technical improvements, they think about culture, AI, and how their tools can reflect and strengthen the culture we're building.

”

*Vice President EHS – Industrial Manufacturing*

## Financial Benefits

### Productivity gains

*Boost productivity by accelerating or avoiding repetitive and time-consuming tasks, including via AI-enablement*

**Automate and accelerate data capture, entry and reporting**

**Reduce administration overhead**

**Faster incident handling and decision-making**

### Cost savings

*Reduce operational expenses through enhanced safety and environmental controls*

**Illness, injury & fatality reduction**

**Reduction in EHS-related operational shutdown**

**Reduce compensation costs and fines**

## Strategic Benefits

### Data-driven intelligence

*Ability to access and utilize more data enabling intelligent decision-making*

**Enhanced insight generation and communications**

**Improve data quality for reporting**

**More efficient resource allocation and investment**

### Proactive approach

*Shift from a reactive to a proactive approach*

**Real-time risk identification and mitigation**

**Improved operational visibility and planning**

**Predict and prevent risks at an earlier stage**

## EHS & Sustainability Management Stepladder

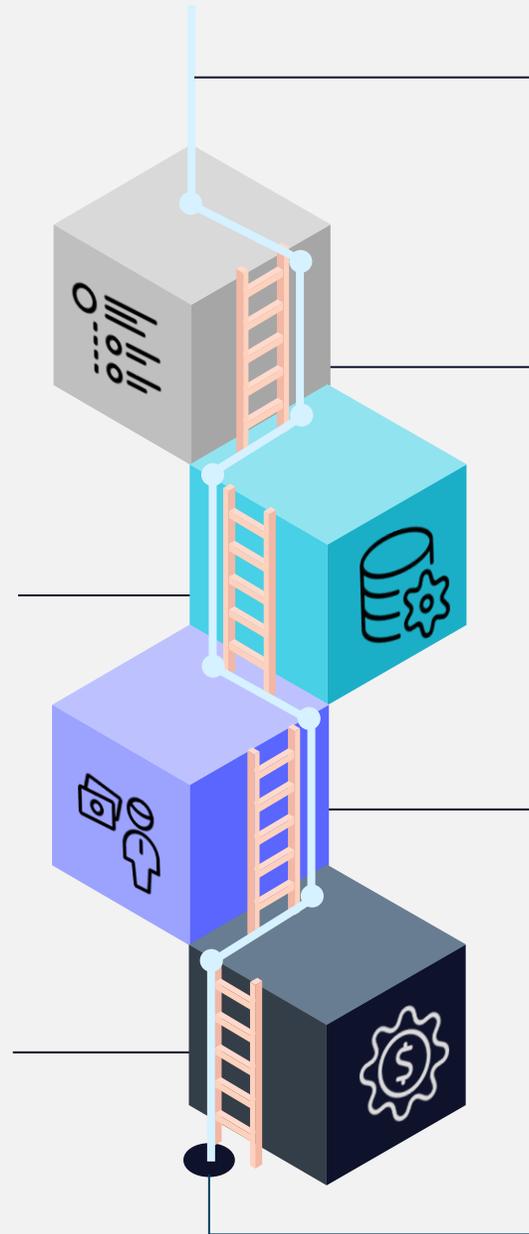
### Stacked User **Benefits** and **Risks**

#### Multiple solutions from commercial providers, including non-specialized software

Reduced vendor lock-in and provides flexibility to use solutions for specific use cases across EHS and sustainability but can be met by integration challenges between different systems, some of which may be non-specialized for the intended use cases, such as ERP software. This can lead to data management challenges, poor visibility of holistic views across EHS and sustainability metrics, increased overhead costs and the need for greater resources dedicated to managing multiple vendors and solutions.

#### Manual in-house processes

No significant digital investment but leveraging the familiarity of conventional spreadsheets. This entails notable administrative overhead and resource allocation to manage this approach, limited scalability, susceptibility to human error, residual gaps in EHS & sustainability data, the potential for data quality issues and limited reduction of incidents.



#### Partner with an **AI-enabled** integrated EHS & Sustainability software provider

Comprehensive AI-enabled solution with further benefits due to process automation such as improved data quality, lower repetition, enhanced communication, streamlined reporting, continuous certification readiness, automated action and disclosure generation and quicker analysis of files/images, freeing staff for more high-value tasks. AI-enablement also ensures users have a futureproofed tool for their ecosystem.

#### Partner with an integrated EHS & Sustainability software provider

Comprehensive solution managing both EHS and sustainability processes offering a centralized data source that reduces silos, enhances reporting accuracy and consistency across regions, encourages cross-functional collaboration and offers scalability as the firm grows, whilst tackling critical use cases. However, processes will need to be in place to ensure the avoidance of vendor lock-in.

#### Develop in-house software

Implementation of a tailored solution to meet specific business needs but requires significant development and costly maintenance. Firms may lack expertise and domain experts can be spread thinly across core EHS & sustainability functions. Development can be long and reactive with the potential for bottlenecks. Some use cases may be unfulfilled and responses to new needs can be lethargic and resource-intensive.

#### Do nothing

No investment; a high-risk strategy, likely resulting in data gaps and quality issues, a lack of visibility into EHS and sustainability performance, a higher occurrence of safety incidents, worker injuries and days lost, a lack of regulatory compliance, costly legal penalties, reputational damage and financial loss.

### Environment, Health & Safety Function

#### Reduced Incidents & Injuries

Better safety monitoring, management and prevention reduces safety cases

#### Enhanced Compliance

More visibility and support (e.g., AI Permit Agents) improves compliance

#### Culture, Collaboration & Buy-In

AI-enablement simplifies tasks, driving adoption and subsequently buy-in to the safety culture, facilitating greater cross-functional collaboration

### ESG & Sustainability Function

#### High Quality & Timely Reporting

Improved data quality, centralization and automation enables accurate, consistent and higher quality reporting, for internal and external needs

#### Enhanced ESG Performance

Heightened visibility, management and reporting enables the business to improve performance around ESG and sustainability goals, enhancing the firm's reputation



### Operations Function

#### Greater Business Resiliency

With improved management lowering incidents and lost time, firms will see more continuity and thus resiliency

#### Higher Productivity

Reduced disruption and more efficient processes raises the productivity, and potentially output, of the organization

#### Informed Decision-Making

With more insights, in real-time, operational staff can make faster, more informed decisions in confidence

### Finance Function

#### Improved Financial Planning

More accurate and detailed views drive informed planning and strategies across functions, especially with capital allocation

#### Investor Confidence

More professional and trustworthy disclosures and strategies will increase investor confidence and interest, elevating brand value



