

Every
leader's
nirvana
is to
achieve

**more
with less**

What a state to be in. Read on.

We help your business use less to become:

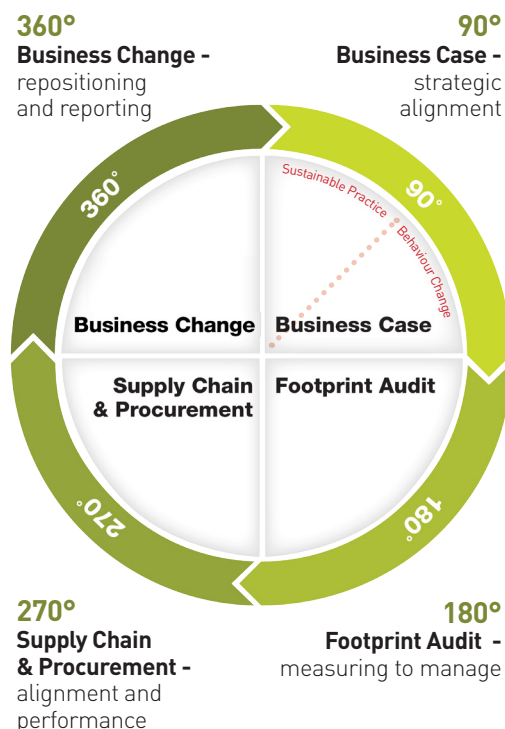
- **more** profitable
- **more** efficient
- **more** attractive to staff & stakeholders
- **more** ethical & values driven
- **more** able to mitigate risk

Behaviour Change.

The Sustainability Company

How we do it

We use behaviour change to bring about sustainable practice... building opportunities for your business, your clients and for future generations.



How we work with clients

- We build business learning communities to ensure capability, competence, and the ownership of change.
- We use collaborative workshops, work based experience, strategic alignment and stakeholder engagement to affect and embed change.
- We focus on developing a strong emotional connection between business values and behaviours to create a dynamic, positive and supportive business culture.

Who we do it for?

We work with a diverse private and public sector client base in New Zealand and Australia.

Our clients cover a range of industries from infrastructure to education, and from tourism to design and retail.

In partnership with clients like Port Otago (infrastructure); Otago and Christchurch Polytechnics (education); Geelong Otway Tourism and Nomad Safaris (tourism); Fluid and Space Craft Systems (design); and Untouched World (retail), we've delivered behaviour change that's improved the sustainability of finances, people and the environment.

We also collaborate to ensure client needs are addressed by bespoke teams – our key partners are BehaviourWorks Australia, an internationally recognised applied research centre; The Shannon Company, a leading behaviour change communications company; Office Max NZ, offering clients a 'Green Deal Purchase' for office supplies; and Convergence, an award winning PR consultancy.

Through the **SP360°** process we prove that sustainable practice delivers **more with less.**

MORE profitable

Otago Polytechnic – our supply chain review saved \$500,000 inside 12 months.

BIG4 Beacon Resort (Vic) – energy efficient designs for accommodation units to deliver savings of \$3.5 million over 25 years.

Fluid – a sustainable-practice business plan reduced costs by 15% and lifted turnover by 25% in 12 months.

MORE efficient

Kaikoura Wilderness Experience – our tools identified key product opportunities in NZ tourism and provided a framework for more efficient and sustainable guest experiences.

Nomad Safaris – our supply chain review led to significant vehicle related efficiencies; fuel cost per passenger has fallen 13%.

MORE attractive to staff & stakeholders

Untouched World – our SP360° tools helped Untouched World become the first fashion house to receive UN recognition for sustainability.

Ziptrek Ecotours – completed our sustainability training and won the prestigious NZ Sustainable 60 Award (Marketplace Category, 2011).

Space Craft Systems – our tools helped develop a sustainable-practice business strategy, attracting capital for a building and resource material prototype.

MORE ethical & values driven

Otago Polytechnic – our work to reflect organisational values and sustainability aspirations for behaviour change was recognised as exemplar in the NZ Institute of Chartered Accountants Leadership Awards (Sustainability Annual Report Finalist 2011).

Christchurch Polytechnic (CPIT) – our sustainable practice processes enabled a values driven business case and implementation strategy focused on achieving environmental, social, regulatory and economic aspirations.

MORE able to mitigate risk

Hanmer Springs Thermal Pools – newly designed covers have reduced heat loss, improved sustainability of thermal springs, and extended the lifetime of the thermal reserve.

What our clients say about us

"SP360° stood out as a system for us to align with because of its revolutionary approach to business tools, review and behaviour change."

**Amanda Gatward-Ferguson,
Finance Director, Nomad Safaris**

"We are now seeing short and long term economic efficiencies and improved supply chain relationships. This is supporting our vision to align our institutional strategies and expectations with sustainable practice."

**Phil Ker, CEO,
Otago Polytechnic**

"SP360° has enabled us to draw together the extensive research and design that sits behind our product with the core goals and values that underpin a sustainable approach to business. We have achieved efficiencies, more alignment with our supply chains, we've educated our staff and as a direct result saved money in both the short and long terms. The Sustainability Company's dedicated, independent expertise has been pivotal in transferring knowledge, engaging staff, lifting understanding, and shifting practice."

**Peri Drysdale, Founding CEO,
Snowy Peak and Untouched World**

Client video – SP360° Business Cluster program
<https://www.thesustainabilitycompany.co.nz/video>

Further Information on Sustainable Practice 360° is available at
www.thesustainabilitycompany.co.nz

or contact:
Barry Law barry@thesustainabilitycompany.co.nz / mobile 021 631 540