

Case Study

Developing tender and sales documentation

Summary

By completing a sustainability strategy, the Demast understood circular economy principles and then able to communicate benefits of their products better to consumers, through tender phase and on site, winning more work.

RESULTS

By combining skills in sustainability management, procurement and corporate reporting, iCCOUNT delivered a detailed analysis of the company's social and environmental impacts. The assessment demonstrated what Demast was currently doing in the sustainability space and where opportunities lie to not only get more clients, but to help them achieve reporting requirements for their clients who reporting under the national reporting framework.

OBJECTIVES



Demast is an emerging player in the waste resources sector with a portfolio of customers across the construction sector. Major clients included large Sydney Metro contracts, road and rail projects. Located in West Sydney, Demast was ambitious to capitalise on the expansion of the Western suburbs, with ambitions to deliver environmental and social outcomes to new developments and market to new clients.

SOLUTIONS



With Operations Managers now able to explain sustainability benefits to clients, employees now have an understanding of sustainability reporting requirements, developing systems in place to report on a number of projects at any given time.

iCCOUNT developed their sustainability strategy and also their tender documentation to actively show the savings Demast can give to their clients in the tender process.



Gap Analysis



Tender responses



Sustainability strategy

BENEFITS



Outcome

1

Demast is prepared for tenders and documentation ready for client evidence and reporting requirements as outlined in their new sustainability strategy

Outlined savings to clients

2

Highlighting benefits to clients that their waste slurry had the potential to be supplied back to the project as quarried material

Continued success

3

Savings to clients for GHG, LCA calculations shown in tender process to contribute to client reduction targets.