



- STRONG COMMITMENT TO RENEWABLE ENERGY ALONGSIDE CONTINUED GROWTH
- NO EVIDENCE OF POLICY ADVOCACY LEADERSHIP
- GROWTH IN CARBON MANAGEMENT SOLUTIONS FOR BUSINESS CUSTOMERS SHOULD LEAD TO STRONGER EXAMPLES OF IT-ENABLED ENERGY SOLUTIONS

SUMMARY **24/100** **15<sup>TH</sup> PLACE**

The business management software provider SAP gains only 1 point in this version of the Leaderboard. SAP's strongest leadership is again related to managing its Energy Impact, making year-on-year progress on the company's carbon emissions reduction goals despite growth in revenue. SAP data on its own emissions is also impressively transparent and well presented, with strategies for tackling the largest sources of emissions clearly explained and backed up with data. However, SAP needs to publicly disclose more detail in how its own IT solutions are reducing emissions in other sectors of the economy. SAP has made several large acquisitions over the last four years (Clear Standards, Sybase and TechniData) that offer climate solutions. There is promise for clearly showing how SAP software can help significantly reduce companies' emissions such as the Danone-SAP collaboration on carbon analytics.

CLIMATE SOLUTIONS **9/40** **=16<sup>TH</sup> PLACE**

**Energy Savings Calculations (3/10)**

While SAP offers many sustainability solutions, it provides little detail of how these solutions deliver large-scale emissions reductions in specific examples. The case studies showcased offer no pre- or post-intervention data, and only the example of Danone provides some information on actual large carbon savings using SAP's solutions.

**Public Metrics (1/10)**

SAP scores 1 point for the explanation of its cost abatement curve for solutions, but given the wealth of data experience at SAP's disposal, it could outline far better how the benefits of specific solutions are calculated, for example by applying the GeSI solutions methodology.

**Investment (4/10)**

SAP has made several large acquisitions over the last four years (Clear Standards, Sybase and TechniData) that offer climate solutions. SAP gains 1 point for disclosure in its Carbon Disclosure Project submission that investment in research increased 10% for 2011.

**Future Savings Goal (1/10)**

SAP gains one point for estimating its energy management solutions are saving approximately 5.7 million tons of carbon emissions, saving \$550m US dollars in energy expenditures. However, like many other IT companies, SAP does not set a goal for how it plans to increase measurable and verifiable savings in the future.

COMPETITOR COMPARISON

|           |  |    |    |    |    |
|-----------|--|----|----|----|----|
| SAP       |  | 24 | 9  | 15 | 0  |
| GOOGLE    |  | 58 | 17 | 19 | 22 |
| IBM       |  | 40 | 19 | 20 | 1  |
| MICROSOFT |  | 34 | 11 | 12 | 11 |

IT ENERGY IMPACT **15/25** **9<sup>TH</sup> PLACE**

**Energy & Emissions Targets (4/5)**

While SAP's target remains the same (lower total greenhouse gas emissions to 2000 levels by the year 2020; overall reduction of 50% compared to a 2007 baseline), its emissions grew slightly in 2011. As it remains on course to meet its target, SAP clearly explains how it is tackling emissions with yearly data broken down by business area in an easy-to-use web page.

**Mitigation Strategies (8/10)**

SAP has provided good information on specific measures it is undertaking to reduce its own emissions in five priority areas: Electricity usage, Corporate Cars, Business Flights, Employee Commuting and data centres. SAP also documents increasing renewable energy purchasing with specific examples and set a 2012 goal of 54% renewable energy. This is one of the highest renewable energy targets of any company in the Leaderboard.

**Infrastructure Siting Policy (3/10)**

While SAP does not have a formal siting policy that mandates renewable energy sourcing for data centres, SAP does gain points for some sourcing of renewable energy for its overall company infrastructure. To lead in this criterion, the company must state a public policy with a preference for renewable energy when making new data centre investments.

**Product Efficiency & Supply Chain Footprint (not applicable)**

Given the software and services nature of its business model, a stronger measurement of SAP's energy leadership is through its data centres and offices locations. SAP was evaluated for 10 points under Infrastructure Siting Policy so that its Energy Impact total still equalled 25 potential points.

POLITICAL ADVOCACY **0/35** **16<sup>TH</sup> PLACE**

**Political Speech (0/10)**

SAP submitted no relevant examples of senior executives supporting climate change or clean energy policy or of relevant public speech by the company.

**Political Policy (0/10)**

SAP submitted no relevant examples of SAP advocating for climate change or clean energy policy.

SAP received no **Repetition Bonus (0/10)** or **Negative Lobby Penalties**.