



**CHANGING THE WORLD FOR GOOD™** 



## WHO ARE WE?

- CSR Management Group Ltd
- Founded by Ian Dodd and Daniel Smith
- We are building a global network of talented CSR, ESG & Sustainability professionals
- We have a range of **core and niche consultancy brands** to drive credible project leads
- We offer sales, marketing and support services to independent CSR & sustainability consultants
- We work on CSR, ESG and Sustainability projects worldwide
- Our consultants help organisations make a positive impact on people, planet & profits
- We work with business and local government to develop Net Zero strategies
- We help our clients bridge the knowledge and resource gap through CSR & sustainability outsourcing



## **OUR GOAL**

## CHANGE THE WORLD FOR GOOD™

### Working with business, local government and public bodies we can...



### Improve lives

Have a positive impact on society. Work to benefit EVERYONE - customers, employees, shareholders, supply chain, communities, charity partners & society.

**SOCIAL IMPACT** 



### Help save the planet

Minimise and mitigate the impact of our clients on the environment. Facilitate far-reaching, impactful change through key environmental sustainability initiatives.

**ENVIRONMENTAL IMPACT** 



#### Plan for the future

Secure the long-term future of business, cities and governments. Help our clients future-proof their operations through ethical, sustainable and profitable Net Zero strategies.

**ECONOMIC IMPACT** 

#### Group Company



Core
Consulting &
Accreditation
Services















Niche Consulting Brands











Tech Solutions





## **CONSULTANCY TO ACCREDITATION SERVICES**



## **CSR MANAGEMENT**

CSR & Sustainability consultancy service working with SMEs, councils & public bodies.

- Review and Research
- Strategy and Policies
- Accreditations
- Training and Implementation
- Data and Systems Management
- Reporting and Communications



## **ESG MANAGEMENT**

ESG consultancy service working with large corporations, finance firms and governments.

- Due Diligence
- Strategy and Policies
- ESG Ratings
- Training and Implementation
- Data and Systems Management
- Reporting and Communications









### **CSR ACCREDITATION**

Assessment and Accreditation of CSR performance for SMEs

- Online assessment of CSR performance
- Supporting evidence required
- Online data room
- Score and Accreditation
- Online dashboard page showcasing score
- Entry into annual CSR Awards
- Membership subscription for sole traders



### **ESG ACCREDITATION**

Assessment and Accreditation of ESG performance. Online ESG Ratings format.

- Online assessment
- Supporting evidence required
- Online data room
- ESG Management Rating awarded
- Online ESG Dashboard showcasing rating
- Media pack and press releases
- Entry into ESG Awards



## NICHE CSR, ESG AND SUSTAINABILITY CONSULTANCY BRANDS



netzerostrategy.org

### **NET ZERO STRATEGY**

Aligning companies to Net Zero strategies and the UN Sustainable Development Goals

- Review and Research
- Strategy and Policies
- Roadmap to Net Zero
- Training and Implementation
- Data and Systems Management
- Reporting and Communications



sustainabilityconsultant.co.uk

# SUSTAINABILITY CONSULTANT

Environmental and sustainability consulting.

- Review and Research
- Innovation and Strategy
- Feasibility Studies
- Data and Systems Management
- Reporting and Communications



### SPORT 4 GOOD

CSR & Sustainability assessment and accreditation for professional sports clubs.

- Review and Analyse
- Score and Benchmark
- Accreditation Bronze, Silver and Gold
- Roadmap for Success
- Data and Systems Management
- Reporting and Communications

#### **CSR POLICY.COM**











www.CSRPolicy.com

## **CSR Policy.com**

Online CSR Policy Management.

- Instant Quote
- Online Payment
- Allocated to relevant consultant
- Research
- Bespoke policy writing
- Press release
- Hosted on CSRPolicy.com









Since 1 Oct 2013 the Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013 has required all UK quoted companies to report on their greenhouse gas emissions as part of their annual Directors' Report.

The government encourages all other companies to report similarly, although this remains voluntary.



# impactory

### Next Generation Sustainability, CSR and ESG Reporting

Record and report on sustainability, CSR and ESG data
SaaS freemium model
SMEs can report basic sustainability data for free
Upgrade modules available
Integrates ESG ratings and standards
Scalable for large corporations, governments
Bespoke integrations for larger clients
Automated data formatting and report writing

#### **Environmental Data management**

Waste, Water, Energy, Emissions Carbon Footprint Materials and Sourcing

#### **People Data management**

Equality, Diversity, Inclusion Recruitment and retention Employee data Supply Chain management

#### **Charities and Community**

Community impact measurement Volunteering and donations



## WHAT DO OUR CONSULTANTS DO?

We create, implement and manage CSR, ESG & Sustainability strategies.











### **REVIEW**

Reviews
Benchmarking
ESG Due Diligence
Feasibility Studies
Carbon Footprint
Data Analysis

### **INNOVATE**

Research &
Development
Strategy Workshops
Net Zero Goals
Carbon Neutral

## **IMPLEMENT**

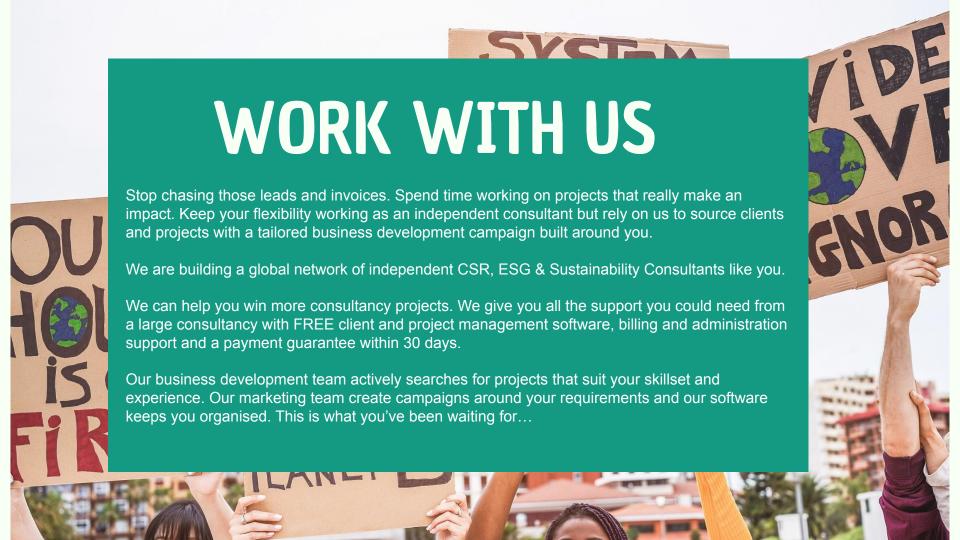
Frameworks ISO Systems Policy Writing Training Certifications Accreditations

## MANAGE

Outsourcing
Data Management
Consulting
Projects

## **COMMUNICATE**

Report Writing Report Auditing PR Branding Media Campaigns



## **HOW DO WE WORK TOGETHER?**

4

#### **CSR Management Group**

CSR Management Group provides systems support. We handle billing and payments. We follow up for feedback & reviews, case studies, content and further consulting opportunities.



1

#### **CSR Management Group**

We generate project leads through marketing and business development. We qualify and allocate them to our consultants based on location, industry knowledge and experience.

3

#### **Independent Consultants**

Once approved, the consultant delivers the project with the client with project and admin support from CSR Management Group.

2

#### Independent consultants

Our consultants decide whether to approve or decline the project based on schedule, fee and project type.

## WHAT DO WE PROVIDE?

We bridge the gaps between consultant and client

## **CONSULTANT SUPPORT**

- 1. Client and project leads
- 2. Project tools and systems
- 3. Document templates
- 4. @CSRManagement.org E-mail address
- 5. Client & project management software
- 6. Consultant network support
- 7. Payment guarantee
- 8. Billing and invoice management
- 9. Consultant profile on website
- 10. Affiliate revenue opportunities
- 11. PR and content
- 12. Discounted training



## **CLIENT SUPPORT**

- 1. Online contract management
- 2. Client project portal
- 3. Phone support
- 4. Livechat support
- 5. Account manager
- 6. Flexible payment terms
- 7. Online payments
- 8. Data management & reporting solution
- 9. Online reporting dashboard
- 10. Procurement and partnership help

## **HOW WE WORK**



## **LEADS**



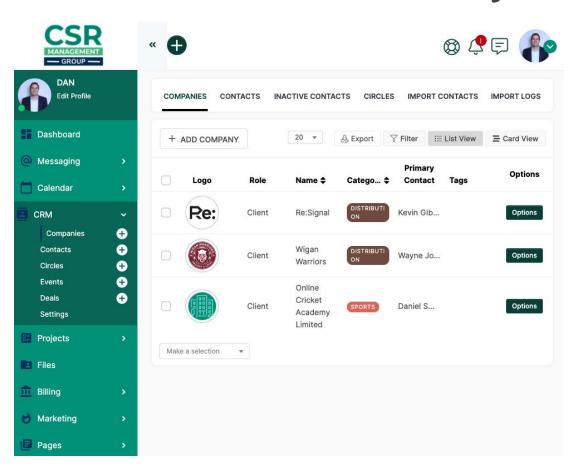
## OUR MARKETING PLAYBOOK DELIVERS PROJECT LEADS

- Credible global brands
- Business development team
- Marketing team
- Marketing analytics suite
- Frequent and relevant content
- Social media campaigns
- Paid media campaigns
- PR campaigns
- Localised marketing
- Industry-specific marketing
- Affiliate partnerships
- Networking & events
- Awards and Accreditation PR
- Sales management software
- 24/7 Livechat
- Multi-lingual website



- OUR CONSULTANTS APPROVE AND DELIVER THE PROJECTS
- CSR, ESG & sustainability projects
- Outsourcing
- Consultancy to accreditation
- Industry-specific projects
- Certification B corp, ISO
- CSR, ESG & sustainability services
  - Reviews
  - Research & innovation
  - Strategy
  - Policy writing
  - Training
  - Systems management
  - Reporting
    - Audits & inspections

## CLIENT AND PROJECT MANAGEMENT



#### Why use our bespoke software?

- It's FREE for our consultants
- Simple and intuitive
- Full client and project management capability
- Client portal
- Integrated consultancy processes

#### What does it do?

- Contact Management
- Lead Management
- Client Management
- Task Management
- Calendar
- Integrated Encrypted E-mail
- Instant Messaging
- Client Portal
- Secure document storage
- Secure file transfers
- Templates and tools
- Automated billing

## WHY SHOULD WE WORK TOGETHER?

1 We are your sales and marketing team

More time making a difference, less time prospecting & pitching

Choose your projects

Be picky. Accept the projects you like. Decline the ones you don't

**5** Manage everything online

3

Stay organised. Use our FREE client & project management software

We take care of the admin

You make a difference. We'll manage billing, payments and admin

9 We provide templates and tools

Drive efficiency. Make the most of our templates and project tools

2 Choose when you work with us

Be flexible. We're not exclusive. Work with us when you want

We find projects specifically for you

We create marketing campaigns around your location and skillset

6 Collaborate

Don't be an island. We share ideas, innovations and expertise

**8** Earn affiliate revenue

Earn extra revenue working with approved sustainability partners

10 Professional client management

Improve your client management process using our systems



#### What does it cost?

There is no upfront cost for you as a consultant. We negotiate fees with clients on the projects that we have successfully won. We then work with you to ensure the scope and costs meet your approval before you accept the project. We take away the huge hassles of marketing, prospecting, billing and admin leaving you to focus on delivering positive impacts for your clients. You even get our client and project management software for FREE.

#### What are the application requirements?

We welcome applications from anyone but not everyone will qualify for projects. We distribute projects based on experience, location and industry specialism. All we ask is that you have the appropriate public liability and professional indemnity insurance and access to the internet. Our QC team are also on hand to help us maintain a consistently high standard of work.

#### When do I get paid?

You get paid within 30 days of submitting your invoice whether the client has paid for the service or not. This is our payment guarantee. No more chasing down late invoices!

#### What if I have my own consultancy already?

Do you want more leads? CSR Management acts as a bolt-on sales, marketing and administration team for any established consultancies. The more the merrier. We're all trying to make a positive impact and we can do it together. That's why our software is free and we'll be launching a freemium client data and reporting management software in 2021. We're here to help and we think you'll like the way we work. You have nothing to lose.

#### How flexible is the agreement?

Completely flexible! You work when you want, where you want, on whatever projects you want. We won't limit you and don't have minimum working requirements. If you don't like the project we think you're suitable for then decline it and we'll use the feedback to get better projects for you in the future.

#### How do i sign up?

We thought you'd never ask. See the next page.

