

## Green Quadrant: Sustainability Consulting (2026)

By Priyanka Bawa and Callum Millard  
With Kim Knickle

March 2026



This version of the report contains Verdantix's summary of PwC's offerings to help prospective customers evaluate whether the vendor is a good fit for their requirements. It does not contain other vendor profiles.



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This report provides a detailed, fact-based benchmark of 15 of the most prominent sustainability consulting providers in the market. Based on the proprietary Verdantix Green Quadrant methodology, our analysis entailed two-hour live briefings, client interviews and consulting firm responses to a detailed 69-point questionnaire, covering five capability and 12 momentum categories. This study finds that the sustainability consulting market has changed significantly in recent years, reflecting organizations' efforts to articulate a clear business case for sustainability, design actionable strategies, manage environmental and social data, and address industry-specific operational realities, in a rapidly evolving landscape. Among the providers featured in the Leaders' Quadrant, five firms – Deloitte, ERM, EY, KPMG and PwC – demonstrated the most comprehensive sustainability consulting capabilities.

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## Organizations mentioned

Accenture, Africa Matters, AGCO, Amazon, American Forest Foundation, Apple, Arcadis, ArcBlue, Archroma, Bain & Company, Baker Hughes, Balfour Beatty, BASF, Bayer, BCG (Boston Consulting Group), Bel, Berkshire Hathaway, BOSLAN, Bugaboo, Capgemini, Cisco Systems, Cobalt Institute, Dallas Fort Worth (DFW) Airport, Danone, Deloitte, denkstatt, DTE, Edrington, Energetics, Environmental Consultants, ERM, ESB Energy, ESG Book, EY, First Abu Dhabi Bank (FAB), Google, Heineken, Honeywell, i3 Solutions, IQT Group, JPMorgan Chase & Co., J.S. Held, JSW Steel, K2 Management, KPMG, KUA Group, LinkedIn, Lufthansa, Massachusetts Institute of Technology (MIT), McKinsey & Company, McLaren Racing, Microsoft, Mittera Group, NewFields, NINT, Orange, Penske Corporation, PepsiCo, Pfizer, Planetrics, POWER Engineers, Proxima, PwC, Ramboll, ReShare, Ricardo, Salvation Army, Schneider Electric, SEIMAF, Shell, Siemens, Signify, Staufen AG, Supply Chain Sustainability School (SCSS), Syniti, SYSTEMIQ, Tata Consultancy Services (TCS), Tata Motors, Temple, TeraWulf, Terralytiq, The Big Middle, The Big Zero, The Nature Conservancy, TransGrid Solutions, UCB, Unilever, Unity, Vivid Economics, W+G, Woolworths, World Bank Group, World Business Council for Sustainable Development (WBCSD), World Rugby, WSP, Xcel Energy, Yamagigu Consulting.

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# Summary for decision-makers

- As competition intensifies in the sustainability consulting market, buyers face challenges in differentiating between service providers from diverse backgrounds. This report equips C-Suite executives and senior leadership with a benchmark of the 15 largest sustainability consulting firms to guide purchasing decisions for 2026.
- Practice leaders at sustainability consulting firms can use this report to understand competitive positioning, refine service offerings and chart their strategic course in a rapidly evolving market.
- Based on the proprietary Verdantix Green Quadrant methodology, our analysis encompassed live briefings, client interviews and vendor responses to a detailed 69-point questionnaire, examining consulting capabilities and market momentum.
- In recent years, the sustainability consulting market has undergone substantial transformation, driven by buyers' increasing demand for providers that can help frame sustainability initiatives as proactive strategies for risk management and resilience, integrate sustainability factors into investment and operational decisions, and identify opportunities for strategic impact.

Figure 7  
Green Quadrant for sustainability consulting (2026)



Note: A white plot indicates a non-participating vendor.  
Source: Verdantix analysis



# How to use the Green Quadrant for sustainability consulting

This Green Quadrant analysis applies to sustainability consulting, which Verdantix defines as:

*“Consulting services, comprising skilled professionals, methodologies and data resources, that support firms and financial organizations with sustainability corporate strategy; data management, reporting and disclosures; operational transformation; and sustainability financial advisory.”*

This Green Quadrant report assesses and benchmarks 15 leading vendors of sustainability consulting and serves as an update to the 2024 version (see [Verdantix Green Quadrant: ESG And Sustainability Consulting 2024](#)). It helps the C-Suite select sustainability consulting providers, based on an understanding of their own needs. The report positions the vendors into four Quadrants: Leaders, Innovators, Specialists and Challengers – each with specific benefits and drawbacks. It answers the following questions:

- **How are vendors innovating to meet evolving customer needs for sustainability consulting?**
- **What differentiates vendors in this space?**
- **Who are the leading sustainability consulting providers?**
- **What should a buyer look for when selecting a sustainability consulting provider?**

To answer these questions, Verdantix evaluated 15 vendors using a 69-point questionnaire and live briefings lasting two hours each. We also conducted 21 interviews with buyers of sustainability consulting services. The analysis uses the proprietary Verdantix Green Quadrant methodology, which provides an evidence-based, objective assessment of vendors offering comparable products or services. Additional Verdantix insights into sustainability consulting can be found in the [Verdantix Buyer’s Guide: Nature Consulting Services](#) and [Verdantix Buyer’s Guide: ESG And Sustainability Strategy Services \(2025\)](#) reports.

## Organizations rely on consulting expertise to navigate the complexities of sustainability

Evolving organizational priorities, combined with significant changes in the sustainability regulatory landscape in 2025, have materially shifted the focus of sustainability consulting engagements compared with 2024. (For previous analysis, see [Verdantix Market Size And Forecast: Sustainability Consulting 2024-2030 \(Global\)](#) and [Verdantix Green Quadrant: ESG And Sustainability Consulting 2024](#); for a description of sustainability consulting service and sub-service lines, see **Figure 1** and **Figure 2**.) Verdantix finds that buyers need consulting expertise to:

- **Build, refine and redesign sustainability strategies in an ever-evolving environment.**  
Firms are continuously developing and redeveloping sustainability strategies to navigate the interconnected pressures of regulatory requirements, operational realities and shifting stakeholder expectations. This focus is reflected in the Verdantix 2025 global corporate survey, in which almost 80% of sustainability executives cite setting and meeting sustainability objectives as a significant priority (see [Verdantix Global Corporate Survey 2025: ESG & Sustainability Budgets, Priorities And Tech Preferences](#)). Organizations with more advanced sustainability practices are expanding the scope of their strategies to address emerging issues such as nature and responsible AI, using insights from sustainability data to close performance and compliance gaps, and embedding sustainability across broader business transformation efforts. For example, [Balfour Beatty](#) updated its sustainability strategy in 2025 to set measurable targets for nature-positive outcomes and expanded community engagement. To set and translate evolving sustainability ambitions into measurable outcomes, organizations are turning to consulting providers to design and continuously adapt their sustainability strategies (see [Verdantix Buyer’s Guide: ESG And Sustainability Strategy Services \(2025\)](#)).



Figure 1  
Sustainability service lines

| Sustainability service line                                      | Definition                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Sustainability corporate strategy</b>                         | Consulting engagements that support organizations in defining and advancing their sustainability objectives. This encompasses governance design, risk and opportunity assessments, programme strategy development, stakeholder engagement, materiality assessments, and the setting and tracking of sustainability targets and performance metrics. The focus is on shaping an organization's own sustainability direction and roadmap.                                                                                                                                           |
| <b>Sustainability data management, reporting and disclosures</b> | Consulting engagements that help firms interpret and comply with sustainability reporting and disclosure requirements, and design or implement sustainability data architectures and system integrations for regulatory reporting, voluntary frameworks and internal business reporting. This service line excludes limited and reasonable assurance engagements (in which an assurance opinion is issued) and includes pre-assurance services – that is, advisory support provided before an assurance engagement to identify reporting gaps and prepare for external assurance. |
| <b>Operational transformation</b>                                | Consulting engagements that assess, design and manage operational sustainability initiatives across environmental resource management, social impact, product circularity, supply chain sustainability and energy transition. These services encompass technical analysis, diagnostics and actionable operational planning, with climate risk and resilience and nature-positive outcomes embedded as cross-cutting considerations. The scope excludes physical implementation activities such as construction and infrastructure build.                                          |
| <b>Sustainability financial advisory</b>                         | Consulting engagements that integrate ESG and sustainability factors into financial transactions and investment decisions. This includes M&A due diligence, corporate capital allocation, and advisory support for investment funds and portfolio assessments, with a focus on embedding sustainability into capital flows, transactions and investment processes.                                                                                                                                                                                                                |

Source: Verdantix Market Size And Forecast: Sustainability Consulting 2024-2030 (Global)

- **Understand the mechanics of sustainability data for transparent reporting and strategic insight.**

In 2023-2024, the era of mandatory sustainability disclosures arrived rapidly for businesses worldwide (see [Verdantix Smart Innovators: Consulting Services For CSRD And ESG Regulation Readiness](#)), driving a heavy focus on reporting in the last iteration of this Green Quadrant. This compliance-driven focus had unintended consequences. Many firms over-prioritized deadlines, collected data for its own sake, and treated reporting as an end-goal, rather than a tool to guide sustainability action (see [Verdantix The CSRD, The Omnibus And The Case For A Reset](#)). By 2025, regulatory pullback, ongoing uncertainty and lessons from prior compliance efforts highlighted the need to align internal processes with both external requirements and long-term business priorities. Organizations are now recognizing that their sustainability data are often fragmented, inconsistent and disconnected from operational and financial performance, and that they lack a systematic approach to address these gaps. Buyers are therefore prioritizing the ability to understand, analyse and contextualize sustainability data, to support strategic decisions and produce disclosures that are accurate, credible and meaningful. Meeting these challenges often exceeds internal capacity, prompting firms to turn to consulting providers for guidance in structuring, integrating and interpreting sustainability data, to underpin credible and transparent reporting, as well as business decision-making.



Figure 2  
Sustainability sub-service lines

| Service line                                                     | Sub-service line                                   | Definition                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|------------------------------------------------------------------|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Sustainability corporate strategy*</b>                        | Decarbonization strategy                           | Services to help organizations develop overarching decarbonization strategies, define targets and create decarbonization pathways.                                                                                                                                                                                                                                                                                                                                                        |
|                                                                  | Nature strategy                                    | Services to help organizations develop nature-positive strategies, quantify impact and risk, and manage biodiversity.                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Sustainability data management, reporting and disclosures</b> | Sustainability corporate reporting and disclosures | Consulting engagements to interpret and satisfy diverse disclosure requirements (mandatory and voluntary) for external and/or internal reporting activities, as well as broader governance issues increasingly interconnected with sustainability, such as anti-corruption, corporate taxation, board diversity and governance, cyber security, and customer privacy. This covers engagements such as regulation readiness, disclosure management, drafting of reports and pre-assurance. |
|                                                                  | Sustainability digital transformation              | Consulting engagements to create and enable information architectures, integrations, workflows, processes, cross-functional visibility and data access. This can involve working with organizations to develop digitally enabled processes to request, collect, verify and manage the data used in reporting and assessing ESG performance, including software selection, deployment and implementation.                                                                                  |
| <b>Operational transformation</b>                                | Environmental resource management                  | Consulting engagements advising and supporting resource consumption monitoring and improvements such as water stewardship and waste reduction.                                                                                                                                                                                                                                                                                                                                            |
|                                                                  | Social impact                                      | Consulting engagements advising and supporting social impact improvements such as human rights and labour standards, employee/board DEI, community engagement and volunteering.                                                                                                                                                                                                                                                                                                           |
|                                                                  | Product circularity                                | Consulting engagements to achieve product sustainability efforts such as lifecycle assessment and analysis, product eco-design, product traceability, material innovation and circular economy.                                                                                                                                                                                                                                                                                           |
|                                                                  | Supply chain sustainability                        | Consulting engagements to improve supply chain visibility for sustainability reporting and performance improvements, and to minimize associated sustainability risks such as supplier mapping, supplier risk assessments, and tracing goods to the raw material source location (e.g. identifying conflict minerals).                                                                                                                                                                     |
|                                                                  | Energy transition                                  | Consulting engagements that assess, design and manage energy transition strategies and programmes. This includes supporting asset-level decarbonization initiatives (such as buildings, data centres, industrial plants, emissions-intensive facilities, electricity supply, supply chains and fleets) through technical analysis, diagnostics and actionable planning. It also covers overarching net zero programme design and management.                                              |
| <b>Sustainability financial advisory</b>                         | ESG and sustainability due diligence               | Consulting engagements that identify, assess and manage sustainability impacts, risks and opportunities (IROs) in the context of financial transactions. This encompasses ESG and sustainability due diligence for mergers, acquisitions, divestments and other capital transactions to inform responsible investment decisions.                                                                                                                                                          |
|                                                                  | Corporate capital allocation                       | Consulting engagements that support firms in embedding sustainability into capital allocation decisions. This covers evaluating investment options, capital expenditures and financing structures against sustainability objectives, transition plans and risk exposure. These engagements are undertaken by all firms, not only those in the financial sector.                                                                                                                           |
|                                                                  | Fund advisory                                      | Consulting engagements that help investment funds and financial institutions integrate ESG and sustainability into fund-level decision-making and products. Examples include designing sustainable finance products (e.g. green bonds, transition funds, ESG-labelled funds) and structuring investment offerings to incorporate ESG criteria.                                                                                                                                            |
|                                                                  | Portfolio assessment                               | Consulting engagements that evaluate the ESG and sustainability performance of existing investment portfolios, including the portfolio companies or assets held within them. Examples of these are conducting climate and nature risk analyses, carbon footprinting, scenario modelling, and measuring alignment with net zero or other sustainability targets to inform portfolio management decisions.                                                                                  |

\*Note: Decarbonization strategy and nature strategy are forms of sustainability strategy, rather than service lines, and are not exhaustive.  
Source: Verdantix analysis



- **Create and articulate the business case for sustainability.**

Organizations today face multiple pressures that frame sustainability as a critical driver of business performance. Rising environmental and social risks – particularly across supply chains, and amplified by geopolitical uncertainty – are prompting firms to embed sustainability into risk management frameworks (see [Verdantix Strategic Focus: Mitigating ESG And Sustainability Risk In The Supply Chain](#)). At the same time, firms are expected to convert sustainability commitments into measurable business outcomes, such as operational efficiencies, cost savings and new growth opportunities (see [Verdantix Market Size And Forecast: Sustainability Consulting 2024-2030 \(Global\)](#)). These pressures place sustainability leaders under growing demand to demonstrate returns and show how sustainability drives business value. Consulting providers are increasingly engaged to help frame sustainability initiatives as proactive strategies for risk management and resilience, integrate sustainability factors into financial and investment decisions, and uncover opportunities for strategic impact.

- **Navigate industry-specific sustainability realities.**

As organizations advance in their sustainability journeys, they encounter the limits of broad-brush strategies and initiatives. The practical and regulatory realities of each sector – combined with the urgency of material sustainability issues – require programmes that are tailored to industry-specific contexts to be effective and credible. Unsurprisingly, our global corporate survey shows that industry dynamics shape consulting spend, reflecting divergent sustainability needs across sectors (see [Verdantix Market Insight: Sustainability Consulting Budgets And Buyer Priorities](#)). While internal teams have deep industry knowledge, they face challenges in benchmarking performance, identifying innovative approaches and rapidly scaling successful initiatives. Consulting providers bridge this gap by bringing sector-specific experience, cross-industry insight, exposure to emerging best practices and expertise in operational transformation. This enables organizations to accelerate innovation and prioritize the most impactful opportunities, and permits them to implement sustainability programmes at scale.

## Green Quadrant for sustainability consulting

Buyers of sustainability consulting prioritize providers with strong subject-matter and sector-specific expertise, as well as the ability to engage a wide variety of internal stakeholders. Their choice of providers is also shaped by organizational context – such as sustainability maturity, business models, operational structures and material priorities – and by the approach they take to consulting, with some buyers preferring a single provider with consistent capabilities and others engaging multiple specialists.

## Green Quadrant methodology

The Verdantix Green Quadrant methodology provides buyers of specific products or services with a structured assessment of comparable offerings at a certain point in time. The methodology supports purchase decisions by identifying potential vendors, structuring relevant purchase criteria through discussions with buyers and providing an evidence-based assessment of the products or services in the market. To ensure objectivity of the study results, the research process is guided by:

- **Transparent inclusion.**

We aim to analyse all providers that qualify for inclusion in the research. For those providers that offered insufficient information or were unwilling to cooperate fully on the 69-point questionnaire and two-hour live briefing, we included them in the report based on public information, where we believed this provided an accurate analysis of their market positioning.



- **Analysis from the market perspective.**

For this Green Quadrant, we spoke with 21 buyers of sustainability consulting to understand their buying requirements. We also incorporated insights from our latest global corporate survey of 400 sustainability executives, many of whom have purchased – or plan to purchase – the services analysed in this Green Quadrant. This evidence base informs how we define the relevant consulting service lines, sub-service lines and weightings that shape the Green Quadrant output.

- **Reliance on professional integrity.**

As it is not feasible to check all data and claims made by vendors, we emphasize the need for professional integrity. Assertions made by consulting providers are put in the public domain via this Verdantix report and can be checked by competitors and existing customers. Verdantix also retains previous iterations of vendors' Green Quadrant questionnaire responses and makes comparisons and scoring adjustments as needed, to ensure accuracy.

- **Scores based on evidence, briefings and customer interviews.**

To assess the expertise, resources, business results and strategies of individual providers, we collected evidence from public sources and conducted interviews with multiple representatives of each service provider, as well as industry experts. When providers claimed to be 'best in class', we challenged them to present related evidence.

- **Comparison based on relative capabilities.**

We construct measurement scales ranging from 'worst in class' to 'best in class' performance at a certain point in time. A provider's position in the market can change over time, depending on how its offering and success evolve relative to its competitors. As a result, a vendor's Quadrant positioning may not necessarily improve – even if it adds new capabilities, makes a strategic acquisition or receives investment – as the assessment is relative to what other vendors are offering or have been doing since the previous Green Quadrant study. Verdantix repeats a Green Quadrant analysis for a product or service market annually or every two years, to capture these transitions over time.

## Evaluated firms and inclusion criteria

Verdantix defines vendor inclusion criteria to ensure that the Green Quadrant analysis compares service providers capable of supporting engagements of comparable scale and complexity. The 15 sustainability consulting providers included in this study were selected because they possess:

- **Capabilities across all four Verdantix-defined sustainability consulting service lines.**

To ensure that participants can deliver a wide range of sustainability consulting projects – and thereby ensure a competitive analytical playing field for the report – we included vendors in this Green Quadrant only if they demonstrated capabilities across all of the following service lines: sustainability corporate strategy; sustainability data management, reporting and disclosures; operational transformation; and sustainability financial advisory.

- **At least 600 dedicated sustainability consultants.**

Firms only qualified for participation in the Green Quadrant if they employed at least 600 dedicated sustainability consultants. Although firms with a smaller consulting and advisory capacity may be able to provide similar capabilities to those of their larger counterparts, our research finds that they may struggle to ensure a suitable breadth of project delivery across categories, to meet the needs of all buyers.

- **Upwards of 1,500 full-time consultants globally.**

We included only firms employing a minimum of 1,500 full-time consultants globally. This threshold was applied to exclude small boutique consulting firms and ensure comparability across participants.



- **More than \$100 million in revenue from sustainability consulting services.**

Firms were eligible for inclusion only if they reported (or we assessed them as having) more than \$100 million in sustainability consulting revenue in the last reporting year. This requirement ensures that sustainability consulting represents a material and established line of business across all participants.

- **A global presence for sustainability consulting services.**

To qualify for this benchmark study, participants must operate out of or have a significant presence in at least three regions – Asia, Europe, Latin America and the Caribbean, the Middle East and Africa, North America, and Oceania.

Based on the inclusion criteria above, this report evaluated 15 sustainability consulting providers: Accenture, Arcadis, Bain & Company, BCG, Capgemini, Deloitte, ERM, EY, J.S. Held, KPMG, McKinsey & Company, PwC, Ramboll, Tata Consultancy Services (TCS) and WSP.

With the exception of Accenture, Bain & Company, BCG and McKinsey & Company – which were invited to take part, but did not actively do so, or did not respond – all vendors actively participated in the research through responses to a 69-point questionnaire, by providing customer references and by engaging in a two-hour live briefing.

## Evaluation criteria for sustainability consulting vendors

Verdantix defined the evaluation criteria for the Green Quadrant for sustainability consulting through a combination of interviews with senior executives, desk research, discussions with multiple customers and staff expertise. In full, this year's Green Quadrant analysis compares offerings from 15 sustainability consulting providers, using a 69-point questionnaire covering five capability categories and 12 momentum categories. In our analysis:

- **Capabilities measure the breadth and depth of services.**

The capabilities dimension, plotted on the vertical axis of the Green Quadrant graphic, measures each consulting firm's sustainability consulting prowess based on the breadth and depth of that firm's service approach, its differentiators against other providers, its digital expertise and its proven experience in each area. In total, we assessed the providers across 37 capability criteria, representing five distinct capability categories (see **Figure 3**).

- **Momentum measures strategic success factors.**

The momentum dimension of the analysis, captured on the horizontal axis of the Green Quadrant graphic, measures each consulting firm based on its market vision, competitive strategy, and the size and scale of its specific sustainability consulting business. In total, we assessed the providers across 12 distinct momentum categories, but only scored nine (see **Figure 4**).

We assessed the evidence provided by all the consulting providers using a quantitative model that started with the sub-criteria scores. We scored all sub-criteria between the values of zero ('no capability/momentum') and three ('best in class'). Each sub-criterion was individually weighted to generate the overall score for each capability and momentum area. For example, sustainability corporate strategy is one of the high-level criteria evaluated in the capabilities section, but is composed of six sub-criteria, ranging from nature strategy to digital solutions. These are individually weighted to determine the overall sustainability strategy score.

The combination of high-level criteria scores in the capabilities and momentum sections generates the Green Quadrant graphic and rankings.

**Figure 3** and **Figure 4** provide details of the study criteria. **Figure 5** and **Figure 6** give a breakdown of the scoring for all participants in each category. **Figure 7** shows the Green Quadrant graphic, summarizing the positioning of all sustainability consulting vendors in this benchmark study.



Figure 3

Capabilities criteria for sustainability consulting

| Criteria                                                               | Questions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Sustainability service offering overview (30%)</b>                  | Detail the sustainability consulting services you offer, including key differentiating factors that describe your approach to project delivery, such as digital tools and industry-specific capabilities. Outline your innovation and AI strategy for sustainability consulting.                                                                                                                                                                                                                                                                                        |
| <b>Sustainability corporate strategy (20%)</b>                         | Using client examples, highlight the breadth and depth of your sustainability corporate strategy expertise, including key differentiating factors that describe your approach to project delivery, and summarize your nature strategy consulting expertise. Provide an overview of the internal digital tools and software partnerships that support the delivery of strategy engagements. Please include the number of projects delivered over the past 12 months.                                                                                                     |
| <b>Sustainability data management, reporting and disclosures (20%)</b> | Using client examples, highlight the breadth and depth of your sustainability data management, reporting and disclosures expertise, including key differentiating factors that describe your approach to project delivery. Summarize your capabilities in sustainability corporate reporting and disclosures, as well as sustainability digital transformation. Provide an overview of the internal digital tools and software partnerships that support the delivery of strategy engagements. Please include the number of projects delivered over the past 12 months. |
| <b>Operational transformation (25%)</b>                                | Using client examples, highlight the breadth and depth of your operational transformation expertise, including key differentiating factors that describe your approach to project delivery. Summarize your capabilities in environmental resource management, social impact, product circularity, supply chain sustainability and energy transition. Provide an overview of the internal digital tools and software partnerships that support the delivery of strategy engagements. Please include the number of projects delivered over the past 12 months.            |
| <b>Sustainability financial advisory (5%)</b>                          | Using client examples, highlight the breadth and depth of your sustainability financial advisory expertise, including key differentiating factors that describe your approach to project delivery. Summarize your capabilities in ESG and sustainability due diligence, corporate capital allocation, fund advisory and portfolio assessment. Provide an overview of the internal digital tools and software partnerships that support the delivery of strategy engagements. Please include the number of projects delivered over the past 12 months.                   |

**Figures in brackets represent the weighting given to each criterion in the flexible multi-criteria model that generates the Green Quadrant graphical analysis.**

Source: Verdantix analysis



Figure 4

Momentum criteria for sustainability consulting

| Criteria                                           | Questions                                                                                                                                                                                                                                                                                                                                                                                               |
|----------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Market vision and business strategy (17.5%)</b> | Please outline your vision for how the sustainability consulting services market will evolve over the coming 2-5 years, and your vision for your firm in that evolution (consider industries, geographies, revenue-size customers, functional budget-holders, etc.). Please also highlight how you intend to achieve this vision and how you have invested or made decisions to respond to this vision. |
| <b>Services strategy (17.5%)</b>                   | Please outline your firm's 2-5 year vision for services delivery, the ways in which you are identifying in-demand new services to develop, and your 24-month services roadmap. Please also highlight how you are investing to improve efficiency and maximize client value.                                                                                                                             |
| <b>Deal dimensions (10%)</b>                       | Please provide a breakdown of sustainability consulting business signed during the last reporting year by total contract value. In addition, report the total number of entities or firms with annual revenue exceeding \$1 billion that engaged your sustainability consulting services during the last reporting year.                                                                                |
| <b>Organizational resources and growth (10%)</b>   | Please report the current number of employees dedicated to sustainability consulting, as well as the number as of 12 months ago.                                                                                                                                                                                                                                                                        |
| <b>Financial resources (5%)</b>                    | Please report your firm's revenue specific to sustainability consulting services in the last reporting year.                                                                                                                                                                                                                                                                                            |
| <b>Revenue growth (5%)</b>                         | Please report the increase or decrease in revenue specific to sustainability consulting services between the last reporting year and the year prior.                                                                                                                                                                                                                                                    |
| <b>Brand preference (12.5%)</b>                    | Based on Verdantix analysis and assessed via LinkedIn.                                                                                                                                                                                                                                                                                                                                                  |
| <b>Customer success (12.5%)</b>                    | Based on client reference interviews.                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Partnerships (10%)</b>                          | Please detail the formalized partnerships you have made over the last two years and how they generate value for your clients.                                                                                                                                                                                                                                                                           |

Figures in brackets represent the weighting given to each criterion in the flexible multi-criteria model that generates the Green Quadrant graphical analysis.

Note: The questionnaire covered 12 momentum categories, but only nine were scored.  
Source: Verdantix analysis



Figure 5  
Consulting provider scores: capabilities

|                                                           | Accenture | Arcadis | Bain & Company | BCG | Capgemini | Deloitte | ERM | EY  | J.S. Held | KPMG | McKinsey & Company | PwC | Ramboll | TCS | WSP |
|-----------------------------------------------------------|-----------|---------|----------------|-----|-----------|----------|-----|-----|-----------|------|--------------------|-----|---------|-----|-----|
| Sustainability service offering overview                  | 2.0       | 1.6     | 1.8            | 2.0 | 1.7       | 2.3      | 2.3 | 2.6 | 1.0       | 2.3  | 1.8                | 2.4 | 1.4     | 1.6 | 1.3 |
| Sustainability corporate strategy                         | 1.5       | 1.5     | 2.3            | 2.6 | 1.9       | 2.6      | 2.1 | 2.5 | 1.1       | 2.4  | 2.2                | 2.6 | 2.0     | 1.2 | 1.5 |
| Sustainability data management, reporting and disclosures | 2.0       | 1.6     | 1.2            | 1.5 | 2.1       | 2.5      | 2.5 | 2.7 | 1.5       | 2.6  | 1.0                | 2.9 | 1.5     | 2.2 | 1.3 |
| Operational transformation                                | 1.7       | 1.8     | 1.9            | 1.6 | 1.9       | 2.0      | 2.2 | 2.2 | 1.1       | 2.1  | 1.6                | 2.1 | 1.8     | 1.4 | 1.9 |
| Sustainability financial advisory                         | 0.8       | 1.6     | 1.8            | 1.8 | 1.3       | 2.2      | 2.1 | 2.5 | 1.0       | 1.9  | 2.0                | 2.1 | 1.9     | 1.3 | 1.2 |

| Scoring framework                                                                                                                                                                                                                                                 |   |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| Evidence of market-leading expertise or positioning                                                                                                                                                                                                               | 3 |
| Evidence of strong, above-par expertise or positioning                                                                                                                                                                                                            | 2 |
| Evidence of on-par expertise or positioning                                                                                                                                                                                                                       | 1 |
| Lack of evidence, or evidence of sub-par or a lack of expertise or positioning                                                                                                                                                                                    | 0 |
| <p><i>Verdantix research teams determine all scores at either sub-criteria level or criteria level, using the scoring framework above. These assessed scores are then weighted and compiled into derived scores at criteria or capability/momentum level.</i></p> |   |

Source: Verdantix analysis



Figure 6  
Consulting provider scores: momentum

|                                     | Accenture | Arcadis | Bain & Company | BCG | Capgemini | Deloitte | ERM | EY  | J.S. Held | KPMG | McKinsey & Company | PwC | Ramboll | TCS | WSP |
|-------------------------------------|-----------|---------|----------------|-----|-----------|----------|-----|-----|-----------|------|--------------------|-----|---------|-----|-----|
| Market vision and business strategy | 1.5       | 1.0     | 1.5            | 1.5 | 1.0       | 2.0      | 2.0 | 2.5 | 1.0       | 2.0  | 1.0                | 2.0 | 1.0     | 1.5 | 1.5 |
| Services strategy                   | 1.5       | 1.0     | 1.5            | 1.0 | 1.5       | 2.0      | 2.0 | 2.5 | 1.0       | 2.0  | 1.5                | 2.0 | 1.0     | 1.5 | 1.5 |
| Deal dimensions                     | 1.5       | 2.0     | 3.0            | 2.0 | 2.0       | 2.5      | 1.5 | 2.0 | 0.5       | 1.5  | 3.0                | 2.0 | 2.5     | 1.5 | 1.5 |
| Organizational resources and growth | 1.0       | 1.6     | 1.0            | 1.0 | 1.0       | 2.0      | 0.7 | 1.0 | 0.9       | 1.3  | 1.0                | 2.0 | 1.7     | 1.0 | 2.7 |
| Financial resources                 | 2.0       | 0.0     | 1.0            | 2.0 | 2.0       | 3.0      | 2.0 | 2.0 | 0.0       | 2.0  | 3.0                | 3.0 | 2.0     | 1.0 | 3.0 |
| Revenue growth                      | 1.0       | 3.0     | 1.0            | 2.0 | 2.0       | 2.0      | 1.0 | 1.0 | 2.0       | 3.0  | 2.0                | 1.0 | 0.5     | 1.0 | 1.0 |
| Brand preference                    | 2.0       | 0.5     | 1.0            | 1.5 | 1.5       | 2.5      | 1.3 | 2.5 | 0.0       | 2.0  | 2.0                | 2.5 | 0.5     | 2.0 | 1.0 |
| Customer success                    | 0.0       | 3.0     | 0.0            | 1.0 | 1.0       | 2.0      | 1.0 | 3.0 | 2.0       | 3.0  | 0.0                | 1.0 | 2.0     | 1.0 | 2.0 |
| Partnerships                        | 1.0       | 1.0     | 2.0            | 2.0 | 2.0       | 2.0      | 2.0 | 2.0 | 1.0       | 2.0  | 2.0                | 2.0 | 1.0     | 2.0 | 1.0 |

| Scoring framework                                                              |   |
|--------------------------------------------------------------------------------|---|
| Evidence of market-leading expertise or positioning                            | 3 |
| Evidence of strong, above-par expertise or positioning                         | 2 |
| Evidence of on-par expertise or positioning                                    | 1 |
| Lack of evidence, or evidence of sub-par or a lack of expertise or positioning | 0 |

*Verdantix research teams determine all scores at either sub-criteria level or criteria level, using the scoring framework above. These assessed scores are then weighted and compiled into derived scores at criteria or capability/momentum level.*

Source: Verdantix analysis



Figure 7

Green Quadrant for sustainability consulting (2026)



## Capabilities

This dimension measures each provider on the breadth and depth of its sustainability consulting offering across five capability areas, as outlined in **Figure 3**.

## Momentum

This dimension measures each provider on nine strategic success factors, as outlined in **Figure 4**.

Note: A white plot indicates a non-participating vendor.  
Source: Verdantix analysis



# PwC overview

## Information

PwC’s client service history dates back to the mid-1800s, predating its formal establishment as a professional services network in 1998. Since 2020, PwC has systematized sustainability consulting through its Global Sustainability Platform, complemented in 2023 by its Centre for Nature Positive Business, to build capability in nature-related concerns. PwC has also prioritized workforce upskilling, strengthening specialist expertise while enabling non-sustainability practitioners to integrate sustainability into broader advisory work. Its offering is now organized around five interconnected business triggers – value at risk; energy strategy; supply chain transformation; credits and incentives; and regulation and data complexity – to embed sustainability within wider business issues.

## Vendor info

|                          |                                 |
|--------------------------|---------------------------------|
| <b>Firm name</b>         | PwC                             |
| <b>Headquarters</b>      | London, UK                      |
| <b>Employees</b>         | 365,000                         |
| <b>Revenues</b>          | >\$50bn                         |
| <b>Example customers</b> | Baker Hughes, PepsiCo, Unilever |

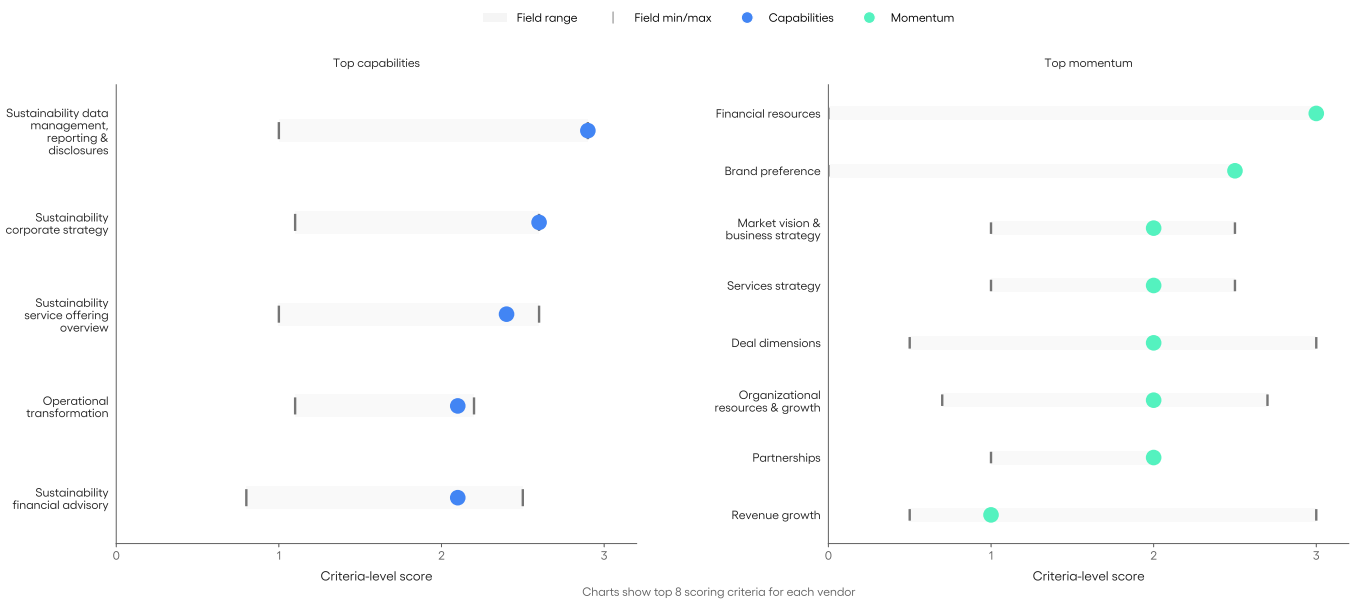
## Customer regional presence

|                                 |  |
|---------------------------------|--|
| Asia                            |  |
| Oceania                         |  |
| Europe                          |  |
| Middle East and Africa          |  |
| Latin America and the Caribbean |  |
| North America                   |  |

### % Customer base

0%  
 <10%  
 10-25%  
 25-50%  
 above 50%

## Performance vs Field (2026)



Note: See the main scoring figure for an explanation of the scoring framework.



## PwC's sustainability services are business-integrated and commercially impactful

The Green Quadrant analysis finds that PwC has:

- **A pragmatic, business-led approach to sustainability.**

As sustainability moved from compliance to commercial value in 2024-2025, PwC moved faster than its peers to align its services to business triggers, framing sustainability in financial and operational terms. The firm invested heavily in upskilling its sustainability professionals to translate sustainability factors into measurable business outcomes, rapidly broadening its buyer base beyond chief sustainability officers (CSOs) to reach chief financial officers (CFOs), chief operating officers (COOs) and chief information officers (CIOs), and significantly increasing engagements where sustainability is embedded in broader transformation programmes. PwC's sector-specific capabilities – illustrated by a library of more than 2,600 decarbonization levers for targeted action across procurement, packaging, logistics and infrastructure – support pragmatic implementation, while its market-leading energy transition work, such as digital twin simulations for a South Korean firm that identified new energy-saving levers and projected multi-million-dollar savings, demonstrates its ability to deliver measurable cost and emission reductions at scale.

- **Less visible capabilities around water.**

PwC's operational transformation strengths are particularly evident in energy transition and nature-related work, supported by its Centre for Nature Positive Business. While water considerations are embedded within these broader sustainability programmes, the firm's water capabilities are not clearly positioned as a standalone capability. With water an emerging sustainability concern, there is an opportunity for PwC to strengthen its focus in this area, complementing its broader expertise and reinforcing its end-to-end sustainability offering.

- **End-to-end sustainability delivery offering for global firms, across sectors.**

PwC is best-suited to large, complex organizations seeking a long-term sustainability partner capable of integrated, enterprise-wide transformation across industries. The firm connects sustainability strategy, reporting and action to deliver measurable outcomes, using sustainability data as business data, to inform operational and investment decisions. Its extensive regional footprint – reflected in one of the most geographically diverse portfolios among its peers – supports consistent global delivery while accommodating local market realities, making PwC a strong choice for multinational organizations seeking scalable, commercially grounded sustainability solutions.



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