

Rejoose

Turning carbon data into a competitive edge

How Egiss makes global IT procurement automatic, scalable, and consistent across countries offering reliable and auditable carbon data to support customers' sustainability journey.

The challenge

Meeting customers' carbon reporting requirements

As a global IT reseller specialising in standardised IT hardware procurement and delivery for multinational organisations, Egiss has acknowledged that implementing accurate carbon data creates both compliance readiness and commercial advantage.

"Sustainability became strategic due to growing regulatory requirements and customer expectations. CO₂ data across Scope 1, 2, and 3 is often a mandatory part of contractual agreements and a key factor in how customers assess their IT partners. It is also the data foundation of our commitment to SBTi, and our own carbon accounting." explains Belinda Fjord, Director of Sustainability and ESG at Egiss.

One of Egiss' main challenges was to access activity-based, product-level emissions data, particularly for Scope 3 purchased goods.

Linking emissions to specific products, countries, and invoices required significant effort.

"Without accurate data, it was difficult to fully support customers' ESG reporting requirements. Supplier data was often fragmented, inconsistent, or based on averages rather than actual usage." says Belinda.

An increasing requirement from internal stakeholders and customers for activity-based reporting, rather than spend-based analysis, made it clear to Belinda and the team that they needed a scalable solution capable of calculating emissions based on actual products and volumes.

The solution

A smarter way to provide customers with reliable data

To meet the demands supporting their customers' sustainability reporting, Egiss made it their priority to make global IT procurement automatic, scalable, and consistent across countries offering reliable and auditable carbon data.

"Rejoose enabled us to calculate emissions using real activity data while adding a customised and fully automated layer on top of manufacturer data. This approach delivered both scalability and compliance without replacing supplier information." explains Belinda.

The partnership between Egiss and Rejoose has delivered significant value by strengthening clarity, credibility and operational efficiency. Through detailed methodology documentation and whitepapers, Rejoose enabled Egiss to confidently address in-depth questions from internal stakeholders and customers. With immediate visibility into emissions trends, it proved to be extremely valuable and prompted more informed internal discussions, providing clear insight into where emissions occur across the IT lifecycle.

The most important criteria during the vendor evaluation were accuracy, scalability, GHG Protocol compliance and API integration. For Belinda, it was essential that the solution could handle large datasets across multiple manufacturers, countries and customers.

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"Reliable data is critical for investors, enabling alignment with the Green Deal and other sustainability frameworks. We need a solution that includes a customised layer accounting for country-specific factors, lifecycle considerations, and links to invoices. By implementing the Rejoose solution, we have, for the first time, been able to report emissions based on actual data rather than estimates."

Being able to report emissions based on actual data rather than assumptions has allowed Egiss to make emissions data easy for customers to collect and use directly in their own carbon accounting. This not only improves the way Egiss advises its global customers on sustainable IT, it has also created measurable results by improving reporting quality and reducing manual work. The insights show that production, not logistics, is the primary emission driver. In addition, Egiss is now also able to go into detail with the categories in Scope 3 and set targets and measures beyond just category 1.

The result

Looking to the future

The partnership has created new opportunities for Egiss, enabling more strategic discussions with their customers around data quality. Providing a scalable solution has given Egiss detailed lifecycle insights across their Scope 3 categories, supporting their long-term sustainability strategy and enabling them to set concrete targets, define measurements and track progress. In a competitive reseller market, this partnership has made it possible for Egiss to differentiate itself by embedding sustainability data as a value-add service, rather than an add-on.

"Rejoose enables Egiss to deliver fully transparent, activity-based CO₂ data at scale, across all of our suppliers, which was simply not possible before." says Belinda.

Having precise carbon insights integrated into a company's IT hardware lifecycle is for Belinda a commercial benefit, as customers value having transparent and easy access to



"Treat carbon data as a strategic business asset, not just a reporting requirement."

emission data aligned with their own reporting needs and linked directly to the procurement invoices.

Looking to the future, Belinda hopes that activity-based, auditable carbon data will become the standard.

"Spend-based methods add little value beyond basic mandatory reporting and do not provide any insight into the business or its emission drivers. To link sustainability data to actual performance, companies will need data that reflects real activity, not just financial spend, and Rejoose can deliver just that." •

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