



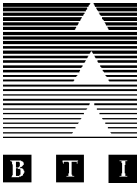
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# **E-Strategies for Environmental Management: Opportunities for Performance**

*2001*

*prepared by*

**The BTI Consulting Group  
167 Milk Street, Suite 340  
Boston, MA 02109  
Tel: (617) 439-0333  
Fax: (617) 439-9174  
[info@bticonsulting.com](mailto:info@bticonsulting.com)  
[www.bticonsulting.com](http://www.bticonsulting.com)**



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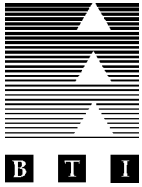
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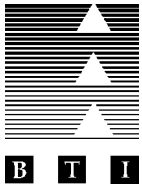
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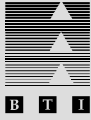
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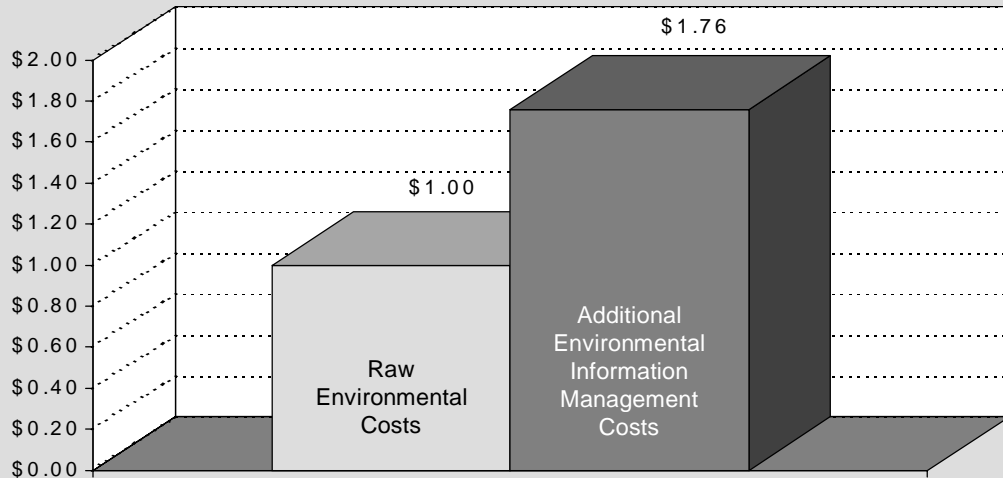


## Introduction



E-Strategies for Environmental Management: Opportunities for Performance 2001

*Environmental Information Cost Almost Double Pure Environmental Cost*



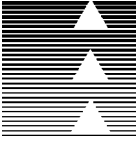
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### Why The Internet Matters to Environmental Management

#### *63% of Environmental Costs are for Environmental Management*

Our research shows that the typical Global 2500 company spends \$80 million on all aspects of environmental management. Of this \$80 million, fully 63.7% or a mind boggling \$50.96 million are information management costs. This means that for every dollar spent on environmental management, another \$1.76 is spent for managing the information behind it. These costs are incurred in four places:

- Ad hoc and duplicative processes that are in place to support environmental information management;
- Informal and individual, independent, non standardized, environmental information systems currently in use;
- Diversity and complexity of sources of environmental information that need to be brought together;
- Rework due to a lack of quality control and quality assurance applied to environmental management processes.



**B T I**

## **Introduction**

### *Too Many Moving Parts*

Environmental management is built around dozens of parties, both internal and external to the company: corporate departments, factories and facilities, consultants and contractors, labs, regulatory agencies, and the community. These parties each want, need, demand and in some cases require the information be presented differently and occasionally even in conflicting ways. The upshot is that we have found thousands of points that originate environmental information with hundreds of different stakeholders, each of whom needs a different look at the data.

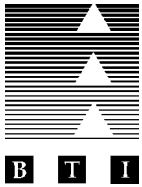
Environmental managers are under increasing and in some cases unrelenting pressure to investigate lower costs, improve performance and add business value. BTI's exclusive research shows conclusively that 63% of the environmental costs are incurred in managing environmental information. Improving environmental performance and lowering costs starts with information, and the Internet.

### *The Key is Information*

The key to unlock these cost savings and this improved performance lies largely in a word: information. Our research shows that environmental management is in fact primarily a business of information management. We find that environmental managers spend fully 66% of their time gathering, analyzing, storing or sharing information with others inside and outside their organization. Much of this time is not value added. And much of this information is touched and manipulated by dozens of people, in different ways with no process control standards or quality control processes. It is interesting to note that regulators attribute 40% of all delays to poor quality control.

### *Where the Internet Comes In: Driving Out Costs*

The Internet represents an unparalleled opportunity to not only improve environmental data management significantly, but to actually change the entire environmental management work process to drive cost savings in excess of 56%, based on the current cost of environmental management.



## Introduction

### How to Use This Report

This report provides all of the information you need to understand how the Internet can affect environmental management, and specifically, how you can use the Internet to cut costs and improve performance. Specifically, learn about:

#### *How Information Permeates Virtually All Aspects of Environmental Management, Costs and Performance*

Fully 63% of environmental costs are incurred in connection with managing information. In addition, more than 2/3 of environmental managers' time is spent managing information. See the details on how and where environmental managers spend their time and how these costs are incurred. Unlock the power of cost reduction, improved performance and business value by understanding the interdependent relationship between information management and environmental management.

#### *Leverage the Ideal Environmental Management Information Model and Data Flows*

Evaluate our models of how environmental data flows – and how it should flow— through a typical industrial company. Based on more than 225 interviews and 3 additional focus groups, you can learn about the nine driving information flows including:

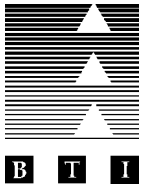
1. Corporate
2. Plant
3. Remediation
4. EHS
5. Operating Permits
6. Waste Streams and Emissions
7. Production Processes
8. Chemical Tracking
9. Environmental Projects in Process

Get the facts on:

- What these processes cover and include
- Key points of interface between the processes
- Major stakeholders and constituencies
- How these processes come together

#### *Environmental Managers' Vision of the Ideal System*

Find out what environmental managers see as the ideal environmental management information system. See what system they want, and how this has changed over time. Compare your own vision to what will become the standard. Most importantly, learn how the ideal vision points to the web as the answer.



## Introduction

### *Detailed and Comprehensive Information Needs Analysis*

Gain a detailed analysis of over 52 individual applications that environmental and remediation managers want and need. Find out what environmental managers see as critical and compelling and adding the most value. Also find out what they view as standard issue – can't live without, but expect to get cost effectively. Learn what these web-based applications mean to the environmental manager, and how they plan to use the Internet to work better.

You can also use this section to conduct an information needs analysis at your own company. Use the results of our exclusive research to have the key members of the environmental management function rank the importance and value of each application area. Compare your results to our national survey to see how your needs may differ. You can use these points of difference to help zero in on your true and compelling needs.

### *Consultants and the Web*

Our research shows that environmental managers have clear and unequivocal expectations of their environmental consultants. Delineate how managers incorporate their consultants' websites into their web-based environmental information management strategies.

### *Understanding the Environmental Cost Structure*

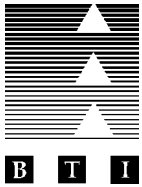
Learn the key components of true environmental costs and then design your plan of attack. Most companies don't get the savings because they don't attack the sweet spot - information management costs.

### *The Internet Drives Cost Savings*

BTI's exclusive research has revealed that industrial companies can expect to save up to 56% of their total environmental costs by adopting and exploiting the Internet. Use this section to delineate the five key phases of savings and development. See what the savings are at each stage and what steps you need to take to move along this path. Compare this path to your own organization and assess your readiness to truly implement an Internet strategy for environmental management.

### *The Current Role of the Internet in Environmental Management*

Most, but not all, environmental managers currently look to the Internet, and to their own Intranets, to manage the environmental function. Find out who is using these tools, and exactly how they are using them. Find out if you are ahead of the curve, or just keeping pace..



## Introduction

### *Recommendations for Success*

Learn from experience, insight and hard core fact-based research. Our consulting experience in working with both industrial companies and Internet start ups along with our unmatched research has uncovered a number of key themes, practices, protocols and insights that provide a roadmap to help achieve true success. We provide 11 key recommendations that prepare to capture all the benefits the Internet can offer you. These recommendations include:

1. Develop your end state vision before you invest
2. Define your goals
3. Don't get hung up in technology, at least for now
4. Understand who the real users are and get them into the process
5. Start slow but be strategic
6. Be prepared to change the vision
7. Business leads over technology
8. Understand the value proposition before you start
9. Make them want to come to your site
10. Add value at the point of access
11. True savings come when you change work process to take advantage of the Internet

### *How Much Companies Are Spending Implementing Their E-Strategies*

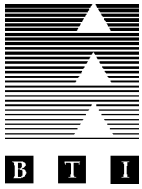
Our research shows industrial companies' spending on E-Strategies fits into three distinct categories. Spending ranges from as little as \$50,000 to \$1 million. Each category expects very different results and savings. Target your investment and see what you can expect to save.

### *Unequivocal Recommendations and Proven Strategies and Tactics Proven to Reduce Costs and Improve Environmental Management Using the Internet*

Your *E-Strategies for Environmental Management: Opportunities for Performance 2001* is chock full of recommended actions, strategies and tactics. You also get our unequivocal viewpoint on the current strategies companies are using and the potential impacts of Internet strategies on environmental management. BTI is the only source to focus on environmental management as a source of competitive advantage. Put these proven recommendations to your immediate, tangible advantage.

### *Telephone Support*

Each and every *E-Strategies for Environmental Management: Opportunities for Performance 2001* comes with unlimited telephone support. We encourage a dialogue with all our clients, and are dedicated to helping them get maximum benefit from this report. Please call us at (617) 439-0333. You will find us responsive, helpful and to the point.



## **Introduction**

### **BTI—Who We Are**

The BTI Consulting Group offers the most compelling research, analysis, benchmarking and consulting to three main complementary constituencies:

Environmental Managers  
Environmental Services Providers  
Information Technology Companies

BTI boasts the largest knowledgebase of environmental management practice, environmental information systems and environmental services market trends in the worlds. BTI's research and insight is based on more than 6000 interviews with key managers of environmental services.

BTI has benchmarked environmental management at more than 250 of the world' largest and best run companies, pinpointing their strengths and weaknesses, quantifying the benefits and delineating competitive position.

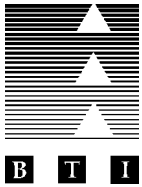
BTI has also advised virtually every major environmental consulting firm and information technology service provider serving these markets and is working with a growing number of Internet start up and spin offs serving the environmental management community.

BTI works with the world's leading industrial companies to provide research, insight and advice on:

- Environmental Management Strategies
- Environmental Information Strategies
- Improving Environmental Performance
- e-strategies for Environmental Management
- Benchmarking environmental and remediation management
- Best practices for environmental management
- Best practices for remediation management
- Strategic sourcing strategies
- Environmental cost definition
- Creating business value through environmental management

BTI helps the world's major environmental services consulting firms sell to these companies, and provides advice, assistance and market research for:

- Business development
- Customer satisfaction
- Client retention strategies
- Strategic Planning



## **Introduction**

- New service development and deployment
- e-strategies
- Market research and development
- Providing Client Education Tools

BTI prides itself on a direct, no-nonsense delivery of critical, high-impact information that drives competitive advantage to allow its clients to thrive in the face of brutal competition and maturing markets. The BTI Consulting Group (BTI) is based in Boston, MA.



## E-Strategies for Environmental Management: Opportunities for Performance



### A Fact-based Roadmap that Defines How the Internet Is Changing Environmental Management

No hype here. This report on the Internet is based on more than 225 interviews with key environmental managers, three separate focus groups, and our 11 years of experience analyzing environmental management and environmental information technology to give you the details. This is the no-nonsense story on the impact the Internet has on environmental management.

### Learn the Six Distinct Phases of Internet-Enabled Change and Gains from Each Phase

We lay out the six phases of change and savings. See how the second four dwarf the first two. Use this to help set your priorities and develop a strategic game plan to build on each of the key steps.

### Leverage the Ideal Information Flows and Data Models

Understand what you can ultimately accomplish: a smooth flowing system with single points of access and uniform approaches to data gathering and analysis. Reports are streamlined, error-free, have high reliability, and are practically real time. See the prototype for value.

### Detailed and Comprehensive Information Needs Analysis

Gain a detailed analysis of over 52 individual applications that environmental and remediation managers want and need. Find out what environmental managers see as critical and compelling and add the most value.

Use it to help set your Internet investments for the most payback.

### Understand the Cold Reality of Current Environmental Management Information Systems

Contrast the current state of EMIS with the Ideal Model and you can pinpoint the savings and see how to immediately save money, improve quality, boost data integrity, add business value and document your dramatic improvement in environmental performance.

### See How Information Management Permeates More than 60% of Costs and 2/3 of an Environmental Manager's Time

Just the facts – understand how information management activities overwhelm and dominate time and expenses. The Internet will not only save money and boost quality, it will free environmental managers to engage in more analytical and strategic matters, and add more business value.

### How Environmental Managers are Currently Using the Internet and Intranets

Get the only research-based snapshot of how environmental managers are using the Internet and their intranets to improve environmental management. Benefit from an early look at the most strategic users and how they are already getting some of the benefits.

### Pinpoint the Role of Service Providers in the Internet Savings

Our research shows that environmental managers expect their service providers to offer certain features and functionality they don't plan to develop themselves. Use this analysis to help your service providers understand their role and their investment in the process.

### Get 11 Unequivocal Recommendations for Success

Benefit from battle-worn experience, other companies' mistakes and their successes. You get direct, to the point, no nonsense tactics for moving forward.

### See How Much Companies are Spending Implementing Their E-Strategies

Our research shows industrial companies' spending on E-Strategies fits into three distinct categories. Spending ranges from as little as \$50,000 to \$1 million. Each category expects very different results and savings. Target your investment and see what you can expect to save.

### Unlimited Telephone and E-mail Support

Call us with any questions, comments or insights. You will find us responsive, direct and to the point. We welcome your dialogue and any experience we can pass along to help you save money and improve performance.

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Or visit us at [www.bticonsulting.com](http://www.bticonsulting.com).



## E-Strategies for Environmental Management: Opportunities for Performance



### How the Internet is Changing Environmental Management

#### 64% of Environmental Costs are for Information Management

Our research shows that the typical Global 2500 company spends \$80 million on all aspects of environmental management. Of this \$80 million, fully 63.7% or a mind boggling \$50.96 million are information management costs. This means that for every dollar spent on environmental management, another \$1.75 is spent on managing the information behind it. The key to unlocking these cost savings and improving performance lies largely in a word: information. This information is touched and manipulated by dozens of people, in different ways, with no process, standards or quality control. It is interesting to note that regulators attribute 40% of all delays to poor quality control of information. With this proprietary research you can learn how the Internet can change all of this.

*E-Strategies for Environmental Management: Opportunities for Performance* is the definitive guide to Internet strategies for environmental management and for understanding how to tackle the information costs as well as the other costs, while significantly improving quality. Focusing specifically on management, you can learn how the real savings come from the process changes the Internet offers. See how companies are already starting to use the Internet today for environmental management. Get a sneak preview at the most strategic and leading thinking as we see how a few aggressive, savvy companies are already way ahead of the curve – and reaping the benefits. Fax your order today!

**YES**, I want to order BTI's *E-Strategies for Environmental Management: Opportunities for Performance 2001*. Please enter my order for \$1,600 plus shipping.

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