

PROJECT	SUPPORT CLIENT'S NEW OPINION SERVICE
CLIENT	ENVIRONMENTAL CONSULTANT
LOCATION	NORTHEASTERN UNITED STATES
INDUSTRY	ENVIRONMENTAL CONSULTING
PRODUCT	ENVIROSITE SCREEN

## THE CHALLENGE

Companies of all sizes share a universal challenge to remain competitive and relevant to the needs of their customers. In February 2018 our mid-sized client, whose business is involved with environmental consulting, was looking to expand their due diligence product offerings to its commercial real estate customers.

## OUR SOLUTION

Envirosite used our existing Screen Report as the foundation to develop a custom process. The client was able to create a lower level screen option, which could then be used to provide an opinion to its customers. This helped point the client's customers down one of two strategic paths; either the customer could proceed with no further due diligence, or our client could assist the customer in further due diligence before they moved forward, using Desktop review, RSRA, and Phase 1 Reports. This type of offering provided due diligence and risk management solutions where no environmental assessments had been taking place.

This new offering solved our client's need to grow their business by delivering services to both current and new customers. Prior to this, the client was not involved in any screen or opinion services. Generally, the client's customers would receive this type of service from competitors or internal resources. Collaborating with our client led to additional due diligence products offered earlier in the process, providing a lower cost, and increasing the overall risk management of the client. Since the client's new opinion service was implemented, they began performing approximately 50 new transactions per month.

## THE ENVIROSITE ADVANTAGE

- In an ever-changing business climate, Envirosite is committed to helping our clients realize ways to remain competitive and relevant to their customers. In this case, Envirosite worked with our client to develop a new service and process ahead of the most basic Phase 1 reports, creating a new revenue stream for the organization, and improving the company's bottom line. **Results and Deliverables:** 50 new transactions per month
- Additional revenue stream with new service offering
- Decreased sales cycle

