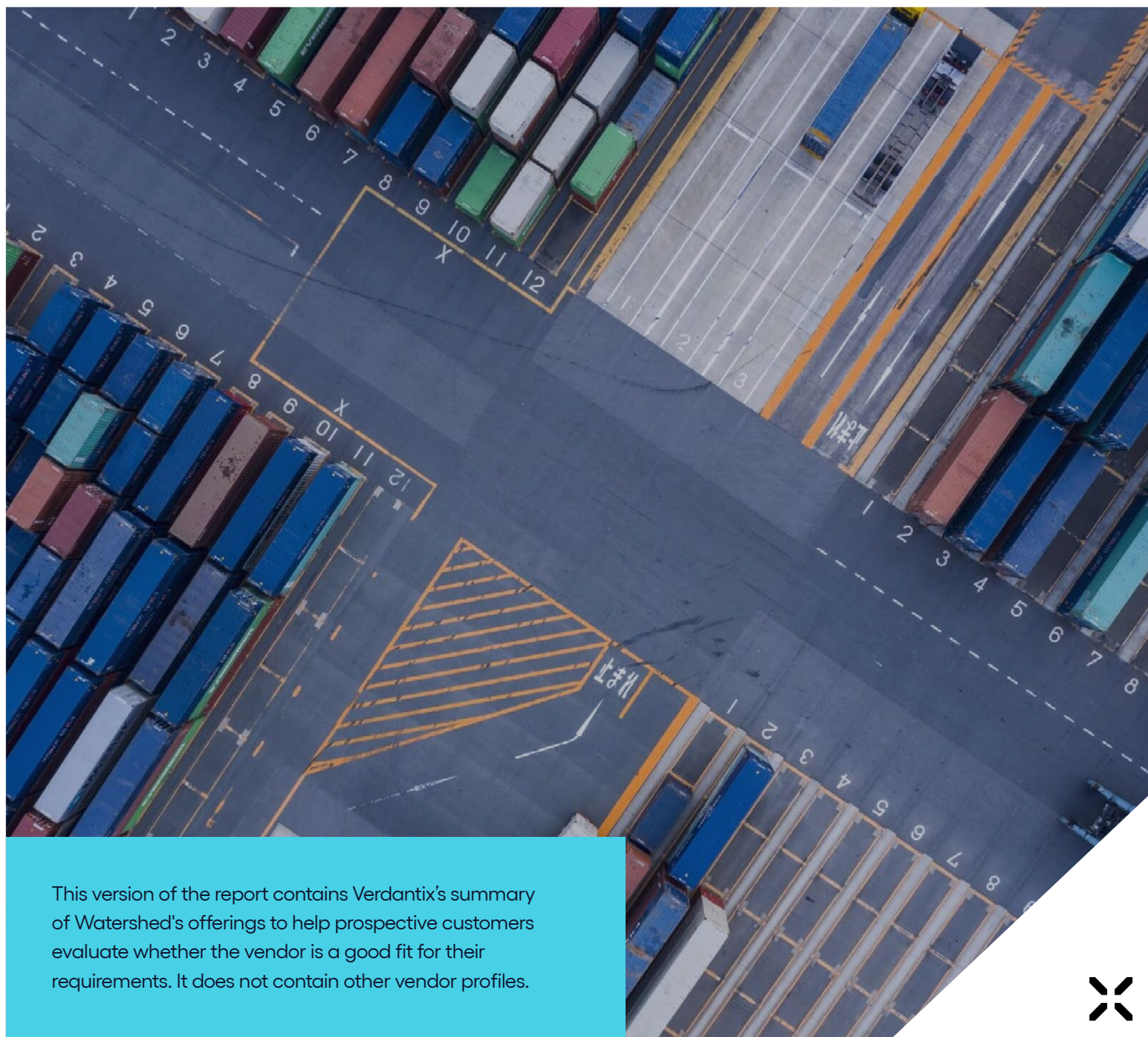


Green Quadrant: Enterprise Carbon Management Software (2026)

By Alessandra Leggieri and Isobel McPartlin
With Ryan Skinner

March 2026



This version of the report contains Verdantix's summary of Watershed'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 21 of the most prominent carbon management software providers. Using the proprietary Verdantix Green Quadrant methodology, the analysis draws on structured vendor questionnaires, live demonstration and briefing sessions, customer evidence, and desk research to score vendors across 12 capability and nine momentum categories. Capabilities across the carbon management software market are rapidly converging, with many features becoming table stakes. At the same time, customer requirements are evolving, and AI-enabled capabilities and product-level carbon emissions management are emerging as key differentiators. The Green Quadrant analysis recognizes eight vendors as Leaders: Cority, IBM, Schneider Electric, Sphera, Sweep, UL Solutions, Watershed and Wolters Kluwer.

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Organizations mentioned

48forty, Accenture, Adyen, Alexandria Real Estate Equities, AMCS, Anthropic, Arcadis, Armira, Associated British Foods (ABF), Bain & Company, BASF, Benchmark Gensuite, Biogen, BlackRock, Blackstone, Breitling, Brookfield, Brookfield Properties, California Air Resources Board (CARB), carbmee, Catena-X, CDP, Celestica, Chevron, Consequence, Cority, COSO, CP Foods, Decarbonization Partners, Deloitte, Diligent, Downer, DP World, Eaton Corporation, EcoVadis, Elevance Health, ENERGY STAR, Epiroc, EQT Private Equity, Equinix, ERG, ERM, ESG Data Convergence Initiative (EDCI), Euro Cater, Everllence, Exiobase, EY, F1, Factlines, FedRAMP, Ferronordic, Flying Tiger Copenhagen, Ford, Fujitsu, General Atomics, GHG Protocol, Goldman Sachs, Gravity, Greenly, Greenomy, GRESB, Hill & Smith, Hitachi, HowGood, IBM, Ikano, Institute for Market Transformation, Intergovernmental Panel on Climate Change (IPCC), International Organization for Standardization (ISO), International Sustainability Standards Board (ISSB), JLL, KNAPP, Lam Research, LinkedIn, L'Oréal, Maersk, Makersite, Marriott, Marshall, Martur Fompak, McCarthy Building Companies, Merck, Morescope, Neuberger Berman Capital Solutions (NBCS), Normative, Norvestor, osapiens, Partnership for Carbon Accounting Financials (PCAF), Partnership for Carbon Transparency (PACT), PayPal, PerkinElmer, Persefoni, Position Green, PwC, Quentic, Refresco, Renewabl, Roche, Rossignol, Salesforce, Salzgitter, SAP, Schneider Electric, SCHUNK, Science Based Target initiative (SBTi), Siemens, Signify, Snowflake, Sphera, SSE, Stanford University, SupplyShift, Sustainability Standards Board of Japan (SSBJ), Sweep, Tango, Temasek, The J.M. Smucker Co, Thoma Bravo, Together for Sustainability (TfS), Toyota Tsusho Corporation, Trill Impact, Tropicana, Trucost, TTI, UL Solutions, Under Armour, Union of European Football Associations (UEFA), US Department of Energy (DOE), Usana Health Sciences, Vista Equity Partners, Volex, Vornado Realty Trust, Walden Group, Watershed, Wickes, Wolters Kluwer, Workiva, World Business Council for Sustainable Development (WBCSD).

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Summary for decision-makers

- This report is designed for corporate decision-makers, such as chief sustainability officers (CSOs) and CFOs, responsible for carbon management initiatives at their firms, as well as other stakeholders involved in selecting, implementing and maximizing the value of enterprise carbon management software. It provides clear, evidence-based guidance to help them evaluate and choose best-fit platforms that centralize data collection, streamline data management and calculations, enhance data quality, and ultimately strengthen their organizations' decarbonization strategies.
- Secondary stakeholders – such as strategy, product management, sales engineering and competitive intelligence leaders at software vendors that support carbon management – can use this report to benchmark their platforms, identify capability gaps and align their product roadmaps with emerging carbon management needs.
- This study applies the Verdantix Green Quadrant methodology, combining a 91-point questionnaire on carbon management software capabilities, in-depth demonstration and briefing sessions with each participating vendor, analysis of customer and market evidence, and desk research on product roadmaps and public references. The evaluation covers 21 carbon management software providers and assesses their performance across 12 capability and nine momentum categories.
- The study finds that capabilities across the carbon management software market are rapidly converging, with many features becoming table stakes. At the same time, customer requirements are evolving, and AI-enabled capabilities and product-level carbon emissions management are emerging as key differentiators.

Figure 6

Green Quadrant for enterprise carbon management software 2026



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

Source: Verdantix analysis

How to use the Green Quadrant for enterprise carbon management software

This Green Quadrant analysis applies to the enterprise carbon management software market, which Verdantix defines as:

“Enterprise-scale software that enables firms to collect, calculate, analyse and forecast carbon data across all scopes and business operations.”

This Green Quadrant report assesses and benchmarks 21 leading vendors of enterprise carbon management software. The report will help sustainability and procurement teams select enterprise carbon management software providers based on their needs. The report positions the vendors into four Quadrants: Leaders, Innovators, Specialists and Challengers – each with specific benefits and drawbacks. The report answers the following questions:

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

To answer these questions, Verdantix evaluated 21 vendors using a 91-point questionnaire and live product demonstrations lasting two hours each. We also conducted 38 interviews with buyers of carbon management software. 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 on carbon management software can be found in our Smart Innovators report on carbon management software (see [Verdantix Smart Innovators: Carbon Management Software](#)).

Carbon management software addresses the need to collect, standardize and analyse emissions data across operations and supply chains

Firms are increasingly adopting commercial software solutions for carbon data management, particularly for Scope 1 and 2 emissions. In the 2025 Verdantix global corporate decarbonization survey, respondents report an increase in market penetration in 2025 compared with 2024, with an average rise of nine percentage points (see [Verdantix Global Corporate Survey 2025: Decarbonization Budgets, Priorities And Tech Preferences](#)). Despite a prevailing ‘wait-and-see’ attitude among decision-makers amid economic and regulatory uncertainty, spending on carbon management software continues to grow. The drivers behind this adoption, however, are evolving. Regulatory compliance has become less dominant, with organizations instead shifting their focus to operationalizing decarbonization across assets and supply chains. Verdantix finds that the leading factors driving carbon management software adoption are:

- **Need for improved emissions data quality.**
Emissions data are frequently scattered across functions – energy, facilities management, procurement, finance, sustainability and product engineering – with each team relying on different systems, formats and data collection methods. In the 2025 Verdantix global corporate decarbonization survey, improving data quality is both a high-frequency and highly time-consuming challenge for sustainability leaders. As organizations begin to operationalize decarbonization across business units, the impact of poor-quality data is becoming increasingly visible: inaccurate emission baselines, inconsistent calculation methodologies,



difficulties producing product-level data, and limited auditability for internal decision-making and external reporting. Carbon management software addresses these issues by centralizing data collection, enforcing consistent data quality controls, applying standardized calculation methodologies, and providing full audit trails that enhance accuracy, completeness and traceability.

- **Customer pressure on product-level emissions visibility.**

Pressure from customers, particularly large original equipment manufacturers (OEMs) and consumer brands, is accelerating demand for granular, product-level emissions data. Customers increasingly expect suppliers to provide verified carbon footprints for individual products and components, as these directly affect their own Scope 3 reporting and product sustainability claims. For example, one buyer in the manufacturing industry highlighted that customers were regularly asking for product carbon footprint (PCF) estimations, which were difficult for the firm to deliver due to a wide and complex product portfolio. This level of visibility requires standardized, auditable data that many suppliers cannot currently produce using manual processes. Carbon management software enables product-level emissions management by automating data collection across materials, processes and energy use. It applies consistent calculation methodologies and generates PCFs that can be shared with customers.

- **Supply chain emissions accountability.**

In the 2025 Verdantix decarbonization survey, only one in four firms state that they currently use commercial software to collect and manage supply chain emissions data. Collecting these data, however, remains the most frequent and time-consuming challenge in decarbonization efforts (see [Verdantix Global Corporate Survey 2025: Decarbonization Budgets, Priorities And Tech Preferences](#)). At the same time, procurement teams are increasingly factoring suppliers' decarbonization performance into purchasing decisions, creating demand for clear, accurate and comparable emissions data. Carbon management software enables direct data collection via supplier portals and supplements gaps with secondary databases or estimates. As Scope 3 emissions constitute the majority of many organizations' carbon footprints, centralizing and standardizing supply chain emissions information through carbon management software not only reduces manual effort, but also empowers firms to engage suppliers effectively and make data-informed sourcing decisions.

- **Integration of decarbonization into business planning.**

Organizations are embedding carbon management into core operations and strategies to meet internal net zero targets. Over 90% of respondents to the Verdantix decarbonization survey agree that their firm's overall decarbonization strategy is embedded in their business and investment plans. Manual spreadsheets cannot handle the complexity of continuous monitoring, reporting and optimization across multiple sites and assets. To integrate decarbonization into core operations, firms need accurate, real-time carbon data. Carbon management software provides accurate, real-time emissions data, collaboration tools, analytics and scenario modelling. These capabilities enable firms to optimize energy use, production processes and asset management, supporting operational changes that reduce emissions while generating cost savings.

Carbon management software use cases differ by user role

As firms advance in digital maturity, they are adopting carbon management software to support a broader range of climate-related applications. Usage is no longer confined to sustainability teams, with a greater number of departments now accessing carbon data and contributing to organization-wide decarbonization efforts. Verdantix research shows that operational teams review decarbonization data almost as frequently as sustainability teams, while risk and finance departments typically engage with these data at least quarterly (see [Verdantix Global Corporate Survey 2025: Decarbonization Budgets, Priorities And Tech Preferences](#)). Use cases vary by function, with:



- **Sustainability teams concentrating on end-to-end data management and net zero tracking.**

Sustainability teams are the most frequent users of carbon management software. For these teams, carbon management software is the backbone for collecting, consolidating and validating carbon data across the organization. They rely on it to align disclosures with various standards and mandated or non-mandated regulations. Beyond compliance, the software facilitates scenario modelling to evaluate net zero pathways – such as renewable energy procurement or efficiency projects – and to measure their impact on corporate climate goals. For example, one customer in the electronic wholesale sector reported using their carbon management software platform in their decarbonization strategy and to conduct scenario analysis and see potential emission reductions from projects.

- **Operational teams focusing on site-level emissions performance and energy efficiency improvements.**

Operational teams also use carbon management software regularly, primarily for data entry and performance tracking. Nearly one in three respondents to our 2025 survey state that mid-level managers in operational departments review decarbonization data either daily or weekly. By integrating inputs from sensors, meters and energy management systems, these platforms provide real-time visibility into site-level energy use and GHG emissions. This enables operations teams to benchmark facilities, identify inefficiencies, and prioritize improvement projects such as equipment upgrades or fuel switching. Replacing estimates with measurement-based inventories improves accuracy in tracking emission reductions. The focus is on turning data into actionable insights that cut energy costs, boost efficiency and advance firm-wide climate targets.

- **Finance teams prioritizing investor-grade reporting and carbon-related financial risk analysis.**

In the Verdantix decarbonization survey, over 60% of respondents either disagreed or were neutral when asked if finance teams are regular users of climate data management tools. Currently, most finance departments interact with climate data only during quarterly reviews, rather than through continuous, hands-on engagement. However, adoption is growing, as carbon management software increasingly translates emissions data into financial insights that inform planning and investment decisions. Finance teams can leverage these platforms to evaluate returns on decarbonization initiatives, assess exposure to rising carbon costs and integrate emissions into long-term capital allocation.

- **Procurement teams assessing supplier sustainability performance to inform sourcing decisions.**

Verdantix finds that insufficient engagement from suppliers is the most significant challenge to improving supply chain sustainability (see [Verdantix Global Corporate Survey 2024: Supply Chain Carbon Management Priorities, Budget And Tech Preferences](#)). By collecting and comparing supplier-specific emissions data, procurement teams can identify high-impact categories and conduct hotspot analyses across the supply chain, while also accounting for regulatory cost exposures such as those arising under the EU Carbon Border Adjustment Mechanism (CBAM). Over time, these insights enable procurement to integrate emissions performance into sourcing criteria, ensuring suppliers align with the firm's decarbonization commitments. In this way, procurement evolves from a pure cost-optimization function into a driver of decarbonization, leveraging software insights to reduce risk, manage compliance costs and strengthen supplier partnerships.

Green Quadrant for enterprise carbon management software 2026

Firms increasingly require carbon management software platforms that can collect data from different divisions, apply rigorous data quality controls, and produce transparent, audit-ready emission calculations. Adoption is accelerating as organizations seek to enhance data integrity, meet rising customer expectations for product-level transparency, deepen supplier engagement, and embed decarbonization into financial and operational decision-making. This Green Quadrant study focuses exclusively on the technology and usability of carbon management software, and does not evaluate broader advisory or implementation services. Where services play a material role in a vendor's offering, they are described briefly for context.



Green Quadrant methodology

The Verdantix Green Quadrant methodology provides buyers of specific products or services with a structured assessment of comparable offerings across vendors at a particular 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 defined by:

- **Transparent inclusion.**

Verdantix aims to evaluate all relevant providers for inclusion in our research. In cases where vendors decline participation or do not respond, we make every effort to include them using publicly available information – provided that the data are complete and reliable enough to support a credible assessment of the vendor’s market positioning.

- **Analysis from the market perspective.**

This report draws on our previous Green Quadrant on enterprise carbon management software, in which we benchmarked 19 leading vendors (see [Verdantix Green Quadrant: Enterprise Carbon Management Software 2023](#)). It incorporates insights from our global corporate survey data and broader carbon management market analysis to inform the definitions of sub-categories and weightings used in this evaluation, ensuring the results reflect real-world adoption trends and evolving buyer priorities. These findings are supported by our recent global corporate survey (see [Verdantix Global Corporate Survey 2025: Decarbonization Budgets, Priorities And Tech Preferences](#)).

- **Reliance on professional integrity.**

Given the impracticality of independently verifying all vendor-provided data, we place a strong emphasis on professional integrity. Claims submitted by software providers are published in this Verdantix report and are open to scrutiny by both competitors and existing customers. To support consistency and accuracy, Verdantix retains past versions of each vendor’s Green Quadrant responses and applies comparative reviews and scoring adjustments where appropriate.

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

To assess software vendors’ expertise, resources, performance and strategic direction, we combine evidence from public sources with interviews conducted with multiple vendor representatives and industry experts. When vendors assert that they are ‘best in class’, we actively request substantiating evidence to validate those claims.

- **Comparison based on relative capabilities.**

We develop measurement scales that reflect performance across each assessment category, ranging from ‘worst in class’ to ‘best in class’ at a specific point in time. A vendor’s position in the market is dynamic and can shift as its capabilities and success evolve relative to its competitors. As a result, even with new features, acquisitions or funding, a provider’s Green Quadrant placement may remain unchanged, if competitors have also advanced. Verdantix typically revisits each Green Quadrant analysis every one and a half to two years to capture these market shifts over time.



Evaluated firms and inclusion criteria

Verdantix defines vendor inclusion criteria to ensure that the Green Quadrant analysis only compares firms providing similar services. We believe that all the vendors in this report offer significant value in the carbon management software market. The 21 providers included in this study were selected because they have:

- **A minimum of 70 full-time employees (FTE).**

This Green Quadrant aims to assess the most prominent vendors of carbon management software. Hence, the study excludes very small software providers and start-ups that have only recently entered the market, and prioritizes software vendors that can provide an enterprise-wide solution. For this reason, only providers with at least 70 employees were eligible for inclusion.

- **At least 50 customers spending over \$50,000 in annual licence fees.**

Verdantix established a customer-count threshold to rule out vendors or solutions that have not yet been deployed at scale, limiting this study to carbon management software solutions already proven on the market. We also applied a licence-fee threshold to ensure that customers were using the solution extensively, at an enterprise scale. This approach ensures that our analysis focuses on vendors with the largest share of the market, capturing those that have demonstrated significant adoption and impact within the industry.

- **An industry-agnostic carbon management software solution.**

To qualify for this study, we required carbon management software vendors to demonstrate a cross-industry focus, ensuring their solutions could be applied broadly across different sectors. This approach was intended to support a wider range of buyers with diverse operational needs. However, we also took into consideration industry-specific capabilities where relevant, recognizing that certain sectors may require tailored functionality to address unique carbon management challenges.

Based on the inclusion criteria outlined above, this report provides an in-depth evaluation of enterprise carbon management software from 21 vendors: Benchmark Gensuite, carbmee, Cority, Gravity, Greenly, IBM, Normative, osapiens, Persefoni, Position Green, Quentic (an AMCS company), Salesforce, SAP, Schneider Electric, Sphera, Sweep, Tango, UL Solutions, Watershed, Wolters Kluwer and Workiva (see **Figure 1**). With the exception of Salesforce, all vendors completed a detailed 91-point questionnaire, permitted customer interviews and participated in a two-hour product demonstration. Salesforce was invited to participate but did not actively engage in the process, and was instead assessed on existing and publicly available information gathered by Verdantix.

Evaluation criteria for enterprise carbon management software vendors

Verdantix defined the evaluation criteria for this Green Quadrant through a combination of corporate survey data, interviews with end-users of the software and internal expertise. In full, this Green Quadrant analysis compared offerings from 21 software firms using a 91-point questionnaire covering 12 capability and nine market momentum categories. Individual metrics are classified as follows:

- **Capabilities metrics.**

The capabilities dimension, plotted on the vertical (Y) axis of the Green Quadrant graphic, measures each software vendor on the breadth and depth of its service approach, differentiators against other software providers and its proven experience in each area. Verdantix collected data on 12 distinct technical and functional capabilities: data acquisition; data management; data quality control; AI-first database; AI operations; value chain emissions management; carbon calculation standards and methodologies; carbon emissions calculation engine; carbon financial management; net zero strategy development; net zero programme management; and organizational structure (see **Figure 2**). The Verdantix Green Quadrant considers the evolution of the market and customer requirements to ensure that the weighting of all high-level categories mirrors the importance of the software components to users globally.



- **Momentum metrics.**

The momentum dimension of the analysis, plotted on the horizontal (X) axis of the Green Quadrant, measures each vendor on a range of strategic success factors. In total, we assessed nine categories: market vision and business strategy; product strategy; innovation process; organizational resources and growth; financial resources; revenue growth; customers; brand preference; and partnerships (see **Figure 3**).

We scored all sub-criteria between the values of zero (no or sub-par capability) and three (market-leading capability). Each sub-criterion has a percentage weighting that dictates its contribution to the overall capability or momentum score. The combination of high-level criteria scores in the capabilities and momentum sections generated the Green Quadrant graphic and rankings. **Figure 2** and **Figure 3** provide details of the study criteria. **Figure 4** and **Figure 5** provide a breakdown of the scoring for all participants in each category, including the scoring criteria framework. **Figure 6** shows the Green Quadrant graphic, summarizing the positioning of all enterprise carbon management software vendors in this benchmark study.



Figure 1
Suppliers and solutions assessed

Vendor	Product solution(s)
Benchmark Gensuite	Sustainability Reporting Software
carbmee	carbmee EIS
Cority	Sustainability Performance Management; Supply Chain Sustainability; Air Emissions Management
Gravity	Gravity
Greenly	Greenly platform
IBM	IBM Envizi ESG Suite
Normative	Normative platform
osapiens	osapiens HUB
Persefoni	Persefoni platform
Position Green	Position Green platform
Quentic (an AMCS company)	Quentic ESG Solution
Salesforce	Agentforce Net Zero
SAP	SAP Sustainability Control Tower (SCT); SAP Sustainability Footprint Management (SFM); SAP Sustainability Data Exchange (SDX); SAP Green Ledger (GrL); SAP Environment, Health and Safety-Environment Management (EHS-EM)
Schneider Electric	Resource Advisor+
Sphera	Operational Intelligence platform
Sweep	Sweep platform
Tango	Tango Energy & Sustainability
UL Solutions	ULTRUS
Watershed	Watershed platform
Wolters Kluwer	Enablon; CCH Tagetik
Workiva	Workiva Carbon

Sources: Verdantix analysis and vendor questionnaires



Figure 2

Capabilities criteria for enterprise carbon management software

Capabilities	Questions
Data acquisition (15%)	What functionality is available to facilitate data acquisition for Scope 1 emissions? What functionality is available to facilitate data acquisition for Scope 2 emissions? What functionality is available to facilitate data acquisition for Scope 3 emissions and product emissions data? What industry-specific functionality do you have for data acquisition and architecture?
Data management (15%)	What data privacy and security credentials and controls do you have? Does your software enable customers to provide differentiated functionality and access to different user groups? Are external groups natively supported? What capabilities does the software provide to automate recurring data workflows? What tools does the software have to configure task assignment and collaboration workflows and escalation pathways? What functionality is available to aggregate, sort and filter Scope 1, 2 and 3 data?
Data quality control (12%)	How does your software facilitate identification of missing and anomalous input data? How does the software enable estimation where primary data are not available? What tools does the software have to ensure auditability of records? How does the software enable auditors to test data sources and calculations? What industry-specific functionality do you have for data quality control?
AI-first database (2%)	What capabilities does your software have to curate the data it manages to feed or support AI models, tools or knowledge bases? What capabilities does your software have to create either graph databases or knowledge graphs? To what extent have you incorporated in your software or platform the ability for third-party AI agents or LLMs to interact with your database?
AI operations (1%)	What capabilities does your software have to create and roll out ML applications? What capabilities does your software have to roll out AI/agent applications?
Value chain emissions management (15%)	What functionality is provided to engage and educate suppliers to reduce carbon intensity and support decarbonization goals? What functionality is available to identify emission hotspots in supply chain and product life cycles? How does the software facilitate product carbon footprinting and management? What capabilities do you offer for financed emissions management? What industry-specific functionality do you have for value chain emissions management?
Carbon calculation standards and methodologies (5%)	What GHG accounting standards and frameworks does your calculation engine support? How does your software align with recognized PCF frameworks, and what tools are available to ensure compatibility with these standards? What financed emission methodologies and standards does your software support? Has the calculation engine been verified or validated by third parties? If so, by whom and against which standard? How does the software support emissions allocation across multiple products, business units or geographies? What industry-specific functionality do you have for carbon calculation standards and methodologies?

Figure 2 (continued) ↓



Figure 2 (continued)

Carbon emissions calculation engine (10%)	How are emission factors sourced, stored, version-controlled and kept up to date, and how are users notified of changes? How does the software handle activity data in multiple units and perform unit conversions or apply calculation formulas? How many emission factors are included out of the box? How many and which GHG, geographical regions and industries are covered in your emission factor library? How does the software create and update emissions calculations, including adapting to new methodologies, adding new emission factors or changing calculation rules? What industry-specific functionality do you have for carbon emission calculations?
Carbon financial management (5%)	How does the software support applying an internal carbon price and allocating carbon costs across divisions, business units or projects, and how does this integrate with finance/IT systems? What functionality is available to analyse financial impacts of carbon performance? How does the software assess financial exposure to upstream and downstream transition risks? Provide one named customer case study for the deployment of carbon financial management capability.
Net zero strategy development (5%)	How does the software support carbon emissions forecasting at an operational (Scope 1 and 2), supply chain and product level? How does the software create and track CO₂ reduction pathways? How does the software enable users to set short- and long-term carbon reduction targets, objectives and KPIs at the corporate, divisional and facility level? How does the software store baseline data and enable updates subsequent to disposals and acquisitions? What tools does the software provide to undertake external benchmarking? What tools does the software provide to undertake internal benchmarking? What industry-specific functionality do you have for net zero strategy development? Provide one named customer case study for the deployment of the net zero strategy development capability.
Net zero programme management (10%)	What net zero performance metrics are available to analyse decarbonization progress? What capabilities are available to create, link and monitor decarbonization projects and to track their implementation and contribution to overall targets? How does the software help identify carbon abatement opportunities across all scopes? How does the software store, share and utilize best practices content? How does your software support short-term operational decision-making and evaluate trade-offs? What industry-specific functionality do you have for net zero programme management? Provide one named customer case study for the deployment of the net zero programme management capability.
Organizational structure (5%)	How does the software store data on part-owned subsidiaries and joint ventures? How does the software facilitate organizational changes such as acquisitions, divestments and reorganizations? How are operating assets such as vehicles, plants and buildings stored in the system? How is information on CO₂ emissions associated with reporting entities in different jurisdictions?
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 3

Momentum criteria for enterprise carbon management software

Criteria	Questions
Market vision and business strategy (15%)	What is your vision for how the carbon management software market will evolve over the coming 2-3 years, and your vision for your firm in that evolution? How do you intend to achieve the vision? What is your firm's strategy to meet the needs of your target customers over the next 2-3 years? How have you invested or made decisions to respond to this vision? What analysis and studies have you completed to assess this vision? In what specific ways are you adapting your vision and strategy based on the ongoing development of AI-based capabilities?
Product strategy (15%)	What is your firm's product strategy for the next 2-5 years? How are you identifying in-demand new product features to build? What is on your 12-month product roadmap? How are you incorporating AI capabilities into your product? What AI-enabled features have you added in the last 12 months? How many FTEs with formal AI capabilities worked on your carbon management software in the last calendar year?
Innovation process (10%)	What is your firm's strategy when it comes to R&D investment allocations to support long-term viability and maintain competitive advantage(s)? What is your firm's innovation framework and strategy? How frequently do you update the product?
Organizational resources and growth (15%)	How many employees work on carbon management software? How many employees (in FTEs) worked on carbon management software 12 months ago? What has the change in employees been? In how many/which countries does your firm have a permanent office?
Financial resources (15%)	What were your firm's annual revenues for your most recent reporting year? What were your firm's revenues from carbon management software for your most recent reporting year? What percentage of your carbon management software revenue was ARR in that period?
Revenue growth (5%)	By how much did your firm's total revenues increase or decrease in the most recent reporting year compared with the year prior?
Customers (12%)	How many of your customers/accounts (not individual users) are using your firm's carbon management software solutions? How many customers/logos have you added over the past 12 months? What percentage of the new customer wins were organic? Who are the key buyer personas/stakeholders you target? How does your go-to-market messaging vary with different stakeholders?
Brand preference (7%)	Based on Verdantix survey data and LinkedIn followers.
Partnerships (6%)	How many formalized partnerships have you made over the past 2 years that contribute directly to your carbon management software? Please outline any other relevant partnerships that 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.	

Source: Verdantix analysis



Figure 4
Vendor category scores: capabilities

	Benchmark Gensuite	carbmee	Cortly	Gravity	Greenly	IBM	Normative	osqpiens	Persefoni	Position Green	Quentic (an AMCS company)	Salesforce	SAP	Schneider Electric	Sphera	Sweep	Tango	UL Solutions	Watershed	Wolters Kluwer	Workiva
Data acquisition	2.0	1.3	2.3	2.3	1.7	2.0	1.3	1.3	1.7	1.3	1.7	1.0	1.3	2.0	2.3	2.0	1.7	2.0	2.3	1.7	1.3
Data management	2.1	1.6	2.4	2.0	1.6	2.5	1.8	1.5	1.6	1.1	2.0	1.7	1.4	1.8	2.3	2.4	1.3	2.3	2.0	2.2	1.7
Data quality control	2.7	1.0	1.7	2.0	1.7	2.7	0.7	1.0	2.0	1.0	1.3	1.3	1.0	2.7	1.7	2.0	1.3	1.3	2.3	2.0	1.3
AI-first database	1.4	2.0	0.8	1.2	0.6	1.4	1.6	0.8	0.8	1.0	1.8	0.8	1.0	2.2	1.2	1.6	0.2	1.2	1.6	1.6	1.0
AI operations	1.0	1.0	1.0	1.0	0.5	0.5	1.0	1.0	0.5	1.0	1.0	1.0	1.5	2.5	1.0	1.5	0.5	2.0	1.5	1.0	1.0
Value chain emissions management	1.3	2.3	1.6	2.3	1.7	1.1	1.7	0.9	1.6	1.2	0.6	0.6	1.7	1.0	2.6	2.7	0.3	1.6	2.4	0.6	0.6
Carbon calculation standards and methodologies	0.8	1.8	1.4	2.0	1.8	1.4	1.9	1.1	1.3	0.7	0.8	0.2	1.1	1.0	2.1	1.9	0.4	1.1	2.3	1.2	1.0
Carbon emissions calculation engine	1.4	1.3	2.3	1.8	1.8	1.7	1.7	1.4	1.9	1.0	1.7	1.3	1.4	1.7	2.5	2.1	1.0	1.7	2.6	1.7	1.4
Carbon financial management	1.9	1.6	1.9	1.9	1.0	1.4	0.9	0.5	1.5	0.5	0.5	0.5	2.7	2.0	1.9	2.4	0.9	1.5	1.5	1.1	0.9
Net zero strategy development	1.8	1.4	2.0	2.0	1.6	2.1	1.1	0.7	0.9	1.0	1.0	0.8	0.9	1.7	1.7	2.2	1.2	1.4	2.2	1.6	1.2
Net zero programme management	2.3	1.4	1.7	2.6	1.6	1.3	1.4	1.1	1.7	2.1	1.0	1.0	0.7	1.7	1.7	2.0	0.7	1.1	2.4	1.6	1.4
Organizational structure	1.7	0.6	2.6	2.1	1.7	1.9	0.9	1.0	1.0	0.4	1.3	0.9	0.7	2.0	2.0	2.6	1.3	2.0	2.0	1.7	2.0

Scoring framework	
Evidence of market-leading functionality or positioning	3
Evidence of strong, above-par functionality or positioning	2
Evidence of on-par functionality or positioning	1
Lack of evidence, or evidence of sub-par or a lack of functionality or positioning	0
Verdantix research teams determine all scores at a sub-criteria level using this scoring framework. These scores are then weighted and compiled into derived scores at criteria level, and presented in the tables. Note a '0' score in criteria such as financial resources, revenue growth or customers does not represent the absence of these, but rather that the vendor was assessed to be below the cohort average.	

Source: Verdantix analysis



Figure 5
Vendor category scores: momentum

	Benchmark Gensite	carb mee	Cority	Gravity	Greenly	IBM	Normative	osqpiens	Persefoni	Position Green	Quentic (an AMCS company)	Salesforce	SAP	Schneider Electric	Sphera	Sweep	Tango	UL Solutions	Watershed	Wolters Kluwer	Workiva
Market vision and business strategy	2.0	1.6	2.2	2.0	1.4	1.8	1.2	1.4	1.6	1.6	1.4	0.6	2.0	2.4	1.8	2.2	0.8	2.4	2.2	1.6	1.4
Product strategy	2.0	1.7	1.7	2.3	1.0	1.7	1.7	1.7	1.0	1.3	1.0	1.0	2.4	2.0	1.7	2.0	1.0	1.7	2.3	1.7	1.3
Innovation process	1.4	1.6	1.4	2.2	1.6	1.8	1.6	1.4	1.4	1.4	1.4	0.4	1.2	1.2	2.2	1.6	0.8	2.0	2.0	1.8	1.4
Organizational resources and growth	0.4	0.3	1.0	0.6	1.5	1.5	0.6	1.5	0.6	1.2	1.6	1.5	0.8	1.8	2.2	1.2	0.6	1.7	2.1	2.4	1.0
Financial resources	2.0	0.0	2.0	1.0	0.8	2.2	0.8	1.2	1.8	0.2	1.2	0.6	1.4	2.2	2.8	1.8	1.0	2.0	2.6	2.8	0.4
Revenue growth	1.0	0.0	1.0	1.0	0.0	2.0	0.0	1.0	0.0	1.0	1.0	3.0	3.0	3.0	1.0	1.0	0.0	2.0	1.0	2.0	2.0
Customers	0.0	0.0	1.5	1.0	2.5	1.0	1.0	2.5	1.5	1.0	1.0	0.5	0.5	1.5	2.5	1.5	0.0	0.0	2.0	0.5	0.5
Brand preference	1.0	0.2	1.2	0.0	0.8	3.0	0.8	0.8	1.2	1.0	1.0	3.0	3.0	2.8	2.2	1.0	0.8	1.8	1.2	1.8	2.0
Partnerships	2.0	1.2	2.0	2.6	1.0	2.2	1.8	1.0	1.8	1.0	1.8	2.0	2.8	1.8	1.2	2.0	1.2	1.8	2.6	2.8	1.2

Scoring framework	
Evidence of market-leading functionality or positioning	3
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Source: Verdantix analysis



Figure 6

Green Quadrant for enterprise carbon management software 2026



Capabilities

This dimension measures each provider on the breadth and depth of its carbon management software solutions across 12 capability areas, as outlined in **Figure 2**.

Momentum

This dimension measures each provider on nine strategic success factors, as outlined in **Figure 3**.

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



Watershed overview

Information

Founded in 2019 in San Francisco, California, Watershed is a carbon management platform designed for enterprise customers that has since expanded into sustainability reporting. Its platform features emissions, water and waste data measurement, as well as sustainability compliance, reduction planning and forecasting, and access to carbon removal and offset markets. Watershed raised \$100 million in Series C funding in February 2024. It launched an open and free version of its global emissions data base, CEDA, in May 2025 to enable firms to make more accurate decarbonization decisions, and an AI-powered product carbon footprint (PCF) solution in September 2025.

Vendor info

Firm name	Watershed
Headquarters	San Francisco, CA, US and London, UK
Employees	400
Revenues	Undisclosed
No. of offices	7
Example customers	BlackRock, DP World, Roche

Customer regional presence

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

% Customer base



Top industry penetrations



Technology, media and telecommunications

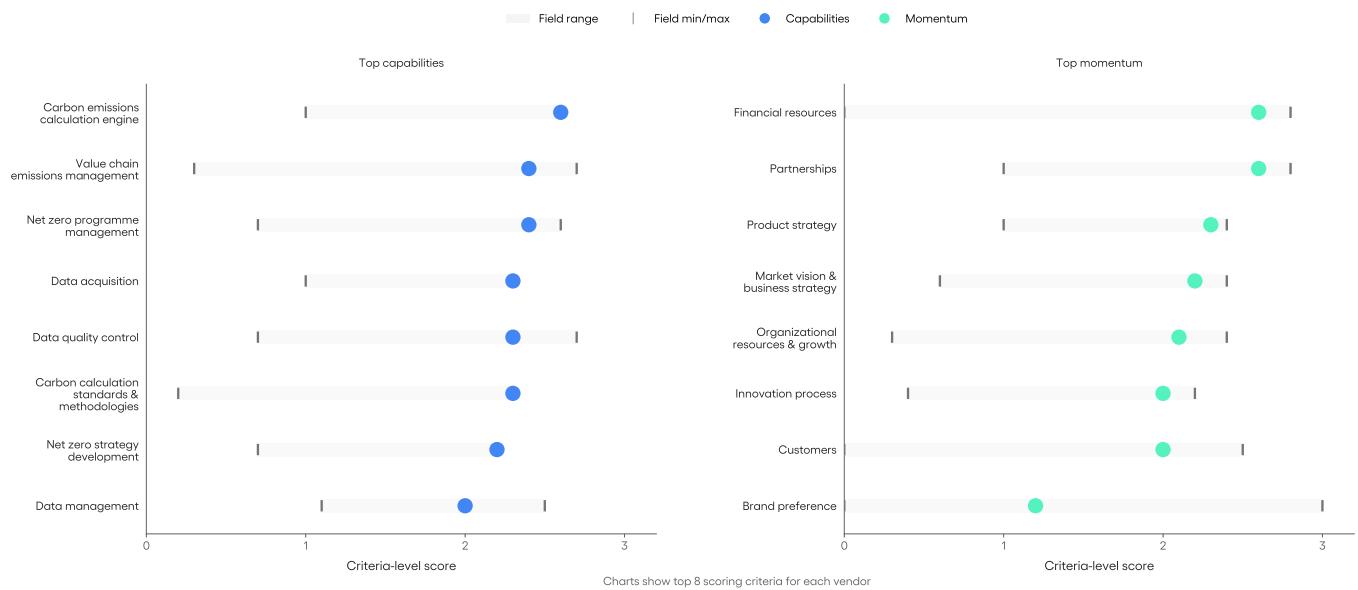


Finance



Manufacturing

Performance vs Field (2026)



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



Watershed delivers AI-powered product and supply chain emissions measurement, enabling granular Scope 3 insights and actionable decarbonization strategies

The Green Quadrant analysis finds that Watershed offers:

- **A comprehensive carbon emissions calculation engine built on a robust data foundation.**
Watershed delivers robust data quality management with built-in guardrails to detect errors, flag gaps, and automatically identify inconsistencies and anomalies through more than 150 error checks. Its carbon emissions calculation engine is powered by a database of over 500,000 annually updated emission factors spanning 148 countries and 400 industries; these are sourced from authoritative bodies and proprietary datasets such as CEDA. In August 2025, Watershed partnered with ERG, an environmental consulting firm, and Stanford University's Doerr School of Sustainability to integrate US Environmentally-Extended Input-Output (USEEIO) models with CEDA, creating a unified, multi-region input-output model and enhancing Scope 3 carbon accounting models. All methodologies and emission factors undergo annual audits by a third party.
- **Average carbon financial management capabilities.**
Watershed lacks support for customizable carbon pricing; this includes real charges and shadow prices, which are often critical for firms integrating carbon costs into financial planning. Its PCF solution, launched in September 2025, is yet to be verified by the Partnership for Carbon Transparency (PACT). The solution may therefore require workarounds, manual transformations or custom integrations to exchange PCF data with partners using PACT compliant systems.
- **Best-fit capabilities for firms with significant Scope 3 emissions seeking to decarbonize their value chain.**
Watershed offers robust, AI-powered product and supply chain data acquisition capabilities. The firm's Product Footprints feature auto-generates editable production graphs, breaking down finished goods into materials and processes, and enabling activity-based Scope 3.1 measurement without waiting for supplier PCFs or lifecycle assessments (LCAs). AI-powered tools enrich unstructured data, fill gaps using bill of materials (BOMs) or product names, and map materials to the best emission factors. For supply chain data, Watershed combines customizable supplier surveys and portals with an ESG database covering more than 20 million firms, as well as AI-powered supplier matching. Sustainability and procurement teams can benchmark suppliers, identify decarbonization hotspots, and model trade-offs to drive smarter sourcing and collaborative reduction initiatives. For financial institutions, Watershed Finance supports portfolio-wide target-setting, tracks progress on climate goals, automates Sustainable Finance Disclosure Regulation (SFDR) and ESG Data Convergence Initiative (EDCI) reporting, and covers all asset classes aligned with the Partnership for Carbon Accounting Financials (PCAF).



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