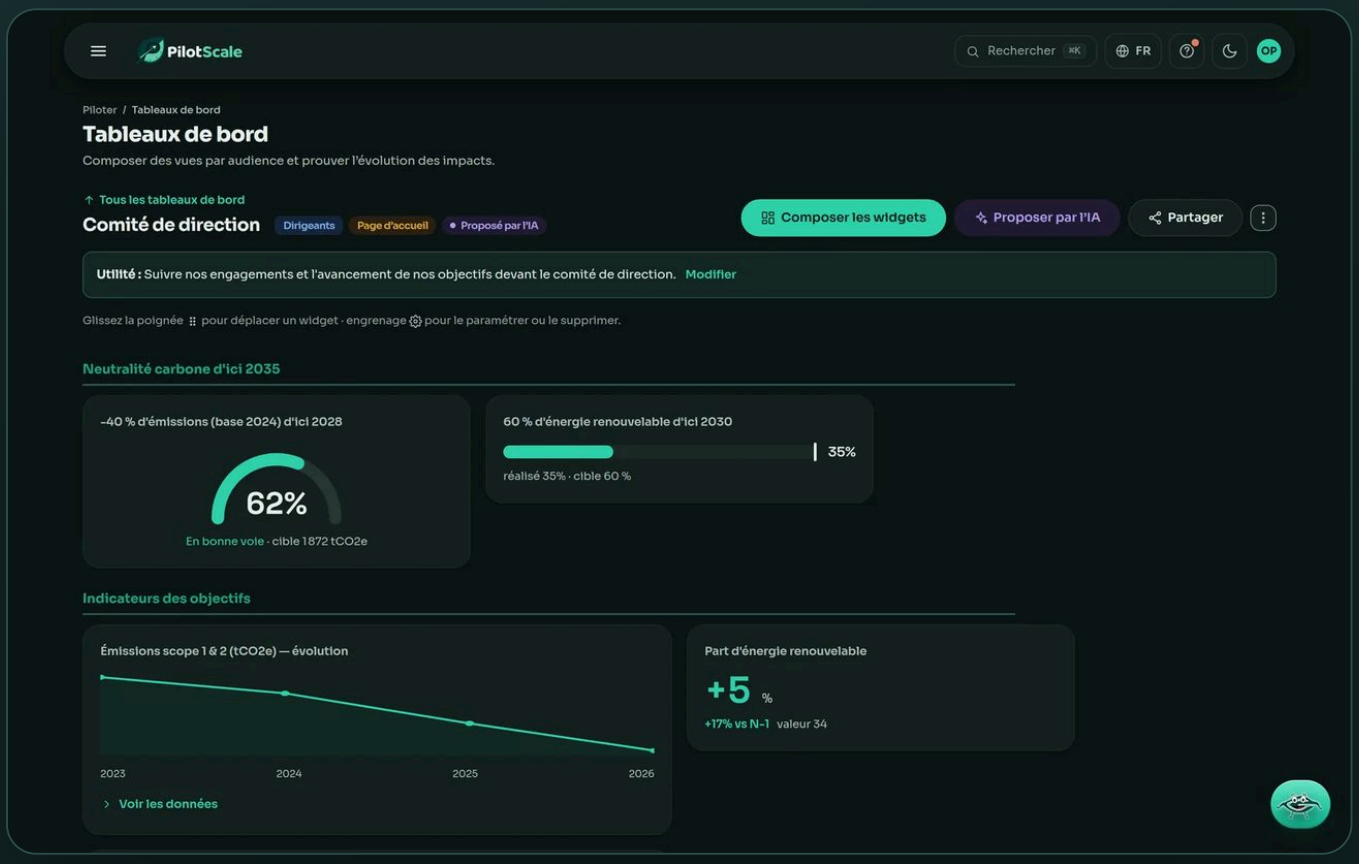
PilotScale

PRESENTATION BROCHURE
RESPONSE TO TENDERS · OCTOBER 2026

Make a real impact. Prove it, at every level of your company.

PilotScale turns your CSR analyses — carbon footprint, double materiality, climate risks — into continuous management, answers the frameworks you must publish and gives each audience the data that concerns it.



5
frameworks built in, 2026 versions

1,918
datapoints by requirement

18
dashboard widget types

4
languages: French, English, Spanish, Greek

FR
data hosted in France, AI included

WHY PILOTSCALE

CSR is managed all year round, not only at reporting time.

Voluntary Standard, ESRS, EcoVadis questionnaires, requests from customers and investors: requests multiply, each in its own format. The data, meanwhile, stays scattered across spreadsheets, sites and departments. PilotScale brings it into one tool, has it validated, then reuses it wherever it is requested.

Collect data once

138 equivalences link the frameworks: a value validated once feeds the Voluntary Standard, ESRS, GRI, IFRS and MidCap wherever they request it.

Nothing counts until validated

Collection, imports, AI proposals or climate risks: no value enters a dashboard or a report without traced human validation.

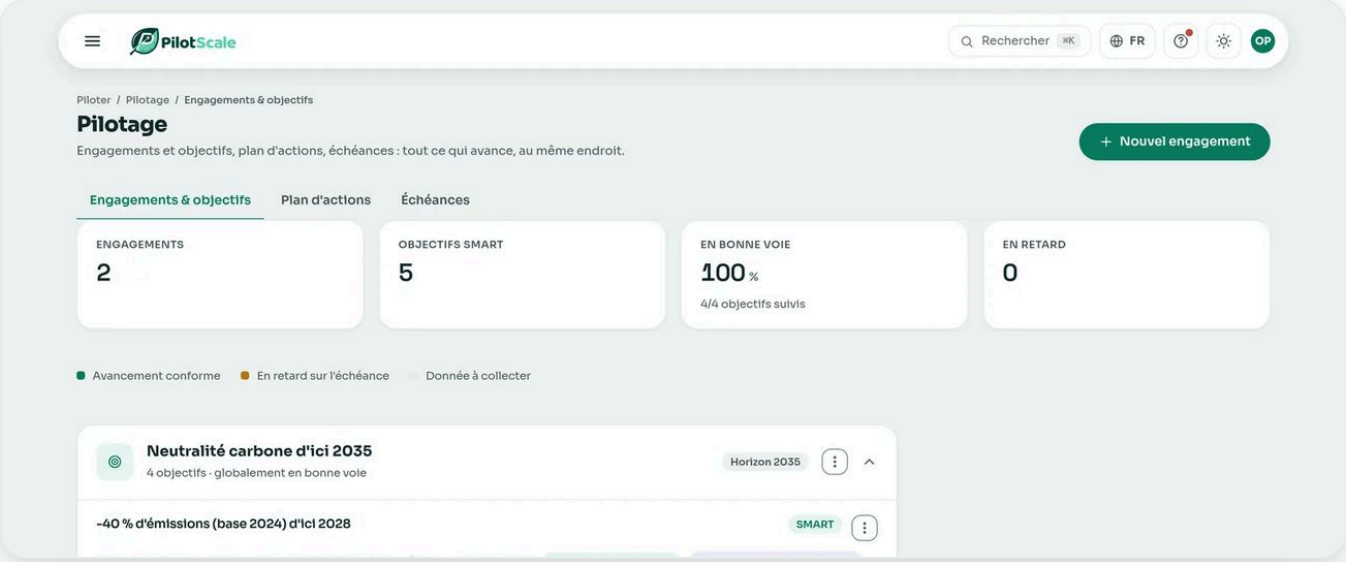
From measure to decision

Each SMART target is tracked by its indicators; its progress recalculates itself and delays are flagged. Actions stay linked to the target they serve.

One view per audience

Management, investors, customers, teams: one dashboard per audience, shared internally by role or externally through a read-only link.

~30 min	14 days	1 link	100%
to compose a first dashboard	free trial, all modules, no card	per contributor, no account needed	of AI proposals validated by a human



Commitments and SMART targets: progress is calculated from validated indicators.

FUNCTIONAL COVERAGE

The whole CSR loop, in a single tool.

Four spaces follow the work cycle of a CSR department. Each module can be enabled per role, with read or write rights and a scope of sites. A page details each function.

1 Manage

Dashboards p. 4
18 widgets, composed by hand or by AI, internal sharing and external link

Targets and actions p. 5
commitments, SMART targets, action plan, deadlines

Suppliers p. 6
panel, FEC, vigilance, questionnaires, assessments

2 Measure

Collaborative collection p. 7
multi-site campaigns, one link per contributor

Data import p. 8
Excel, CSV, PDF read by AI, review before writing

Carbon footprint, LCA p. 9
emissions by scope, life cycle studies

3 Analyse

Double materiality p. 10
issues and IROs per ESRS, levers, blind spots

Physical risks p. 11
exposure, DRIAS projections, biodiversity, decisions

CSR maturity p. 12
tailored questionnaire, score tracked over time

4 Report

Reporting requests p. 13
5 frameworks or an incoming questionnaire, per requirement

Sustainability reports p. 14
Word, tagged PDF, ESRS Inline XBRL

Policies and evidence p. 15
templates, versions, dated library

SHARED CORE

AI proposals p. 16

Eleven agents and the Pousse assistant, hosted in France; nothing is saved unvalidated.

Organisation p. 17

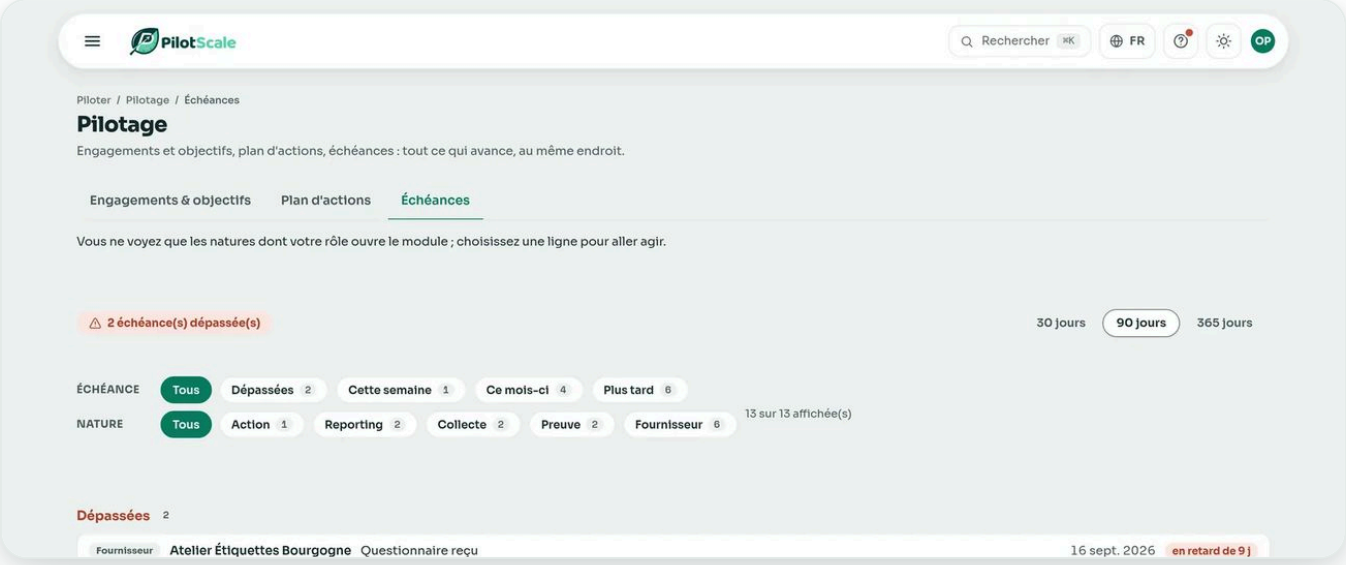
Sites, roles, teams, consultant portal.

Trust p. 18

Security, GDPR, accessibility, eco-design.

Offer p. 19

Tiers, free trial, consultant offer.



Deadlines: a single calendar for all modules, sorted by urgency.

MANAGE · DASHBOARDS

One dashboard per audience, not one report for everybody.

Management, investors, customers, internal teams: each view carries its audience and its purpose. Figures are calculated from validated values only, consolidated using each indicator's own method.

1. **State the purpose**
   Name the view, choose its audience and describe what it is for: this is the starting point of the composition.
2. **Compose**
   By hand from 18 widget types, or by AI, which keeps only indicators that actually have validated values (at least two periods for a trend).
3. **Adjust without touching the data**
   A displayed value can be replaced or annotated for editorial purposes, with a mandatory justification; the widget is flagged “adjusted” and the validated value stays intact.
4. **Share**
   Internally with the whole organisation, a role or a team, read or edit; externally through a read-only link valid for one year, renewable and revocable.

Management · Investors · Clients · Internal teams · Custom audience

18 widget types

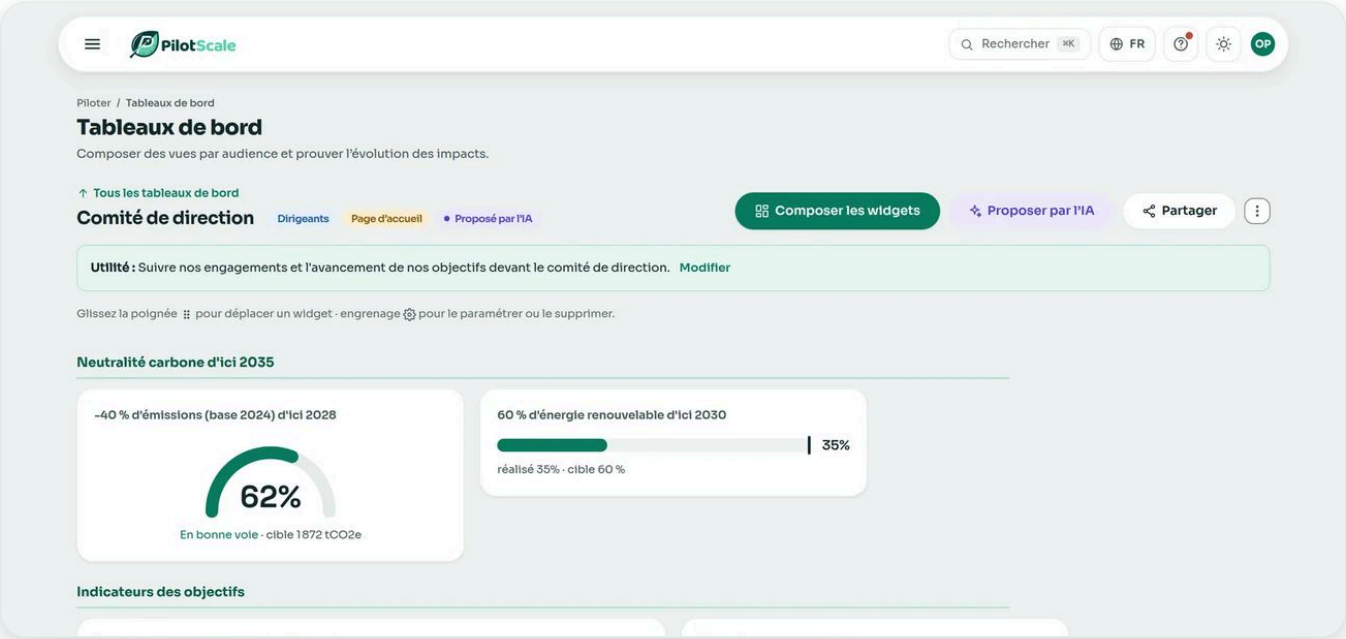
Key indicator, change vs previous year, curves, multi-site comparison, gauges, target progress, target vs actual, maturity radar, double materiality matrix, collection progress, reporting request coverage…

A leak-free external link

The public page receives only the data displayed: no internal indicator detail, no contributor identity.

A home page per person

Each user chooses the dashboard that opens when they log in.



“Executive committee” dashboard composed in PilotScale.

SMART targets whose progress works itself out.

Commitments set the course, targets quantify it, actions move it forward. Progress is never entered by hand: it derives from validated indicators.

1. **Commitment**
   A medium- or long-term vision with its target year, linked if needed to a double materiality issue.
2. **SMART target**
   Baseline, baseline year, target as a value or as a percentage reduction or increase, unit, deadline and site; measured by one or more indicators.
3. **Calculated progress and delay**
   Progress measures the distance covered between baseline and target, on the latest validated value. The target is flagged late when elapsed time exceeds progress by more than 20 points.
4. **Action plan**
   To do, in progress, done board; owner, deadline, site. Each action serves a target and declares its contribution: share of effort, quantified impact or an estimate proposed by the AI.

Milestones too

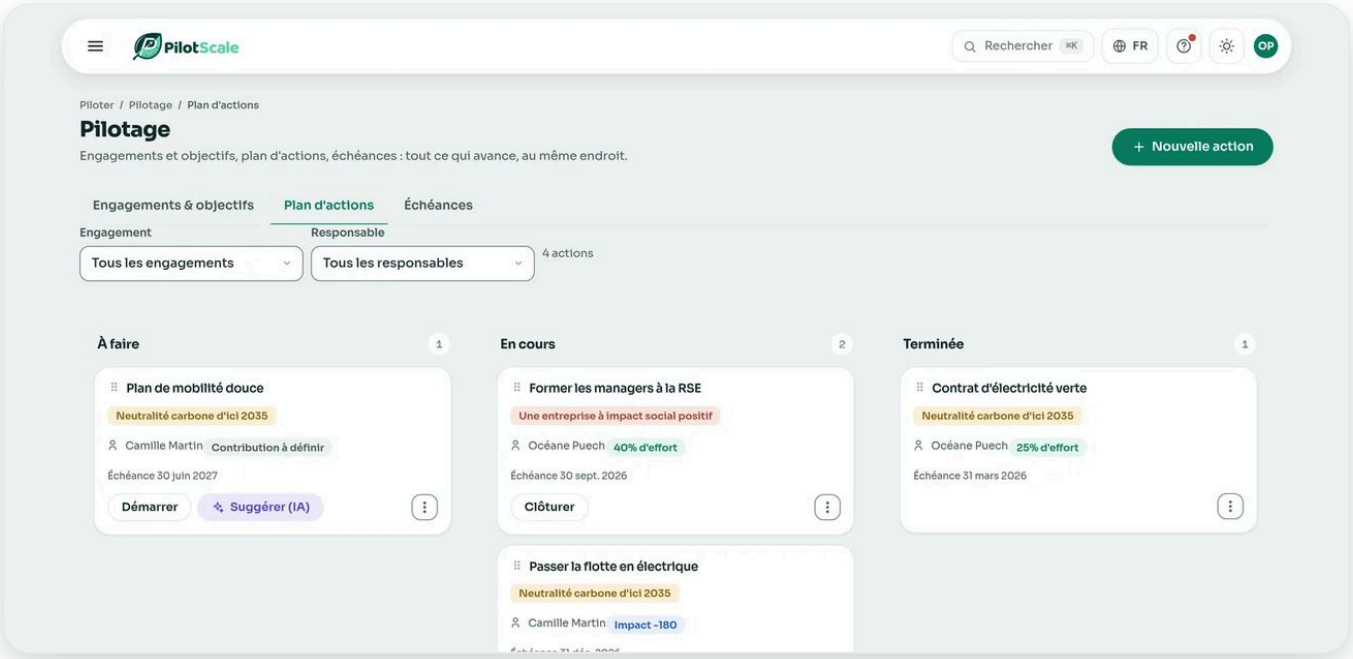
A non-quantified target (a certification, an appointed lead) is done or to do, and advances with the effort of closed actions.

All deadlines in one place

A calendar brings together targets, actions, reporting requests, campaigns, documents to renew, share links and supplier steps, sorted by urgency.

Who uses it?

Each target, action or indicator shows the reporting requests that use it.



Action plan: each action stays linked to the target it moves forward.

MANAGE · SUPPLIERS

Supplier vigilance proportionate to risk and spend.

The panel is built from the company register, a spreadsheet or directly from the accounting entries file. PilotScale calculates each supplier's vigilance level and measures the coverage of your steps in euros of spend.

1. **Build the panel**
   Record pre-filled from a SIREN or SIRET, import of a spreadsheet or of the FEC (French accounting entries file, up to 200 MB), matching without duplicates.
2. **Calculate vigilance**
   Standard, priority or critical, crossing the purchasing category's risk with the weight of spend; a supplier that is hard to replace moves up one level.
3. **Question**
   Custom grids, weighted questions, bulk sending to the targeted levels. The supplier answers without an account, in their language, via a link valid for 60 days.
4. **Assess and trace**
   Score out of 100 per section, blocking points raised, human-validated assessment, valid 12 months; dated log of charters, audits, corrective plans and certifications.

Coverage in euros

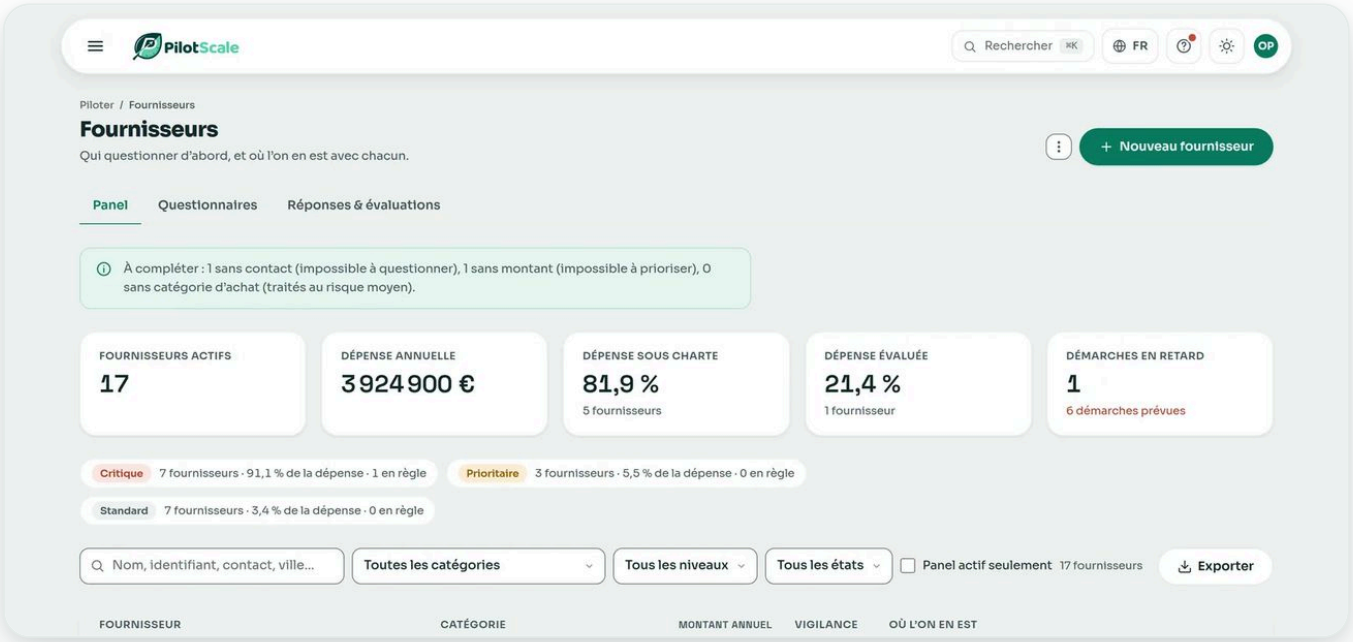
Share of spend covered by the expected steps: charter for all, questionnaire from “priority”, assessment or audit for “critical”.

Nothing expires silently

Steps to renew and expired evidence surface in the deadlines calendar.

Good to know

PilotScale equips the process and its traceability; it does no sanctions screening and does not draft the vigilance plan under the 2017 French law.



Supplier panel: vigilance level, spend and coverage of steps.

MEASURE · COLLABORATIVE COLLECTION

One link per contributor, values that you validate.

CSR data is scattered across sites and departments. A campaign asks the right person for it, without creating an account for them, and nothing enters management before your validation.

1. **Prepare the campaign**
   Period, deadline, indicators per site; selection in bundles (“the whole Voluntary Standard” in one click) and bulk assignment to contributors.
2. **A single link per person**
   The contributor finds all their questions, with the method sheet, the framework text and the previous period's value. Secure link, valid until the day after the deadline.
3. **Answer in several sittings**
   Grouped submission, qualitative indicators in free text, form available in the four interface languages.
4. **Validate**
   Each value received awaits CSR lead validation; rejections are justified. Closing freezes the campaign and disables links.

Period after period

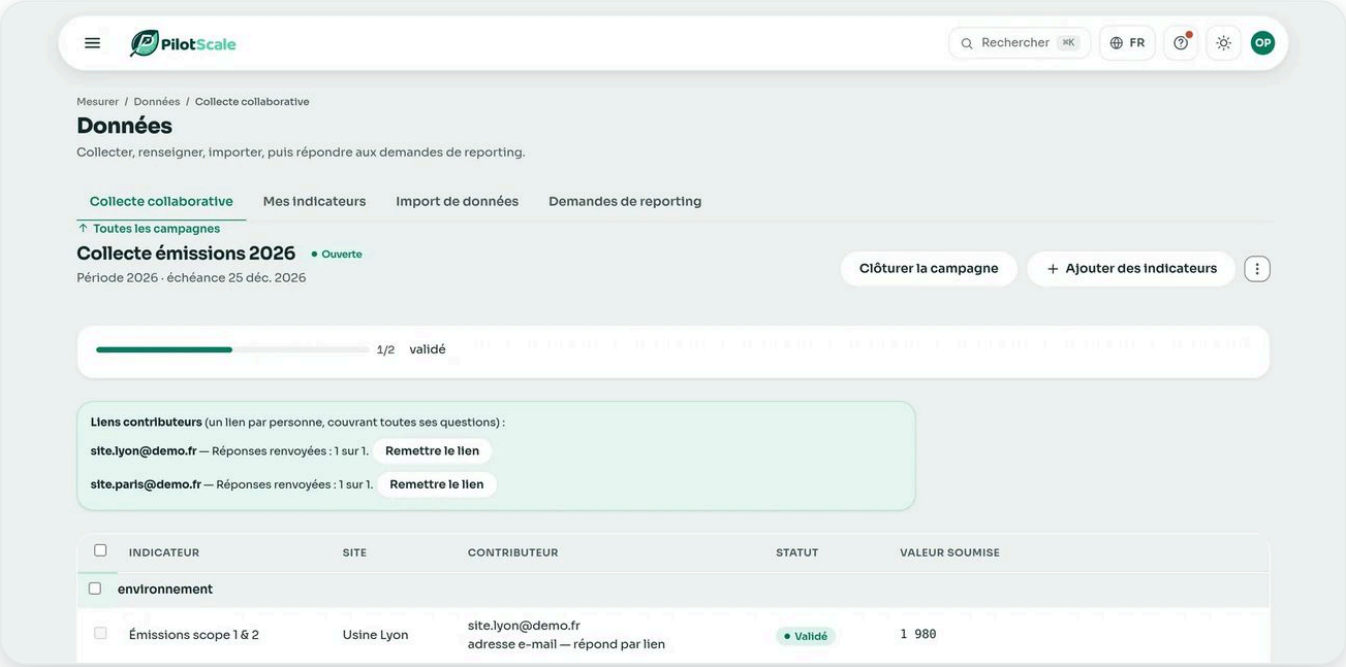
The campaign is carried over to the next period; the gap with the previous validated value is shown, including to the contributor.

Born from a reporting request

A request opens or joins the campaign for its year; already validated indicators are not requested again.

Contributor tracking

Who is asked, on how many questions, how many answers; reminder or new link in one click, every action traced.



Collection campaign: one indicator per site, one validated value.

MEASURE · DATA IMPORT

Your existing files, reused, not retyped.

Tracking spreadsheets, tool exports, PDF reports: PilotScale reads what already exists. The AI proposes the mapping, you confirm it, and the source file is kept.

1. **Upload**
   Excel, CSV or text up to 25 MB, typed (for example carbon results) and attached to a site if needed.
2. **Review the mapping**
   Columns matched to indicators, periods, values and units with a confidence score; below 0.80, the user decides before anything is written.
3. **Import all or nothing**
   A partly usable file is rejected in full, with a line-by-line report; a file already imported is flagged.
4. **Read a PDF**
   CSR report, memo, brochure: the AI proposes indicators (value, unit, year), ESRS issues, IROs, targets and actions; you tick what is created.

Your existing matrix

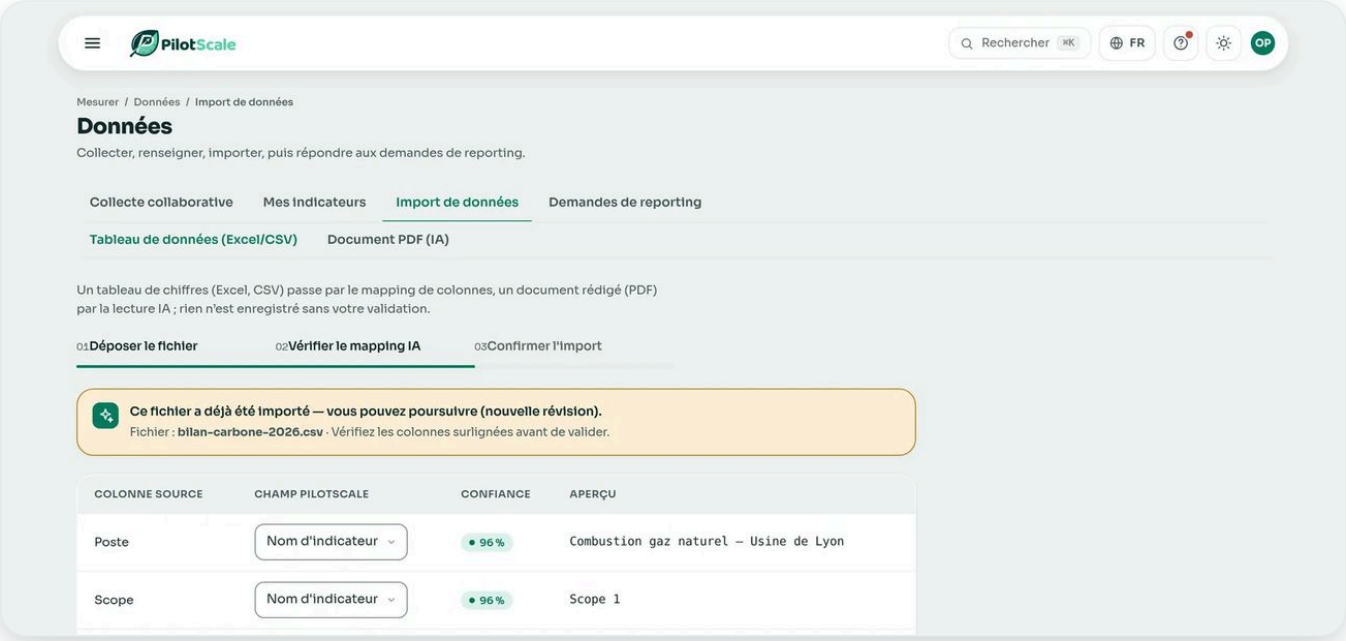
A materiality matrix held in a spreadsheet is imported, normalised and sorted by ESRS standard.

The FEC, read as is

The accounting entries file directly feeds the supplier panel and the spend per supplier.

Traceability

Raw file kept, filterable import history; each value keeps its source.



Spreadsheet import: proposed column mapping, to be confirmed.

Consolidated emissions, by scope and over time.

PilotScale does not recalculate your footprint: it consolidates the emissions already calculated by your provider or tool, splits them by GHG Protocol scope and tracks them period to period.

1. **Import or enter**
   Results in tCO2e imported from a spreadsheet, or items entered with their scope and period.
2. **Consolidate**
   Validated values grouped by item, by scope (1, 2, 3) and by site; consolidation is flagged partial for a user limited to certain sites.
3. **Track**
   Change over time, split by scope, gap with the previous period; emissions feed targets and dashboards.
4. **Archive the evidence**
   Footprint files uploaded, dated with the period covered.

Scope 1 · Scope 2 · Scope 3 · GHG Protocol · LCA

Life cycle assessment

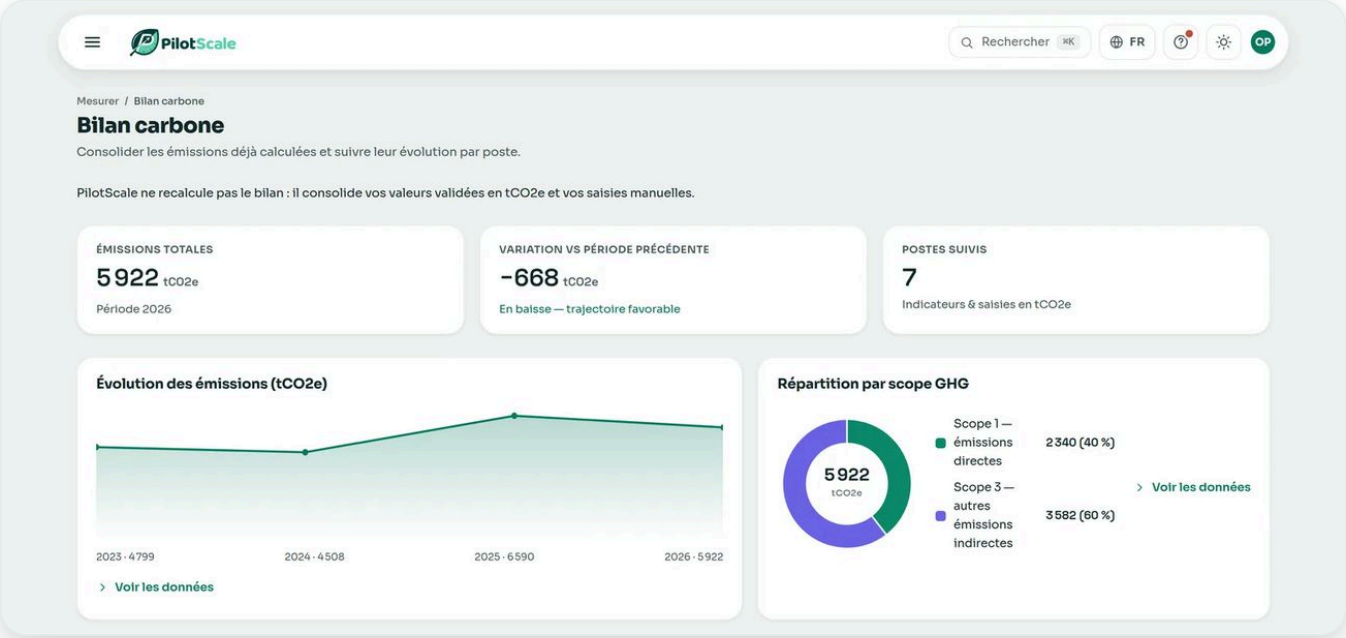
Studies per product or scope (functional unit, method, source, year), impacts by category and by life cycle stage, dated source files.

Ready for reporting

Validated emissions attach to the frameworks' climate requirements like any other indicator.

Good to know

The calculation (emission factors, LCA modelling) is still done upstream, by a provider or a dedicated tool; PilotScale handles its consolidation, tracking and publication.



Carbon tracking: emissions by GHG Protocol scope and trend.

IRO issues linked to indicators, not a frozen image.

Double materiality is not a deliverable to be filed away: each issue is measured, each impact, risk or opportunity is linked to the targets and actions that address it.

1. **Identify the issues**
   By ESRS standard (E1 to G1), with financial and impact materiality; the AI proposes a starting list by sector and headcount, or you import your matrix.
2. **Detail the IROs**
   Positive and negative impacts, risks, opportunities, short, medium or long horizon; reference catalogue and AI generation, always reviewed.
3. **Score**
   Optional scoring from 1 to 5: scale, scope, irremediability, likelihood; severity and score calculated, rolled up to the issue.
4. **Link to levers**
   Targets and actions attached to an IRO with a direction (reduce or increase) and a target score; material IROs without a lever are listed.

Blind spots flagged

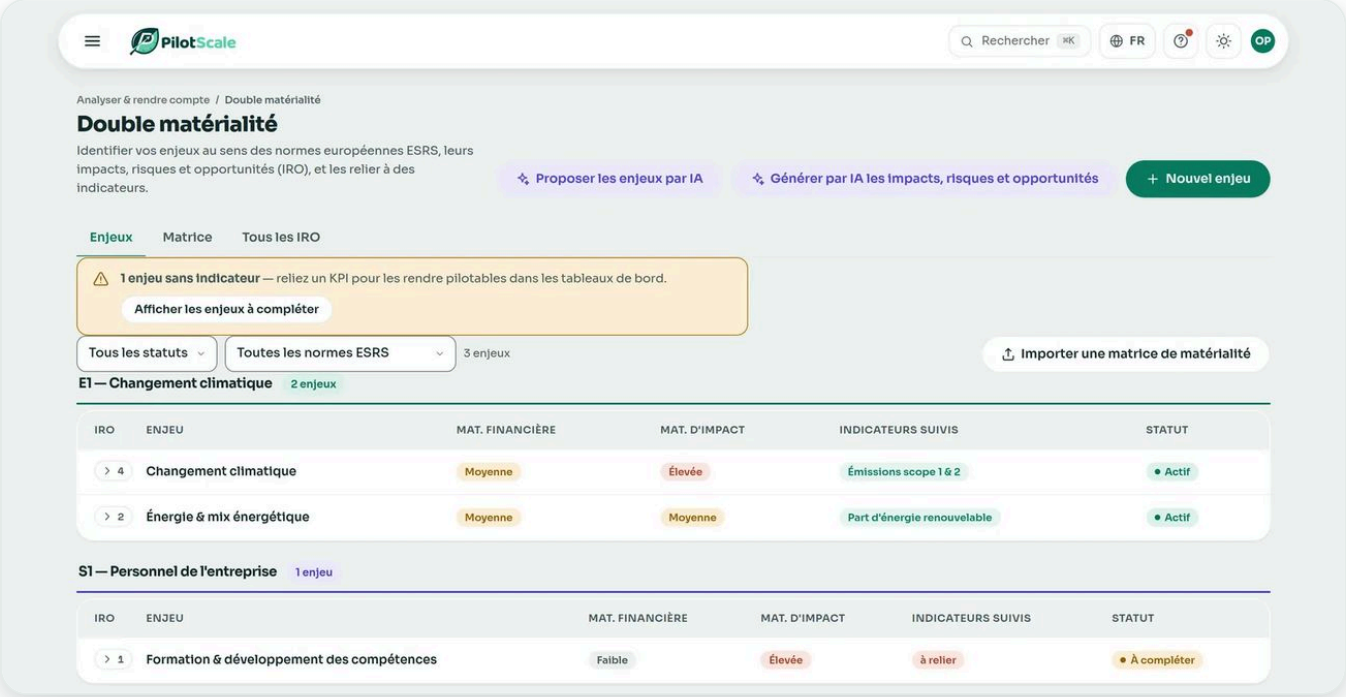
An issue with no indicator is marked “to complete”: it cannot appear in any report until it is measured.

Qualified risks

Transition or physical, in six sub-types: regulatory, market, reputation, technology, acute, chronic.

Exportable matrices

Financial × impact matrix with configurable thresholds, four-quadrant IRO matrix, image export; IROs in CSV.



Double materiality: issues by ESRS standard, linked to their indicators.

NEW · PHYSICAL RISKS AND BIODIVERSITY

Each site's climate risk, and the matching decision.

Each site is matched against the reference public sources, projected onto France's reference warming trajectory for adaptation (TRACC), then compared with the protected areas around it. The result feeds directly into double materiality and your frameworks.

1. **Current exposure**
   Flooding, shrink-swell clay, ground movements, cavities, wildfires, storms, seismicity, radon, the municipality's CatNat decrees and water restrictions in force.
2. **Climate projections**
   Heat, tropical nights, drought and extreme rainfall, from DRIAS at the grid point nearest the site (municipality as fallback), at +2 °C, +2.7 °C and +4 °C.
3. **Biodiversity, sensitive areas**
   Natura 2000, ZNIEFF, parks, reserves, protected species in the municipality, from the site's point or its drawn footprint.
4. **Vulnerability and matrix**
   Exposure × vulnerability, site by site and hazard by hazard; vulnerability can be filled in by the site manager via a link, without an account.
5. **Traced decision**
   Each high risk awaits its decision: accept it with a justification or plan the adaptation in the action plan.

Géorisques · DRIAS · TRACC · API Carto IGN · INPN / OpenObs · Hub'Eau · VigiEau · Risk Filter WWF

Ready for your frameworks

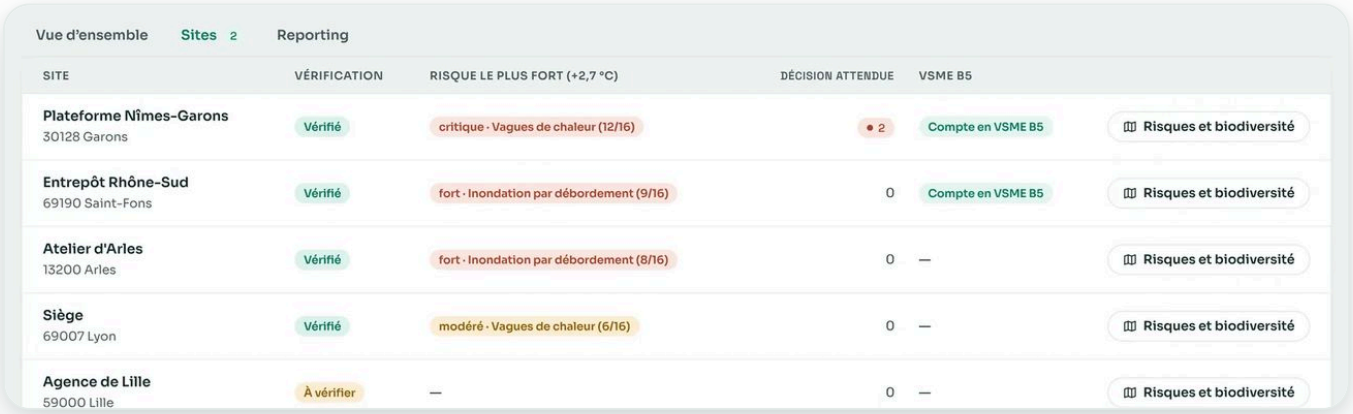
Pre-filling of the Voluntary Standard (B5), ESRS (E1), GRI 101, MidCap and IFRS S2; issue proposals for double materiality. Nothing counts before validation.

A failed source is never “zero”

If a source does not respond, the result is flagged unavailable: PilotScale never concludes by default that there is no risk.

Outputs

Multi-site map, site PDF sheet with map and legend, CSV exports and round trip with the WWF Risk Filter.



Multi-site matrix: risk level by site and hazard, at each warming level.

ANALYSE · CSR MATURITY

A maturity questionnaire generated for your size and sector.

The assessment is built for the organisation: a common core, advanced items for large organisations, weighted sector items. The score becomes an indicator tracked like any other.

1. **Generate**
   By headcount and sector (NAF division): governance, environment, social, purchasing, local roots; for large organisations, CSRD, vigilance, CSR committee.
2. **Answer**
   Three formats suited to the question: document (yes, in progress, no), practice (yes, partly, no), level from 1 “initial” to 5 “exemplary”.
3. **Measure**
   Score from 1 to 5 by topic and overall, weighted average.
4. **Compare over time**
   Radar overlaying up to eight assessments, also available as a dashboard widget.

A shared starting point

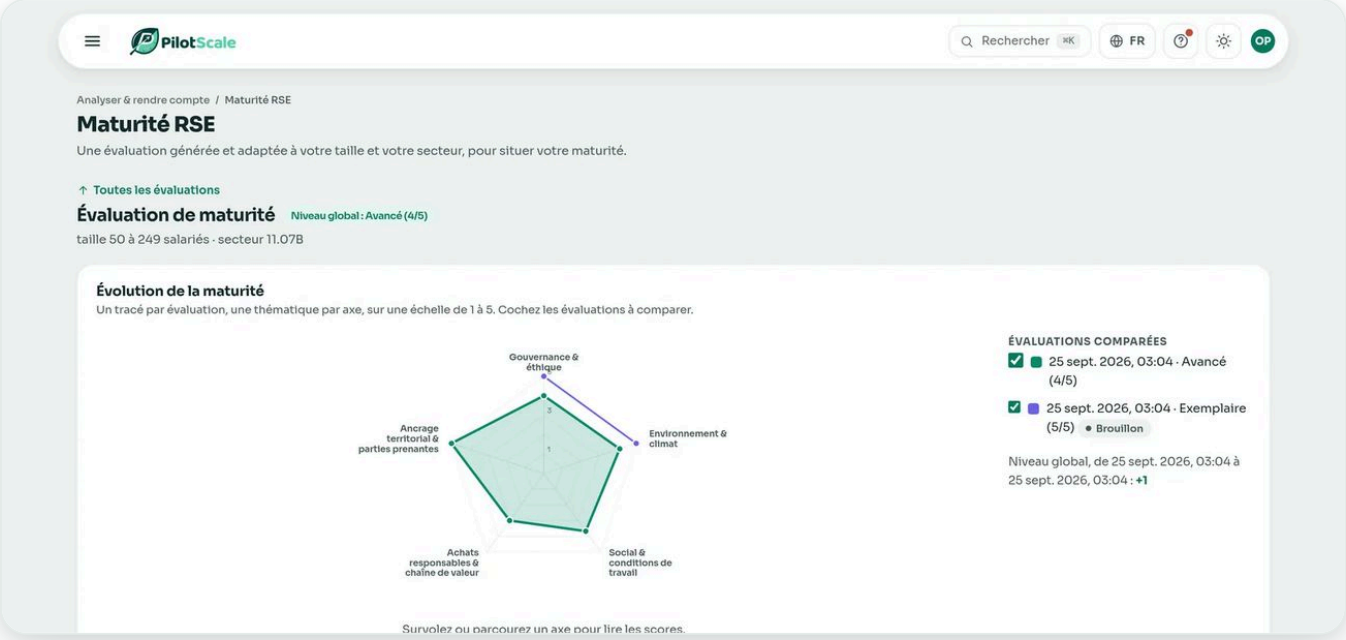
The weakest topics can be read at a glance, to guide commitments and the action plan.

Consultant's measure

Maturity gained since the engagement began appears in the consultant portal.

Good to know

The comparison is with the organisation's own history, not with a sector panel.



CSR maturity: score per topic and trend.

Five 2026 frameworks, requirement by requirement.

Each requirement quotes its official text, attaches to data you hold, and missing indicators are created in the catalogue. Gaps are flagged before the deadline, not discovered at publication time.

1. **Start from a framework or a received questionnaire**
   Voluntary Standard, ESRS, GRI, IFRS S1/S2 or MidCap, basic or full module; or an EcoVadis, investor or customer file, which the AI splits into requirements.
2. **Check against double materiality**
   For ESRS and GRI, topical disclosures are pre-ticked when a material issue justifies them.
3. **Attach**
   To an indicator, a target or an action; always confirmed by a human, then reused from one request to the next through 138 equivalences.
4. **Fill the gaps**
   Datapoints without data enter the catalogue and go to collection; gaps stay listed, never omitted.
5. **Export**
   Excel and Word by section: value, unit, source and method.

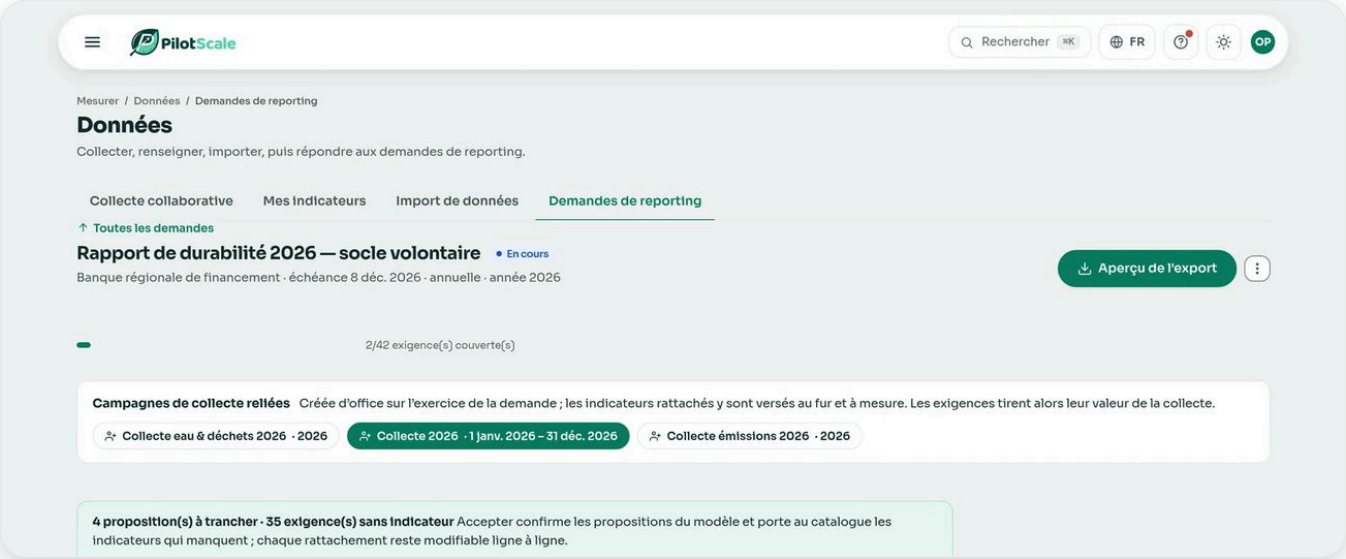
Built-in versions (2026)

Delegated regulation of 3 July 2026 for the Voluntary Standard and ESRS, EFRAG list of 28 August 2026, GRI up to 2025, IFRS of June 2023.

Voluntary Standard (VSME successor)	42 / 90
Simplified ESRS	94 / 359
GRI Standards	175 / 1,117
IFRS S1 & S2	72 / 197
MidCap — WeAreEurope V5	42 / 155
Basic / full datapoints	425 / 1,918

Each requirement's text

Paragraph, application requirements, applicability condition; related datapoints from other frameworks, with a note explaining the difference.



Reporting request: framework coverage, attachments and gaps.

A report generated from your data, never invented.

The report follows the chosen framework's structure and each point is filled in from the attached indicator. What is missing is written “To complete”: nothing is filled by an estimate.

1. **Choose the framework and scope**
   Module, year, disclosures selected by materiality or taken from a reporting request; the framework and its version are fixed on the report.
2. **Generate**
   Consolidated value for the year or latest validated value, dated; the number of points to complete is given in the preamble.
3. **Write and version**
   Rich editor, version incremented at each save, “draft” label until finalisation.
4. **Publish**
   Word, tagged (accessible) PDF with logo, or Inline XBRL for ESRS.

ESRS Inline XBRL

Per the EFRAG taxonomy of 30 August 2026 (draft under consultation): numeric facts with units, narratives, booleans and enumerations; entity identified by its SIREN.

Tagging coverage

For each untagged point, the reason is given: to complete, number expected, inconsistent unit, unrecognised choice...

Multilingual

Report generated in the user's language, export translated on the fly into another interface language.

Validated data
Consolidated indicators for the year, each with its source and method

→

Structured report
Framework outline, “To complete” points stated, versions and draft status

→

Word · PDF · XBRL
Tagged PDF with logo, editable Word, Inline XBRL for ESRS

Voluntary Standard

Basic B1 to B11, full adds C1 to C9

ESRS

ESRS 2 and topical standards by materiality

GRI · IFRS

Universal and topical standards; S1 and S2

MidCap

GI chapter or full standard

Policies written and versioned, evidence always up to date.

CSR policies are written in the tool from templates, and each piece of documentary evidence keeps its validity date: no more expired certificates discovered on audit day.

1. **Use a template**
   Seven templates: responsible purchasing, code of conduct, environment, health and safety, diversity and inclusion, data protection, whistleblowing.
2. **Generate a draft**
   A short questionnaire drafts it in the company's name; anything missing (risk assessment document, register, alert channel) is marked “to complete”.
3. **No editing conflicts**
   Rich editor, named lock during editing, dated version at each save, viewable history.
4. **Adopt and share**
   From draft to published; Word and PDF export with logo, version and date.

Evidence library

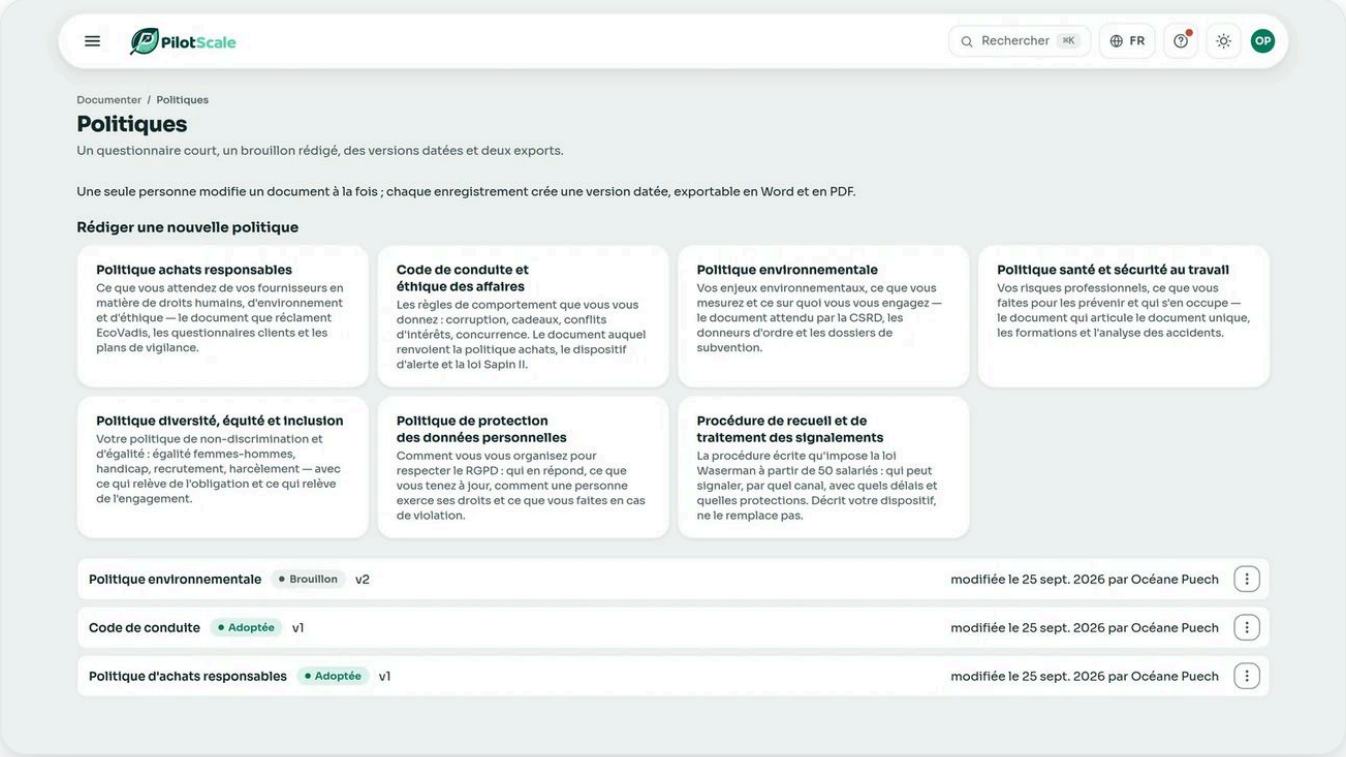
Files or links classified by topic and folder, with issue and validity dates; green, amber or red badge depending on expiry.

Reminder before expiry

An email alerts the owner 30 days before expiry (configurable period).

Checked files

Size, extension and actual file signature checked on upload.



Policy editor: template, versions and adoption.

ARTIFICIAL INTELLIGENCE

AI proposes, you validate.

Eleven specialised agents speed up long tasks: reading a PDF, matching columns, composing a dashboard, extracting a questionnaire's requirements. None writes directly to your data: each proposal is reviewed, corrected, then confirmed.

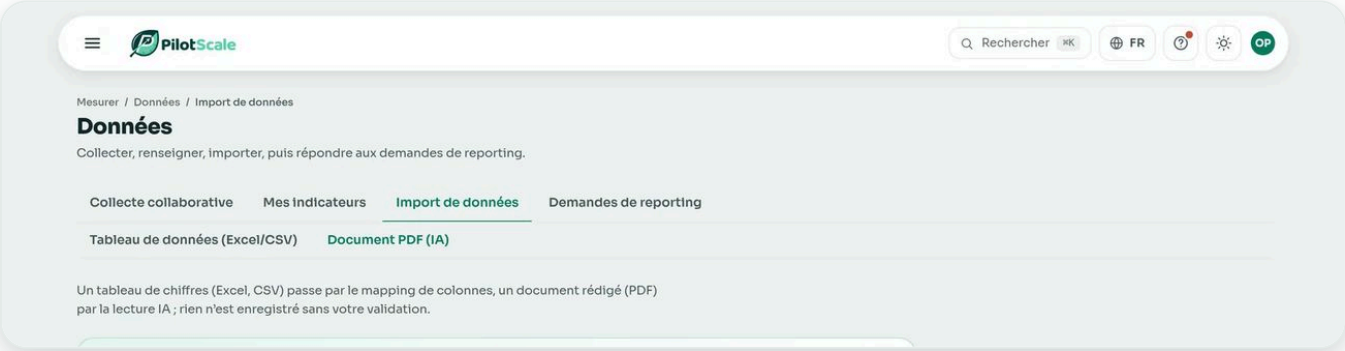
- **Pousse, CSR assistant.** Answers citing her sources — the KitScale methodology base and your organisation's data — and links to the right screen. She changes nothing.
- **PDF and spreadsheet import.** Extraction of values from a report, column mapping with a confidence score; below 0.80, the user decides.
- **Composed dashboards.** Describe the view's purpose, the AI picks the widgets from the data actually available.
- **Incoming questionnaires.** Extraction of requirements from an EcoVadis, investor or customer file and proposed attachments.
- **Maturity, contributions.** Tailored maturity questionnaire, estimate of an action's impact on its target.
- **Content translation.** Policies and texts translated into the four interface languages by the same local model.

Your data does not leave our infrastructure

The language model runs in France, on infrastructure operated by GreenScale, without OpenAI, Anthropic or any third-party AI provider. No request is logged, no data is used to train a model, nothing is shared between organisations. A deterministic mode, without a language model, remains available.



Pousse cites her sources, links to the right screen.



PDF import: the values proposed by the AI await your confirmation.

Everyone sees what is relevant, on the sites relevant to them.

Sites, roles, teams: the company's organisation is reflected in the tool. CSR consultants have a dedicated portal to follow all their clients.

1. **Sites**
   Three-level hierarchy, site type, SIRET, automatically geocoded address, change history.
2. **Roles & permissions**
   Five built-in roles (administrator, CSR lead, consultant, read-only auditor, external reader) and custom roles: 14 modules × no access, read, write.
3. **Scope by site**
   A user can be limited to certain sites; consolidations become partial and say so.
4. **Teams**
   Groups attached to the organisation or to a site, usable for sharing dashboards.

Consultant portal

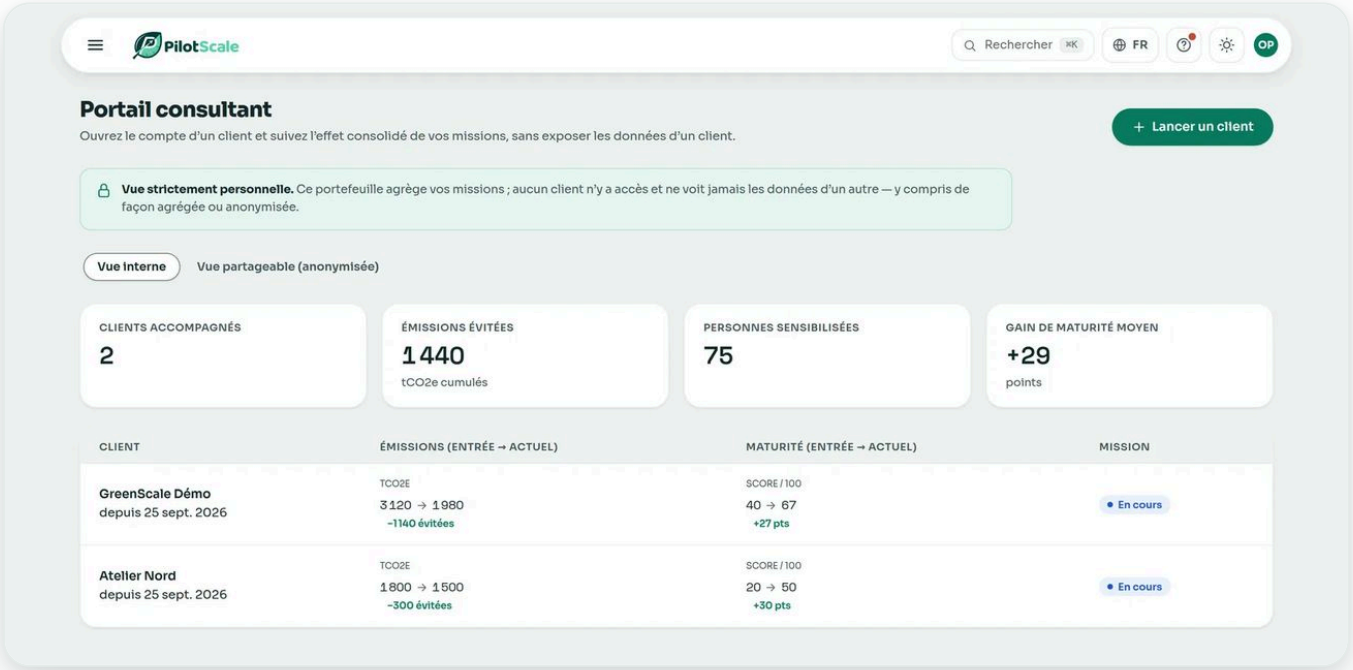
Consolidated portfolio of supported clients, impact measured since the start of the engagement (emissions, maturity), anonymised “Client A, B” display for presentations.

Client keeps control

The client grants and can revoke the consultant's access; an account opened by a consultant belongs to the client.

Quick to get started

Guided onboarding, global search (Ctrl/Cmd + K), light or dark theme, four languages, built-in help centre and support.



Consultant portal: consolidated portfolio of supported clients.

SECURITY, DATA, ACCESSIBILITY

A trustworthy tool for sensitive data.

CSR data says a lot about a company. PilotScale is designed to partition it, trace it and return it to the client at any time.

Hosting and architecture

- **Hosted in France** by OVH SAS, a French operator; business data never transferred outside the European Union
- Organisations partitioned at database level (**Row Level Security**), verified under load
- Java 21, Spring Boot, React, PostgreSQL 16, unprivileged containers
- AES-256 encrypted backups, 30-day rotation

Access and authentication

- **TOTP** two-factor authentication, backup codes, trusted device; enforceable organisation-wide
- Roles and permissions per module (none, read, write) and per site; deny by default
- Revocable sessions, progressive lockout of attempts
- TLS 1.2/1.3, HSTS, strict content security policy

Traceability and code quality

- **Immutable audit log**: who changed what, before and after
- Field-by-field history of each item
- Static analysis, secret detection and dependency audit on every change; more than 430 automated tests
- **ISO 27001 process started** (Annex A controls in place)

GDPR & reversibility

- Your data belongs to you: no resale, no profiling, no model training
- Export at any time, at no cost: Excel, Word, PDF, CSV, XBRL
- End of contract: 30 days read-only, erasure within 90 days at most
- No advertising cookies; strictly necessary cookies only

Accessibility

Design system built to RGAA 4.1 (French accessibility standard): keyboard navigation, contrast checked in both themes, table alternative under each chart, display from 320 px. No violations found by the automated WCAG 2.1 A/AA test on 26 screens.

Eco-design

RGESN approach under way: the application's first load went from 715 kB to 118 kB (−83%), and a dashboard's queries no longer depend on data volume.

Multilingual

Interface in French, English, Spanish and Greek, chosen per person, public pages included (collection, supplier questionnaire, shared dashboard).

OFFER

Clear pricing, based on company size.

All modules are included in every tier. Prices excl. VAT; the tier applied is the one with the lowest total cost, extra sites included. Annual commitment: −10%.

Starter
under 50 staff

€99 /month

€89/month on annual

1 site incl., +€70/site

Help centre and AI assistant

PME
50 to 249 staff

€249 /month

€224/month on annual

3 sites incl., +€60/site

Email support within 5 working days

ETI naissante
250 to 999 staff

€490 /month

€441/month on annual

8 sites incl., +€50/site

Priority support within 48 h

ETI
1,000 to 4,999 staff

€780 /month

€702/month on annual

15 sites incl., +€35/site

Priority + video onboarding with a CSR expert

Grand compte
5,000 staff and above · sites according to scope · dedicated support

On quote

14-day trial

All modules open, no bank card, no automatic charge at the end.

CSR consultants

29-day trial renewable with each new client, consultant portal with a portfolio view.

No long commitment

Monthly or annual contract; cancel at any time, effective at term end.

PilotScale

Let's discuss your specifications

A demonstration on your own sites and indicators, and the detailed requirement-by-requirement response grid supplied with this brochure.

Océane Puech
oceane@greenscale.fr
+33 6 73 54 26 11
pilotscale.fr

GreenScale, SASU with share capital of €1,000, 39 rue de la Gare de Reuilly, 75012 Paris · RCS Paris 844 409 185 · VAT FR11844409185. PilotScale is published by GreenScale. Prices excl. VAT in force on 4 October 2026, under the general terms of sale. Screenshots of the French interface, taken on demonstration data; the interface is also available in English, Spanish and Greek.