

EXTRACT

Market Trends



# MARKET

The Sustainability Consulting  
Market in 2025

Report

Aug 2025

## About us

**We partner with professional services firms to turn insight into strategic advantage. Our proprietary research and tailored, firm-specific studies provide clear, actionable guidance to inform your firm's strategic decisions.**

**Through our work, we help professional services firms to:**

- Anticipate key industry trends
- Identify and evaluate growth opportunities in existing and emerging markets
- Understand client perceptions and competitive positioning
- Refine propositions and messaging to better align with client needs
- Maximise the reach, impact, and commercial value of thought leadership

To dig deeper into the insights in this report, explore our other publications, or learn more about bespoke research for your firm, please [get in touch](#).

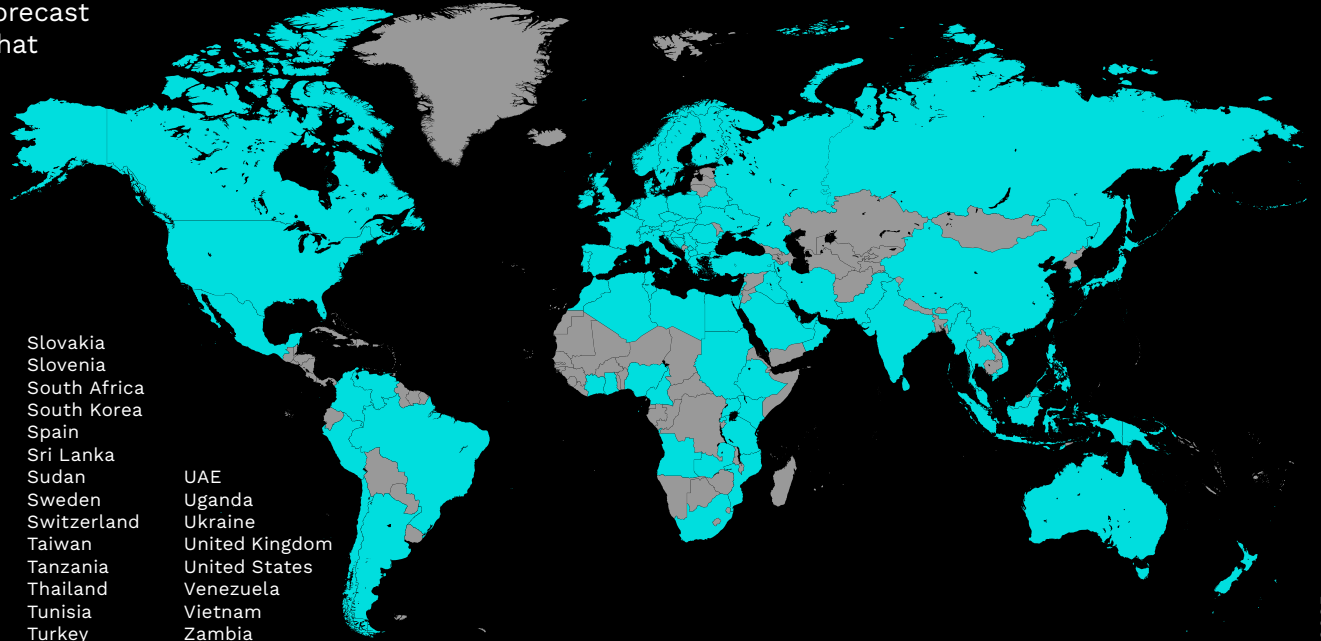
# What's included in this report

Our reports offer a wealth of market sizing, growth, and forecast data alongside engaging, in-depth analysis of the trends that matter. Using our highly flexible, multidimensional model we provide firms with robust, trusted data to make informed decisions about strategic investments and plan for the future.

## Geography model

Countries covered

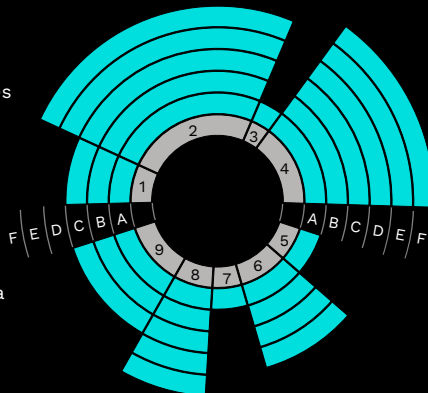
|           |                |           |                 |                  |                |
|-----------|----------------|-----------|-----------------|------------------|----------------|
| Albania   | Chile          | Greece    | Libya           | Pakistan         | Slovakia       |
| Algeria   | China          | Hong Kong | Luxembourg      | Papua New Guinea | Slovenia       |
| Angola    | Colombia       | Hungary   | Malaysia        | Peru             | South Africa   |
| Argentina | Côte d'Ivoire  | India     | Mexico          | Philippines      | South Korea    |
| Australia | Croatia        | Indonesia | Morocco         | Poland           | Spain          |
| Austria   | Cyprus         | Iran      | Mozambique      | Portugal         | Sri Lanka      |
| Bahrain   | Czech Republic | Iraq      | Myanmar         | Qatar            | Sudan          |
| Belarus   | Denmark        | Ireland   | Netherlands     | Romania          | Sweden         |
| Belgium   | Egypt          | Israel    | New Zealand     | Russia           | Switzerland    |
| Bosnia    | Ethiopia       | Italy     | Nigeria         | Saudi Arabia     | Taiwan         |
| Brazil    | Finland        | Japan     | North Macedonia | Serbia           | Tanzania       |
| Bulgaria  | France         | Kenya     | Norway          | Singapore        | Thailand       |
| Cameroon  | Germany        | Kuwait    | Oman            |                  | Tunisia        |
| Canada    | Ghana          | Lebanon   |                 |                  | Turkey         |
|           |                |           |                 |                  | UAE            |
|           |                |           |                 |                  | Uganda         |
|           |                |           |                 |                  | Ukraine        |
|           |                |           |                 |                  | United Kingdom |
|           |                |           |                 |                  | United States  |
|           |                |           |                 |                  | Venezuela      |
|           |                |           |                 |                  | Vietnam        |
|           |                |           |                 |                  | Zambia         |



## Sector model

### Sectors

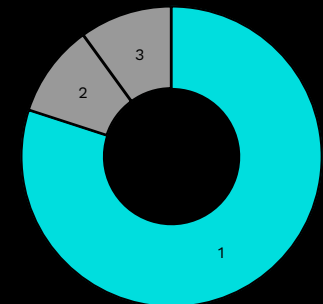
- 1 Energy & resources
- 2 Financial services
- 3 Healthcare
- 4 Manufacturing
- 5 Pharma & life sciences
- 6 Public sector
- 7 Retail
- 8 Services
- 9 Technology, media & telecoms



### Sub-sectors

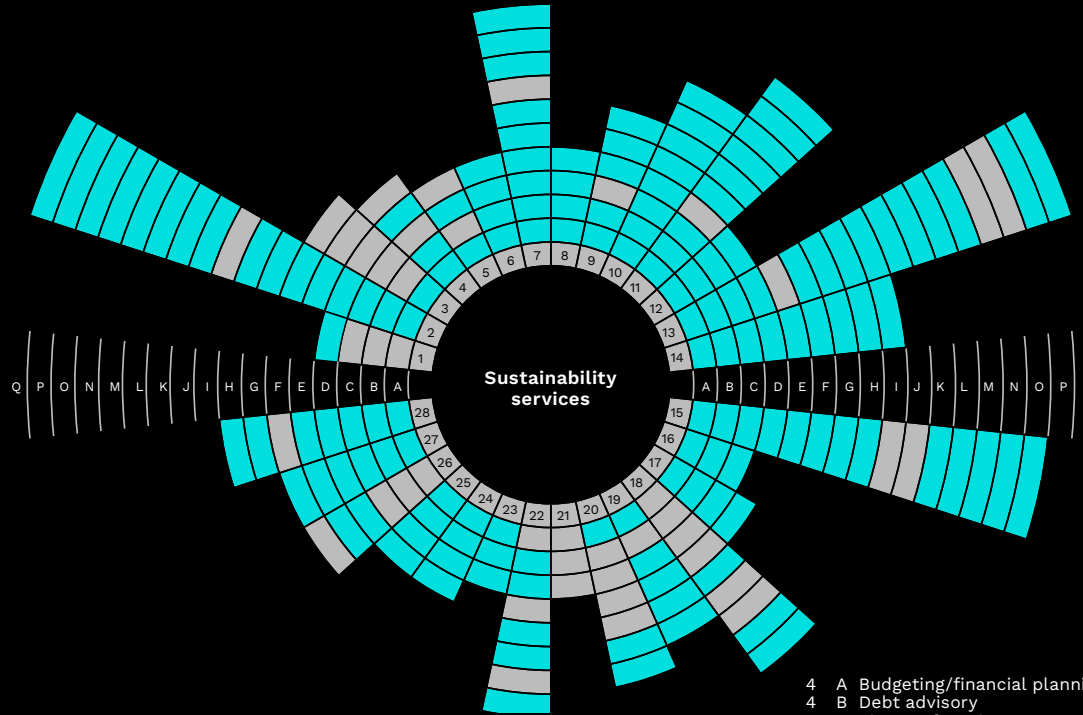
- |                                      |                             |                       |
|--------------------------------------|-----------------------------|-----------------------|
| 1 A Energy                           | 4 A Aerospace               | 8 A Business services |
| 1 B Primary resources                | 4 B Automotive              | 8 B Leisure           |
| 1 C Utilities                        | 4 C Construction            | 8 C Logistics         |
| 2 A Banking                          | 4 D Consumer electronics    | 8 D Real estate       |
| 2 B Capital markets                  | 4 E Consumer packaged goods | 8 E Transportation    |
| 2 C Insurance                        | 4 F Industrial products     | 9 A High-tech         |
| 2 D Investment and wealth management | 5 A Pharma                  | 9 B Media             |
| 2 E Private equity                   | 6 A Defence                 | 9 C Telecoms          |
| 3 A Healthcare                       | 6 B Education               |                       |
|                                      | 6 C Not-for-profit          |                       |
|                                      | 6 D Public sector           |                       |
|                                      | 7 A Retail                  |                       |

## The revenue-earning model



- 1 Consulting
- 2 Managed service
- 3 Other (contingent fees, software licensing, associate networks)

## Line of business model



## Line of business

- 1 Cybersecurity
- 2 Risk
- 3 Forensic
- 4 Financial management
- 5 Design & UX
- 6 Innovation
- 7 Technology
- 8 Data & analytics
- 9 Research
- 10 Deals
- 11 Strategy
- 12 Real estate
- 13 Operations
- 14 Sustainability
- 15 HR & change
- 16 Architecture
- 17 Audit & assurance
- 18 Business process outsourcing
- 19 Civil engineering
- 20 Legal
- 21 Litigation
- 22 Marketing & creative
- 23 Network engineering
- 24 Product engineering & R&D
- 25 Recruitment
- 26 Software engineering
- 27 System integration
- 28 Tax

## Capabilities

- 1 A Cybersecurity advice
- 1 B Cybersecurity implementation
- 1 C Cybersecurity incident response
- 1 D Penetration testing & wargaming
- 2 A Risk governance
- 2 B Actuarial
- 2 C Compliance risk
- 2 D Crisis & reputation management
- 2 E Environmental risk
- 2 F Financial assurance
- 2 G Internal audit
- 2 H Operational risk
- 2 I Physical security solutions
- 2 J Physical security strategy
- 2 K Programme risk
- 2 L Responding to regulation
- 3 A Anti-corruption services
- 3 B eDiscovery
- 3 C Forensic accounting
- 3 D Forensic technology solutions
- 3 E Fraud mitigation
- 3 F Investigation services

- 4 A Budgeting/financial planning process
- 4 B Debt advisory
- 4 C Finance function
- 4 D Financial advisory
- 4 E Financial restructuring & insolvency
- 5 A Corporate identity
- 5 B Graphic & UI design
- 5 C UX & service design
- 5 D Customer journey & UX benchmarking
- 6 A Ideation
- 6 B Innovation management
- 6 C Innovation strategy
- 6 D Strategies for growth from innovation
- 7 A AI advice & implementation
- 7 B Cloud advice
- 7 C Cloud implementation
- 7 D ERP consulting
- 7 E Geospatial advice & implementation
- 7 F IT strategy, planning & review
- 7 G IT training
- 7 H Programme management
- 7 I Robotics advice & implementation
- 7 J Vendor selection
- 8 A Advanced analytics
- 8 B Data visualisation, business intelligence & semantic layer
- 8 C Data warehousing & database management
- 8 D Machine learning
- 9 A Customer feedback
- 9 B Customer segmentation
- 9 C Employee feedback
- 9 D Environmental & social impact research
- 9 E Macro/microeconomic research
- 9 F Market research

- 10 A Capital allocation strategy
- 10 B Commercial due diligence & valuation
- 10 C Financial due diligence
- 10 D M&A transaction strategy
- 10 E Operational due diligence
- 10 F Portfolio & investment strategy
- 10 G Public-private partnerships
- 10 H Technology due diligence
- 11 A Business & financial modelling
- 11 B Category management
- 11 C Channel management
- 11 D Corporate recovery & turnaround
- 11 E Corporate restructuring
- 11 F Corporate strategy
- 11 G Market analysis & strategy
- 11 H Policy formulation
- 11 I Pricing
- 11 J Strategic sourcing/offshoring services
- 12 A Corporate, occupier services & facilities management
- 12 B Integrated real estate developer services
- 12 C Real estate deal/transaction services
- 12 D Real estate strategy
- 13 A Benchmarking
- 13 B Business continuity & recovery
- 13 C Cost cutting
- 13 D Customer service
- 13 E DevOps
- 13 F Distribution strategy
- 13 G Lean & Six Sigma
- 13 H Operational review
- 13 I Outsourcing advice
- 13 J Post-M&A integration
- 13 K Process design, re-engineering & automation
- 13 L Procurement/purchasing
- 13 M Property & estate management
- 13 N Sales & distribution planning
- 13 O Sales force effectiveness
- 13 P Supply chain management
- 13 Q Target operating model
- 14 A Clean technology
- 14 B Green IT
- 14 C Purpose-led strategy & change
- 14 D Resource-efficiency implementation
- 14 E Resource-efficiency strategy
- 14 F Social impact & trust
- 14 G Sustainable investment
- 14 H Sustainable supply chain
- 14 I Sustainable workforce
- 15 A Benefits, compensation & pensions, excluding actuarial & investment advice
- 15 B Change management
- 15 C Diversity & inclusion
- 15 D Employee engagement
- 15 E Governance & board effectiveness
- 15 F HR strategy & effectiveness
- 15 G Leadership
- 15 H Organisational design & culture
- 15 I Organisational training & development
- 15 J Outplacement
- 15 K Pension fund evaluation & advice
- 15 L Performance management
- 15 M Stakeholder management
- 15 N Talent management
- 15 O Team effectiveness & collaboration
- 16 A Exterior building design
- 16 B Interior building design
- 16 C Landscape design
- 17 A Accounting operations assurance
- 17 B Accounting systems assurance
- 17 C Corporate reporting
- 17 D IFRS & regulatory reporting

- 18 A Contact centre outsourcing
- 18 B Document management outsourcing
- 18 C Finance accounting outsourcing
- 18 D Human resources outsourcing
- 18 E IT outsourcing
- 18 F Other outsourcing
- 18 G Payroll outsourcing
- 18 H Regulation & remediation outsourcing
- 18 I Supply chain management & distribution outsourcing
- 19 A Building & engineering analytics
- 19 B Engineering project management
- 19 C Infrastructure design
- 19 D International development
- 19 E Transport infrastructure, planning & engineering
- 19 F Urban design & planning
- 20 A Corporate & transaction law
- 20 B Criminal law
- 20 C Digital & technology law
- 20 D Domestic & family law
- 20 E Intellectual property law
- 20 F International trade, regulatory & government law
- 20 G Labour & employment law
- 21 A Dispute advisory services
- 21 B Expert witness
- 21 C Trial services
- 22 A Brand activation
- 22 B Brand strategy
- 22 C Creative production
- 22 D Customer relationship management
- 22 E Marketing & communication production
- 22 F Marketing & communication strategy
- 22 G Marketing mix optimisation
- 22 H Public relations & affairs
- 23 A Network installation
- 23 B Network optimisation
- 23 C Network strategy & architecture
- 24 A Physical product quality assurance & testing
- 24 B Physical product R&D
- 24 C Product & industrial design
- 24 D Technical feasibility assessment, prototyping & mock-ups
- 25 A Contract staffing supply
- 25 B Executive interim
- 25 C Executive search
- 25 D Talent sourcing
- 26 A Application development
- 26 B Digital product quality assurance & testing
- 26 C Digital product R&D
- 26 D IoT and connected devices
- 26 E Solution architecture
- 26 F Virtual, augmented, and mixed reality
- 27 A Functional & industry application integration
- 27 B Microsoft
- 27 C Oracle
- 27 D Salesforce
- 27 E SAP
- 27 F Workday
- 28 A Corporate tax
- 28 B Global employer/mobility services
- 28 C Indirect tax
- 28 D International tax
- 28 E Private wealth tax
- 28 F Tax dispute resolution & controversy
- 28 G Transaction tax
- 28 H Transfer pricing

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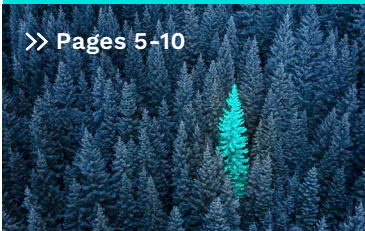
## What really matters

We identify the things that really matter to firms—a snapshot of the most important dynamics in the market.

### The big answers

We ask Source's experts what they think are the big opportunities and risks in today's market.

>> Pages 5-10



2

## Market overview

Bringing together our market data, forecasts, and analysis, we provide a comprehensive picture of the state of play from a geographical, sector, and line-of-business perspective.

>> Pages 11-18



3

## Client priorities

Using data from our survey of senior buyers of consulting, we explore the most important priorities, opportunities, and challenges for clients.

>> Pages 19-33

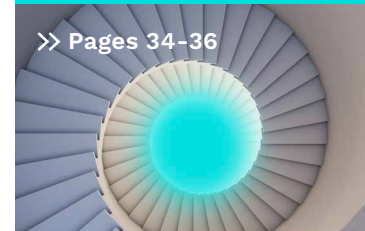


4

## Implications for firms

We take a look at the factors influencing clients' buying behaviours, and what this means for the services firms provide.

>> Pages 34-36



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## Insights from consultants

In this series of interviews, senior leaders from professional services firms offer their perspectives on what really matters in the market today.

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## About this report

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1



**“There’s an understanding among clients that organisations are going to have to change in the next decade to meet the demands of a lower-carbon economy.”**

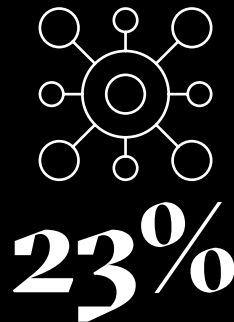
Joel Bradbury, Source

## What really matters

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## 2

**Clients need firms  
to keep it simple.**

of clients felt that complexity in their organisational structure was acting as the foremost barrier to making their company more sustainable

Simplicity is the overarching theme for sustainability in 2025. Clients urgently need partners who can align stakeholders and help create a strategy that cuts across the business, both in the short and long term.

In the short term, clients' needs primarily revolve around regulation. Businesses are actively preparing for upcoming legislative changes, recognising the critical need for consulting expertise to interpret new laws and grasp their future business implications.

For the long term, clients face the inherent complexities of transitioning to a lower-carbon economy. They're seeking partners who can embed new processes like output measurement, new product development, and, crucially, generate increasing customer interest in green offerings. The need for the value add is incredibly important, as any new innovations and processes must balance economic growth with environmental and social care.

Firms that effectively simplify this transformation, while clearly demonstrating value creation, are likely to attract the most client attention.

2



## Market overview

**“The market is moving away from more ‘ivory tower’ aspects, instead integrating sustainability into risk management measures and real processes and structures.”**

Christoph Ruth, Capco

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# 3



**“While there has been pushback on the ‘language’ of some of the social aspects of ESG, many clients continue with their programmes as they are foundationally aligned to their culture, operating principles, and values.”**

Liam Walsh, ERM

## Client priorities

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## There remains a stable base for sustainability investment despite varying levels of business confidence globally

Sustainability practices continue to evolve, but clients believe that any initiative they undertake should be intertwined with the wider success of the business. Seventy-four percent of clients feel that sustainability is about the fusion of social and environmental care with business success. As such, the extent of sustainability investment depends on the wider stability of the organisation.

Fortunately, client confidence remains relatively stable; the only noticeable change from last year is that the share of clients who feel unaffected by turbulence has grown by two percentage points. Within the last six months, 59% feel that the economic situation has improved, again mirroring the 64% who saw improvement in 2024. The direction of travel is positive: Globally, clients are increasingly resilient, and they are optimistic about the shape of things to come.

However, though the global picture may be sunny, there are smatterings of gloom across various regions of the world. Though clients in the GCC, South America, and APAC are more bullish, clients in the large markets in Europe, the US, and the UK remain much less confident and much more cautious about their business futures.

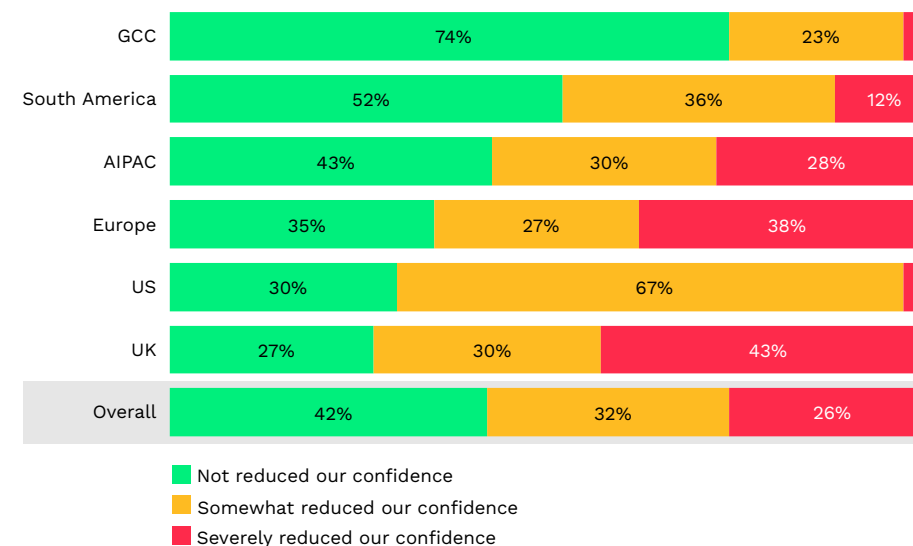
**Figure 11**

What does sustainability mean in your organisation? (Top three responses)

|          |                                                   |            |
|----------|---------------------------------------------------|------------|
| <b>1</b> | Balancing economic growth with environmental care | <b>37%</b> |
| <b>2</b> | Balancing economic growth with social wellbeing   | <b>37%</b> |
| <b>3</b> | Doing business transparently                      | <b>25%</b> |

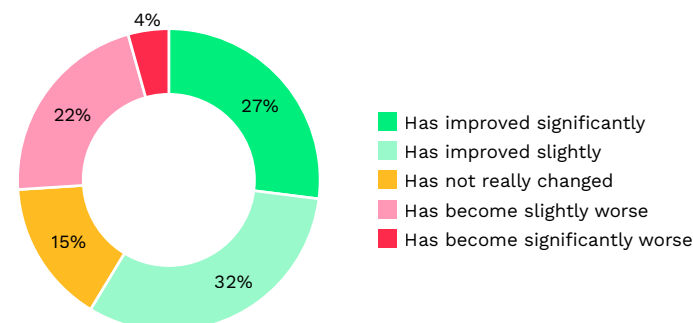
**Figure 12**

To what extent have the macroeconomic situation and political tensions impacted your confidence when thinking about the future of your organisation?



**Figure 13**

To what extent has the overall economic environment in which your organisation operates changed in the last six months?



# Clients are balancing long-term sustainable transformation with short-term regulatory compliance

A significant driver for ESG spending, cited by over 40% of clients across E, S, and G, is the understanding that transformation is a long-term process requiring continuous investment. This indicates that consulting firms can anticipate sustained commitments from clients once a project is signed off.

Regulation also plays a crucial role in motivating sustainability investment. Twenty-eight percent of clients cited environmental and social regulations as dictating their spending, while 30% said the same for responsible governance. While clients acknowledge the long-term necessity of sustainable adaptation, short-term actions are predominantly driven by regulatory compliance. Having acted on 2024's regulatory deadlines, clients are already anticipating the next wave of legislative changes.

Firms seeking to win work must understand the crucial difference between clients' short-term and long-term motivations. While longer-term engagements can focus on large-scale operational transformation, immediate client needs will likely revolve around meeting regulatory requirements.

**Figure 27**

Why are you spending the most on your top areas of action?

|          | Environmental                                                                       | Social                                                                              | Governance                                                                          |
|----------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| <b>1</b> | Changing operations is a long-term process and we need to begin dealing with it now | Changing operations is a long-term process and we need to begin dealing with it now | Changing operations is a long-term process and we need to begin dealing with it now |
| <b>2</b> | We have to change this to comply with current regulations                           | We have to change this to comply with current regulations                           | We have to change this to comply with current regulations                           |

## Clients seek consulting expertise to simplify and embed sustainability, prioritising efficiency and regulatory knowledge

Clients are split on how consulting firms can best add value to sustainability processes, with only 5% separating the top and bottom selected options. This suggests a lack of clarity around how value can best be added, which firms should seek to remedy by coming in with a clear outline of how they can help clients achieve more than they'd be able to themselves.

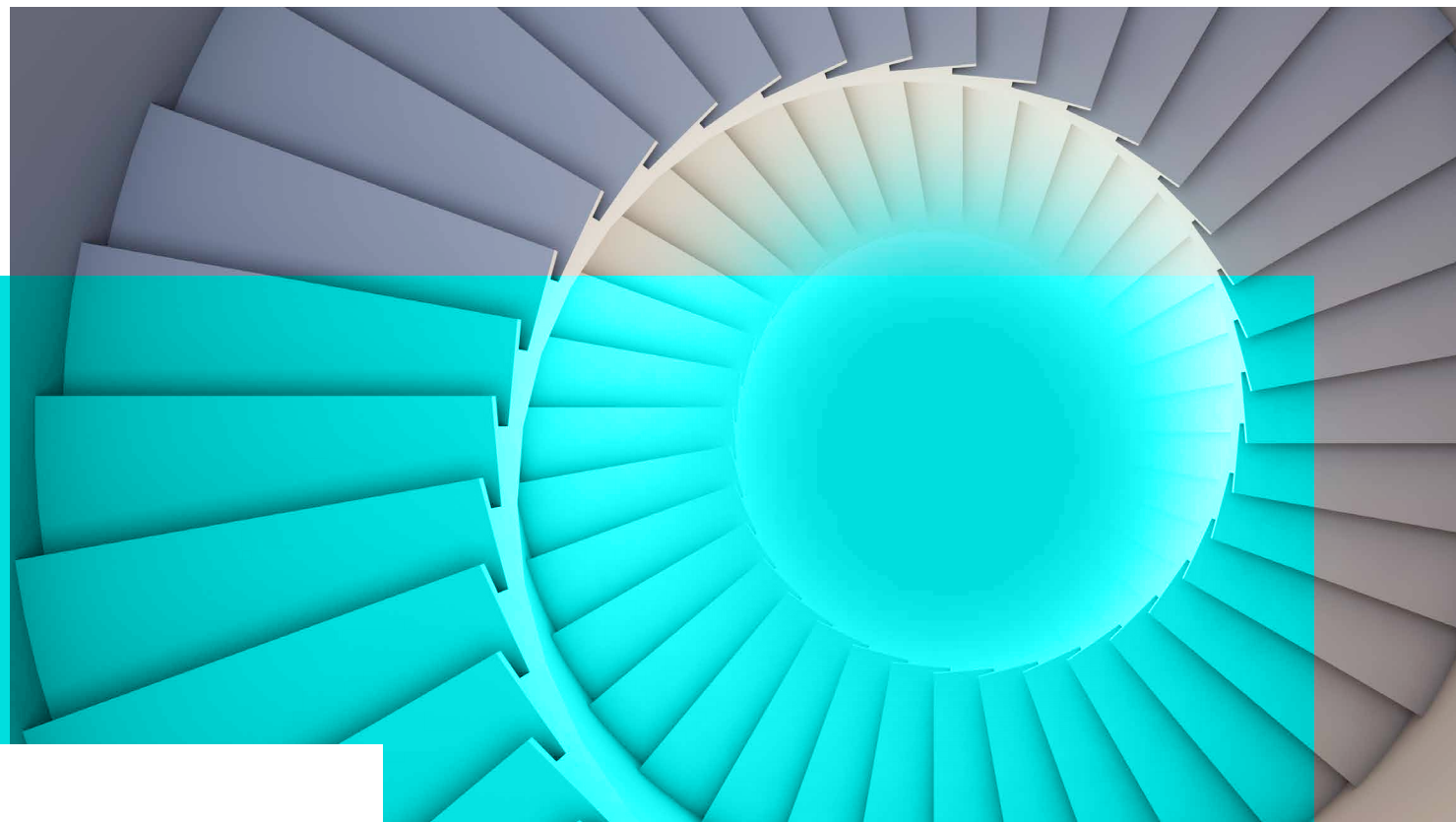
Clients want to embed sustainability into their long-term operating models and, as a result, see major value in firms that can help to implement sustainable actions into overall processes. Clients mentioned complexity earlier in the survey, and this likely applies here: They want people who can make the complicated process of adapting their services to sustainability standards as simple as possible, and firms can draw on this message of simplicity to communicate their value-add.

The other messages are also around overall business performance. As well as simplifying complexity, consultants can make things better and faster. If firms can measurably improve overall client performance, clients will be likely to look on them favourably, as they want to see sustainability addressed as part of a holistic process of business transformation.

**Figure 33**

Where are consultants adding the most value when it comes to sustainability?





**“Focus has shifted toward  
threading the needle between  
value protection or value creation  
and driving sustainability.”**

**John McCalla, KPMG**

## Implications for firms

**Clients are spending similar amounts on projects as last year  
and expect the same level of sustainability to be baked in .....35**

**Clients expect more value from sustainability spending, seeking  
adaptable expertise and clear objectives .....36**

## 5



**“There’ll be a significant shift in how consulting will be procured, and smaller, more nimble businesses will move to the top quickly while larger organisations struggle to unwind volume-based models.”**

Alex Bombeck, North Highland

## Insights from consultants

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6

**“Sustainability is still a focus  
for many of our clients, but the  
language and policies are shifting  
across different regions.”**

Liam Walsh, ERM

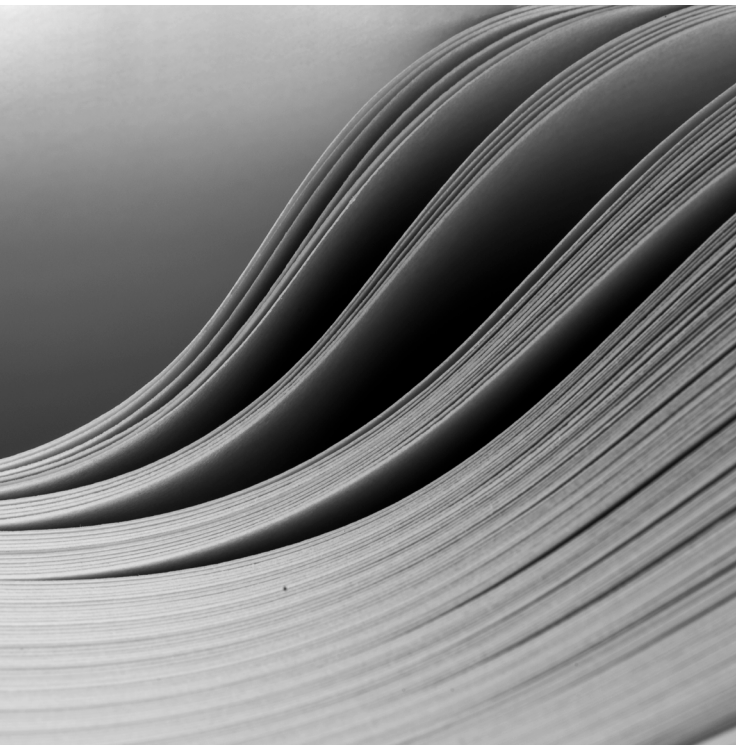
## About this report

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# Our approach to gathering data

The market for professional services is vast and highly dynamic, with deep roots spread out across the business world. The Source MegaModel helps you get to grips with the facts.

The MegaModel is the largest and most comprehensive database of its kind, anywhere in the world. It's used by the world's leading firms to identify where growth is coming from, which markets to invest in, and which sectors are driving demand.



## Methodology—The MegaModel

### MegaModel: Our Global Data Model

The quantitative market data in this report comes from our unique model of the global professional services market.

Rather than making high-level assumptions, this model has been built from the bottom up, sizing the market capability by capability—assessing how much work a firm earns delivering each professional capability within each sector and country. This results in a robust view of the size of the supply-side market, which can then be broken down to view the size of the market by country, sector, line of business, capabilities, and service.

Alongside this market segmentation, we also limit our market sizing and analysis to what we at Source call “big consulting”—work done by mid and large-sized firms (those with more than 50 people). Please note that we don't track the long, thin tail of work done by contractors and very small firms, as most readers of this report would not seek or be able to compete in this part of the market.

All of the data in the model is calibrated through extensive interviews with, and surveys of, professional services firms and their clients, allowing us to discuss broader trends in the market alongside detailed dimensions such as headcount. These interviews and surveys are supplemented with desk research, which allows us to assess the impact of wider macroeconomic trends on professional services. This, combined with our detailed modelling, results in a long-term view of the market that is able to support both historic and forecast data.

All figures given in this report are in US dollars.

US dollar to British pound US\$1 = £0.78

US dollar to euro US\$1 = €0.92

The data in this report is rounded to the nearest whole number or stated decimal place. As a result, totals may display small discrepancies.

# Who did we speak to

## Client perspective

We carry out a client survey to help us build a rich picture of how different trends in sustainability are affecting clients' organisations and their use of consulting. Our survey focuses on trends in sustainability, providing detailed insights into the nuances of the market. For this, we surveyed 300 senior clients of consulting firms from across sustainability, all of whom work in organisations with more than 1,000 employees. This survey focuses on the following areas:

- How they expect to use consultants during 2025 and the first half of 2026
- Factors that affect the way clients work with consulting firms
- The ways consulting firms market themselves to clients and the impact this has on client decision making.

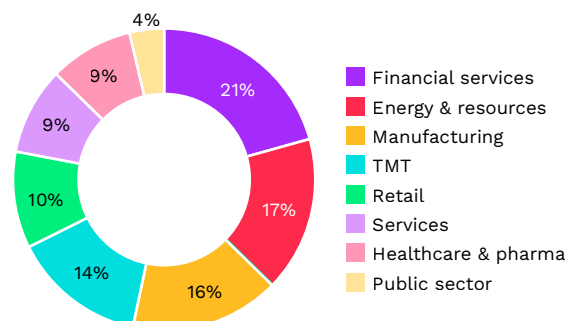
## Insights from consultants

Throughout the year, Source analysts remain plugged in to the global consulting market through our bespoke research and consulting projects, adding further depth to our understanding of the consulting industry.

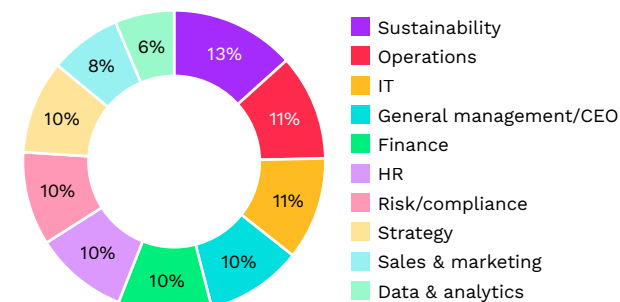
## In-depth desk research

We also conducted a thorough PEST analysis in sustainability that drills down into finer macroeconomic details on a holistic and sector-by-sector basis and allows us to fit our research into a wider macroeconomic picture.

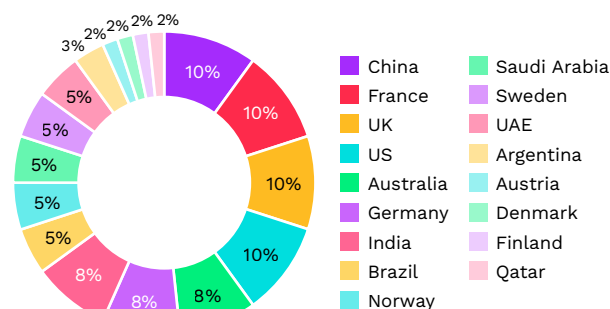
Respondents by sector



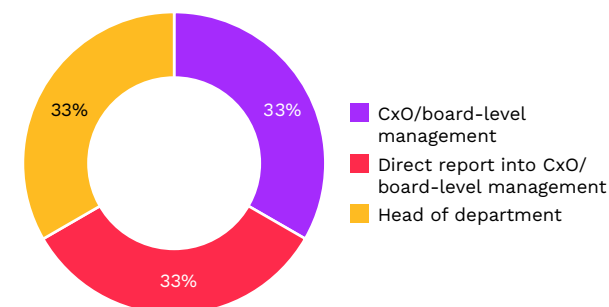
Respondents by function



Respondents by country



Respondents by seniority



# Definitions of sectors and services

## Sectors

### Energy & resources

#### Energy

Includes the exploration and production of energy, including oil, gas, coal, and renewables.

#### Utilities

Includes the delivery of electricity, gas, water, sanitation, and other related services.

#### Primary resources

Includes agriculture, chemicals and chemical products, commodities, forestry, fishing, metals, mining, and plastics.

### Financial services

#### Banking

Includes retail banking, commercial banking, and lending.

#### Insurance

Includes general insurance (e.g., motor, home, pets, health—anything on an annual contract), life insurance, pension products, and retirement planning.

#### Private equity

Includes both consulting work for private equity firms and consulting work with private equity portfolio businesses.

#### Capital markets

Includes investment banking, trading of stocks and financial products, corporate finance, and broking.

#### Investment and wealth management

Includes private banking, high net-worth banking, investment management, trust funds, the management of pension funds, and asset management.

### Manufacturing

#### Aerospace

Includes space research and technology, the manufacture of aircraft, aircraft parts, rockets and other space equipment, and tanks and ammunition.

#### Automotive

Includes the manufacture of motor vehicles, industrial vehicles, and vehicle supplies and parts.

### Construction

Includes surveying, architectural, and engineering services, heavy construction, house building, and the building of infrastructure.

#### Consumer packaged goods

Includes the manufacture of clothes, foods, alcohol, tobacco, furniture, home furnishings, cleaning products, small arms, children's toys, and sports equipment.

#### Consumer and industrial electronics

Includes electrical components, household and industrial appliances, commercial and professional equipment.

#### Industrial products

Includes industrial machinery, steel and metal products, and plastic products.

### Pharma & life sciences

Includes research into and the production of drugs, biological products, medicinal chemicals, and life sciences.

### Healthcare

Includes private and publicly-funded healthcare, hospitals, laboratories, and medical equipment.

### Public sector

#### Government

Includes federal/national, state/regional, local government, emergency services, justice, social services, public transport, and conservation.

#### Education

Includes public and private schools, universities, and libraries.

#### Defence

Includes national security and consulting around defence issues.

#### Not for profit

Includes non-commercial research organisations, religious, political and professional membership organisations, trusts, labour unions, and business associations.

### Retail

Includes the selling of clothes, food, consumer goods, and automobiles.

### Services

#### Logistics

Includes warehousing, storage, packing and crating, and distribution including cargo, freight, and haulage.

#### Business services

Includes services relating to law, accountancy, IT maintenance, security systems, advertising, employment agencies, and vehicle leasing.

#### Leisure

Includes museums, art galleries, theatre, golf courses, hotels, hospitality, travel agencies, restaurants, and bars.

#### Real estate

Includes estate agencies and operators of residential and commercial buildings.

#### Transportation

Includes private and people-related transportation, including airlines, airport management, train operators, rail infrastructure management, water transportation, courier services, and private bus services.

### Technology, media & telecoms

#### Telecoms

Includes telephone, mobile, digital, and other communication services.

#### High-tech

Includes IT-related devices, computer and computer-related devices, audio and video equipment, broadcasting and communication equipment.

#### Media

Includes radio, television, and digital broadcasting stations and services as well as printing and publishing of newspapers, periodicals, and books.

## Services

We've taken a selection of lines of business and capabilities from our taxonomy and divided them into sustainability services. For our full line of business model, please refer to the map on page 3 of this report.

We make a distinction between pure sustainability services and embedded services. Pure sustainability capabilities are shown in **bold**. For embedded services, we take only a portion of the capability, to reflect how much of this market is related to sustainability. Please note some capabilities are included in more than one service.

### ESG advisory

Functional & industry application integration, Robotics advice & implementation, Programme management, AI advice & implementation, Building & engineering analytics, ERP consulting, Cloud advice, Third-party assurance, Corporate identity, Public relations & affairs, Innovation strategy, Supply chain management & distribution outsourcing, Stakeholder management, Corporate strategy, Labour & employment law, Performance management, Technology & security risk services, Public-private partnerships, Portfolio & investment strategy, Operational due diligence, Accounting systems assurance, Financial due diligence, Regulation & remediation outsourcing, Accounting operations assurance, Indirect tax, Pricing, Capital allocation strategy, Business continuity & recovery, Post-M&A integration, Business & financial modelling, Corporate restructuring, Pension fund evaluation & advice, International trade, regulatory & government law, Customer feedback, Customer segmentation, Channel management, Market analysis & strategy, Creative production, Marketing & communication production, Market research, Treasury risk, **Environmental & social impact research**.

### ESG risk & reporting

Functional & industry application integration, Robotics advice & implementation, Workday, IoT and connected devices, AI advice & implementation, ERP consulting, Third-party assurance, Technology & security risk services, Operational due diligence, Treasury risk, Risk management, International tax, Transaction tax, Transfer pricing, Internal audit, Responding to regulation, Financial advisory, Transactions-related risk, Crisis & reputation management, Technology due diligence, Compliance risk, IT outsourcing, Actuarial, Operational risk, Corporate reporting, IFRS & regulatory reporting, Penetration testing & wargaming, **Environmental risk**.

### Sustainable finance

Functional & industry application integration, Oracle, Salesforce, Third-party assurance, Public-private partnerships, Portfolio & investment strategy, Operational

due diligence, Accounting systems assurance, Financial due diligence, Accounting operations assurance, Pricing, Capital allocation strategy, Pension fund evaluation & advice, Risk management, International tax, Transaction tax, Transfer pricing, Internal audit, Responding to regulation, Corporate & transaction law, Corporate tax, Private wealth tax, Financial advisory, Transactions-related risk, Crisis & reputation management, Budgeting/financial planning process, Debt advisory, Governance & board effectiveness, Financial assurance, Risk governance, Physical security strategy, Global employer/mobility services, Technology due diligence, Compliance risk, M&A transaction strategy, Programme risk, Policy formulation, Commercial due diligence & valuation, Macro/microeconomic research, Anti-corruption services, Benchmarking, **Sustainable investment**.

### Supply chain & operations

Functional & industry application integration, SAP, ERP consulting, Third-party assurance, Supply chain management & distribution outsourcing, Technology & security risk services, Indirect tax, Customer service, Procurement/purchasing, Cost cutting, Category management, Distribution strategy, Lean & Six Sigma, Operational review, Outsourcing advice, Process design, re-engineering & automation, Strategic sourcing/offshoring services, Supply chain management, **Sustainable supply chain**.

### Sustainable workforce

Functional & industry application integration, AI advice & implementation, Change management, Innovation strategy, Stakeholder management, Labour & employment law, Performance management, Pension fund evaluation & advice, Leadership, Risk management, Ideation, Innovation management, Strategies for growth from innovation, Contract staffing supply, Executive interim, Executive search, Talent sourcing, Benefits, compensation & pensions, excluding actuarial & investment advice, Employee engagement, HR strategy & effectiveness, Organisational design & culture, Talent management, Team effectiveness

& collaboration, **Diversity & inclusion, Purpose-led strategy & change, Resource-efficiency implementation, Resource-efficiency strategy, Social impact & trust**.

### Business transformation

Functional & industry application integration, Oracle, Programme management, AI advice & implementation, Third-party assurance, Corporate identity, Public relations & affairs, Change management, Marketing & communication strategy, UX & service design, Brand strategy, Property & estate management, Target operating model.

### Technology transformation

Microsoft, Functional & industry application integration, SAP, Oracle, Robotics advice & implementation, Solution architecture, Programme management, Salesforce, Workday, Vendor selection, IoT and connected devices, AI advice & implementation, Cloud implementation, Building & engineering analytics, ERP consulting, Cloud advice, Data visualisation, business intelligence & semantic layer, Machine learning, Geospatial advice & implementation, IT strategy, planning & review, Advanced analytics, Data warehousing & database management, **Clean technology, Green IT**.

### Infrastructure services

Microsoft, Solution architecture, AI advice & implementation, Cloud implementation, Building & engineering analytics, Network installation, Network optimisation, Network strategy & architecture, Physical product quality assurance & testing, Physical product R&D, Product & industrial design, Technical feasibility assessment, prototyping & mock-ups, Real estate deal/transaction services, International development, Corporate, occupier services & facilities management, Integrated real estate developer services, Real estate strategy, Exterior building design, Interior building design, Landscape design, Infrastructure design, Transport infrastructure, planning & engineering, Urban design & planning.

# Contributors

We are extremely grateful to all the people we spoke to for making this report possible. On this page is a list of individuals who have contributed (excluding those consultants who wished to remain anonymous).

| Name           | Job title                                 | Organisation   |
|----------------|-------------------------------------------|----------------|
| Alex Bombeck   | CEO                                       | North Highland |
| John McCalla   | Global Head of ESG & UK ESG Vice Chairman | KPMG           |
| Christoph Ruth | Executive Director                        | Capco          |
| Liam Walsh     | Chief Commercial Officer                  | ERM            |

# Meet the expert

## Joel Bradbury

Joel is a writer specialising in the analysis of emerging trends within the professional services market. He conducts in-depth research on consulting use globally and in specific geographies and sectors, on topics ranging from crisis response to trends within the nascent sustainability consulting market. His expertise lies in the identification of new ideas and forces shaping the industry, and how they are influencing behaviours within the consulting market.

### Joel Bradbury

✉ [joel.bradbury@sourceglobalresearch.com](mailto:joel.bradbury@sourceglobalresearch.com)



Source Information Services Ltd  
20 Little Britain | London | EC1A 7DH  
UK +44 (0) 20 3743 3934  
US +1 800 767 8058  
[info@sourceglobalresearch.com](mailto:info@sourceglobalresearch.com)  
[www.sourceglobalresearch.com](http://www.sourceglobalresearch.com)

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UK +44 (0) 20 3743 3934  
[sourceglobalresearch.com](http://sourceglobalresearch.com)



# Publication schedule for 2025

| 2025 |           | Market Trends Reports                                                                      | Market Trends Briefings | Client Perceptions Studies                                                                                                   | Emerging Trends Programme                                   | White Space Reports                      | White Space Insights                                              |
|------|-----------|--------------------------------------------------------------------------------------------|-------------------------|------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|------------------------------------------|-------------------------------------------------------------------|
| Q1   | January   | Forecasts for 2025<br>UK<br>US<br>GCC<br>France                                            |                         | UK<br>US<br>GCC<br>France                                                                                                    |                                                             |                                          | Featured thought leadership (monthly)<br>Quarterly webinar series |
|      | February  |                                                                                            |                         |                                                                                                                              | Pricing: Expectations vs. Reality                           |                                          |                                                                   |
|      | March     |                                                                                            |                         |                                                                                                                              |                                                             | Quality Ratings Report (QRR)             |                                                                   |
| Q2   | April     | Nordics<br>DACH<br>Australia<br>East Asia<br>South East Asia<br>Africa                     | India<br>South America  | Germany<br>Australia<br>China<br>Japan<br>Retail<br>Energy & Resources<br>Financial Services<br>Technology, Media & Telecoms | What's next for people, HR & change consulting?             |                                          | Featured thought leadership (monthly)<br>Quarterly webinar series |
|      | May       |                                                                                            |                         |                                                                                                                              |                                                             |                                          |                                                                   |
|      | June      |                                                                                            |                         |                                                                                                                              | Client attitudes to AI and barriers to implementation today | Client Perceptions of Thought Leadership |                                                                   |
| Q3   | July      | Energy & Resources<br>Financial Services<br>Technology, Media & Telecoms<br>Sustainability | Healthcare & Pharma     | Risk<br>Tax                                                                                                                  |                                                             |                                          | Featured thought leadership (monthly)<br>Quarterly webinar series |
|      | August    |                                                                                            |                         |                                                                                                                              | Delivering what clients expect when it comes to value       |                                          |                                                                   |
|      | September |                                                                                            |                         |                                                                                                                              |                                                             | Thought Leadership Innovation            |                                                                   |
| Q4   | October   | Tax<br>Risk<br>Technology<br>Planning for Growth in 2026                                   | Public Sector           | Audit<br>Technology                                                                                                          | ET5                                                         |                                          | Featured thought leadership (monthly)<br>Quarterly webinar series |
|      | November  |                                                                                            |                         |                                                                                                                              |                                                             |                                          |                                                                   |
|      | December  |                                                                                            |                         |                                                                                                                              | ET6                                                         | Hot Topic Report                         |                                                                   |