

SCORE Licensing FAQs

Do I have to become licensed to use SCORE?

It depends who you are and how you plan to use it. If you are a consultant planning to implement SCORE with clients, you must become licensed. This ensures that you understand how to use the tool and gives you access to the most recent versions and other important materials. It also protects our intellectual property and the image of SCORE. You can also become licensed if you want to administer SCORE inside your own organization and save the money to have a licensee conduct the assessment.

If you purchase a copy of *The Business Guide to Sustainability* you may use the paper-and-pencil version for your own organization. However, you don't benefit from our analysis and don't get the benchmark data to compare yourself to other organizations.

What are the benefits of being licensed?

Some of the benefits include:

- You get trained to use the tool properly so your results will be meaningful.
- You get the latest versions and other important information. Some assessments are not available in *The Business Guide to Sustainability* so this is the only way to get access to the full set of assessments.
- You get access to the SCORE licensee glossary and discussion forum to share ideas with other licensees and participate in improving the tool.
- We promote you on our website.

Who can become licensed?

SCORE licensing is appropriate for people who *already* have a strong grasp of sustainability concepts, frameworks and practices. That is because SCORE refers to many of these and the licensed assessor must be able to explain them. Consultants become licensed to add an additional service to their toolkit and internal practitioners become licensed to do SCORE for their own organization year after year, saving on consulting fees.

Do I know enough to be a SCORE licensed assessor?

For a quick self-quiz, you should know most if not all these abbreviations: TNS, LEED, EMS, ISO 14001, SA 8000, GRI

How do I become licensed?

We keep a list of people who are interested then notify them when a public workshop opens up or there are enough to hold a distance learning class. We hope to hold a distance learning class at least twice a year, based on interest. Just email darcy@axisperformance.com and we'll

add your name. It's done in a one-day workshop or a distance learning class spread out over a month (2-3 hours per week of work). The fee to become licensed may vary based on how it is done, but in 2009, the distance learning class is \$450 US.

What if I don't want to wait till the next class?

There are a couple other alternatives:

—Write us into a contract to do SCORE for one of your clients and we can license you through that process.

—If you are part of an organization that would like to sponsor a public workshop (e.g., through a trade or professional association) and can get 12-25 people, we can do a workshop for you and share some of the proceeds with the organization.

Who is already licensed to use SCORE?

You can see a list of people who have been licensed by us on the SCORE website.

Information is available on both our website: www.axisperformance.com and the Zero Waste Alliance website: www.zerowaste.org/score.

What software is used?

We use a combination of Excel, MS Word and PowerPoint. Please note that some people with Vista are encountering compatibility problems. Usually we can find a way around it but it does cause frustration.

Once licensed can I change the wording in SCORE?

No, not on your own. We have a systematic process for updating SCORE based on feedback from our licensees and our own experience. You may not, on your own, change the wording of SCORE, in part because that would mess up the benchmarking. And it's copyrighted. You will need to interpret the items for each client because each client is a little different. We teach you how to do this as part of the training.

Once I'm licensed, do I owe anything more to AXIS each time I do SCORE?

Yes, we charge a small fee (\$450 in 2009) to process your data and produce a report with recommendations and resources. You get an MS Word report that you can modify, a PowerPoint file summarizing our recommendations, and a copy of the companion book to share with your client. This process ensures that we continue to build the benchmark database and since we see all the data, we are more likely to recognize patterns in it. You can pass this fee onto your clients in the same way as if you were to do a personality styles assessment such as Myers Briggs.

Can I learn how to write the reports myself and avoid this fee?

We are exploring the idea of creating SCORE Affiliates in different countries who are more likely to know the local regulations and resources. We may also do this for certain industry sectors. There is an additional fee to teach these nodes how to analyze the data and they will be required to submit the data to us periodically to build the benchmark database. This option makes sense for organizations that think they will do more than 10 assessments every year. Our criteria for choosing these individuals include:

- Knowledge of sustainability practices, theories and methods
- Organizational development (either academic training or significant experience in the workplace)
- Writing
- Well-connected (knowledgeable of local resources, trusted by others, strong reputation)
- Representing a sector or geographic area that is not currently well-covered and is likely to need a significant number of SCORE assessments.