



## CONSULTING FOR SUSTAINABLE SOLUTIONS

Consulting for Sustainable Solutions (Pty) Ltd (CSS) was established in early 2014 to offer strategic solutions for sustainable business in South Africa. It responds to a need for high quality strategy, business development and strategic policy research in innovative industries and business niches where a mix of specialist sustainability knowledge and strategy consulting skills is required.

Megan Sager has 10 years of experience in strategy and analytics, business development and entrepreneurship. She trained as a development economist with Master's degrees from both the Universities of Oxford (MSc Economics for Development) and Stellenbosch (MCom Economics cum laude). Across a variety of industries including management consulting, banking and energy services, the biggest stumbling blocks to doing more sustainable business are usually unconvincing business models or an absence of compelling financial solutions (public and/or private). Often these challenges can be overcome with the right mix of creative thinking, business insight and public policy support, unlocking high-impact opportunities.

**CSS supports high impact organisations in co-developing business opportunities and advocacy tools. Current clients include leading financial institutions and industry associations which actively promote sustainable business. Primary focus areas are affordable housing, renewable energy and energy efficiency. Services offered include:**

- Strategy consulting and business development
- Negotiation of enabling partnerships
- Financial modelling and analytics
- Economic and policy research
- Project management services.

**Previous experience is wide-ranging:**

- Developing a pioneering self-financing business model for corporate energy efficiency for a multinational manufacturing company, including negotiation of enabling financial (debt and lease) partnerships, as well as setting up a new company to offer the service
- Negotiating large scale energy efficiency product sales contracts linked to residential mass roll out initiatives under the Eskom IDM programme
- Developing individual banking deal and product opportunities (carbon finance, solar water heater finance, etc) with business units under a group-wide environmental business strategy
- Developing a pan-African competitor strategy for a multinational FMCG company.

**CSS is based in Cape Town, serving clients throughout South Africa. The company is proud to be a Level 4 B-BBEE contributor.**



**Megan Sager**  
Founding Director

