LANDSCALE

LandScale's public response to

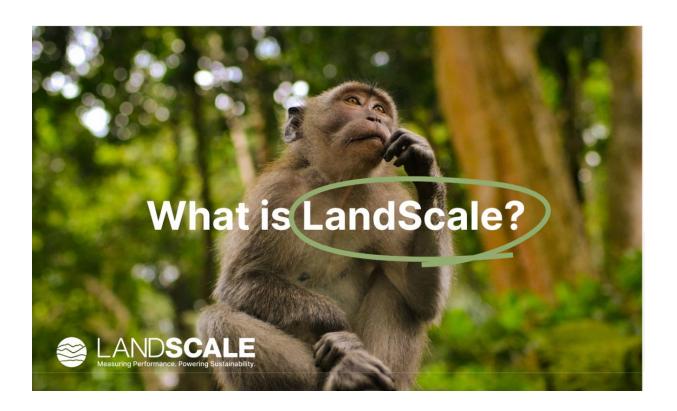# Collaborative Impact's evaluation report on LandScale for BHP Foundation

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Introduction

We thank the Collaborative Impact team for their comprehensive and thoughtful evaluation of the LandScale initiative. Their independent assessment provides valuable feedback, highlighting both the strengths of our services and areas for improvement. LandScale was created to make reliable information on landscape management and sustainability performance widely accessible, supporting more informed action at scale. Our response to the final evaluation report outlines how we are actively building on Collaborative Impact's findings as we continue to strengthen and expand our impact.

Key findings and LandScale's responses

1. Strengthening functionality and business viability

Collaborative Impact finding:
LandScale's step-wise guidance, adaptable tools, and searchable database help streamline sustainability assessments. However, complex metrics, long validation processes, and limited data visualization options pose barriers to broader adoption.

LandScale response:
We acknowledge the need to simplify our processes while preserving the integrity and rigor of assessments. Our recent *Platform Refresh* directly addresses this feedback by streamlining the assessment workflow and enhancing the usability and accessibility of the platform. Additionally, we are developing a LandScale-Approved Service Provider model to improve local capacity for assessments and data literacy—ensuring assessments remain user-driven while upholding quality.

While we continue to believe in integration over duplication, we recognize the importance of identifying where LandScale can deliver the greatest added value. In response to the report's recommendation, we are actively reviewing our Product-Market Fit to define LandScale's comparative advantage and prioritize unmet or underserved needs—our niche use cases. These may include customizable tools and dashboards to support community engagement, channel finance into landscapes, and align with relevant policies and regulations. Our aim is to develop solutions that not only align with broader sustainability efforts but also address specific challenges where LandScale's strengths can amplify impact. Through ongoing testing and feedback from landscape stakeholders, we will refine these offerings to ensure they are targeted, transformative, and complementary to existing initiatives.

We also reaffirm the importance of validation—a key differentiator that ensures the credibility and reliability of LandScale assessments. Although reassessment processes are still maturing, our validation mechanism for baseline assessments and landscape initiative maturity evaluations already enhance the credibility of resulting data by ensuring alignment with our guidelines and criteria.

2. Effectively engaging and benefiting communities

Collaborative Impact finding:
LandScale builds community engagement through participatory assessments and inclusive processes. Sustained, tangible benefits for local and Indigenous communities are critical for scalable impact.

LandScale response:
We fully agree and see this as central to our theory of change. LandScale's strength lies in its participatory and holistic approach, which supports inclusive planning, builds trust, and enables shared ownership. We have seen this approach succeed in diverse geographies from agroforestry communities in Peru to coffee landscapes in Mexico—and we're committed to going further, particularly with Indigenous Peoples and Local Communities (IPLCs), women, and youth.

Through localized approaches such as the LandScale-Approved Service Provider model we are prioritizing culturally relevant training and support. This model will help ensure that LandScale assessments are grounded in local realities, responsive to context-specific needs, and generate direct value for communities on the ground by building capacity for robust assessments that can inform action. We are equally identifying how participation in landscape management can be bolstered using LandScale, how we can evolve to support marginalized groups and, through thought leadership and collaboration, advocate for participatory processes across the nature tech space.

3. Clarifying LandScale's unique value proposition

Collaborative Impact finding:
LandScale's unique value proposition (UVP) lies in fostering multi-stakeholder collaboration and delivering measurable outcomes such as improved ecosystem health, enhanced community well-being, and stronger governance at both the landscape and global levels. However, more clearly articulating this value and aligning it with global sustainability frameworks will further strengthen LandScale's relevance and encourage broader adoption.

LandScale response:
At LandScale, we actively bridge global frameworks and local action through real-world applications. Our assessment framework is already aligned with global standards like the SDGs, and we are actively exploring alignment with other best practices such as the GBF, as well as processes from CDP, SBTN, and TNFD. This ensures that local results meaningfully contribute to broader sustainability targets.

Through our platform, validation services, and partnerships, we go beyond being a data tool; we facilitate a structured process for landscape actors to build shared accountability and drive system-level change. We are actively clarifying and communicating this UVP through updated materials and platform improvements. As the evaluation highlights, LandScale has proven effective across diverse contexts and use cases—we're now scaling this success, emphasizing modularity, flexibility, and alignment with partner needs.

What we are taking forward

User-centered development: We're building on user feedback to make LandScale more intuitive, accessible, and impactful.

Platform refresh: Launched in May 2025, this update enhances functionality and user experience.

Support for local actors: Through our new capacity-building model, the LandScale-Approved Service Provider - we are aiming to strengthen local ownership and data literacy.

Partnership-driven scaling: We are deepening our collaborations to integrate LandScale within broader sustainability and finance ecosystems, working closely with organizations such as CDP, SBTN, Regen10, and key funders like the Walmart Foundation to align landscape data with global frameworks, support landscape finance, and strengthen the credibility of nature-positive claims.

Celebrating proven impact: Our existing success stories, detailed throughout the report, demonstrate that LandScale works and we are ready to scale.

Conclusion

The Collaborative Impact evaluation report underscores the potential of LandScale to drive meaningful, scalable change through collaboration, credibility, and community-centered design. We thank all involved in the evaluation, and we invite funders, partners, and landscape stakeholders to join us as we continue refining and expanding this vital initiative. Together, we can transform sustainability from concept to shared action across landscapes, sectors, and the globe.