

The number, the passport and the sale the sale

How sustainability data becomes a commercial asset for MEP manufacturers

Samuel Boswell

One Click LCA

THE REACH

World's #1 AI-powered LCA platform

We work towards powering a million makers of a zero-carbon future by 2035.

5,000+

customers, including the world's largest AEC customer base.

9 of 10

Top construction manufacturers

5 of 5

Top consumer goods

10 of 10

Top architects

4 of 5

Top engineering

9 of 10

Top consultants

4 of 5

Top chemicals

4.9



Customer service

4.5



G2 rating

+1,000

New projects per week

+10,000

Active users per month

+100,000

Organic EPD views per month

PRODUCTS, INTEGRATIONS & PARTNERSHIPS

Bentley

AUTODESK

DASSAULT SYSTEMES

SimaPro

ENVI-MET
Part of One Click LCA



RICS



CERTIFICATIONS & ASSOCIATIONS

VELTEK and One Click LCA signed a framework agreement



Direct access to life cycle assessment and Environmental Product Declaration tooling for VELTEK members



Built for members across all four sections: El, Vand, Varme, and Ventilation Ventilation



Joint webinar, September 8, 2026, 2:00 pm CEST, with VELTEK and AVK International

One · The number

What the law now requires, and who it describes

Denmark has required building carbon calculations for calculations for three years

SINCE 2023

From January 1, 2023, all new construction must document its climate impact through a life cycle assessment under BR18

AMONG THE FIRST

Denmark was among the first countries in the world to set mandatory building carbon limits

WHAT IT MEANS FOR YOU

Your customers already account for product carbon at building level

Source: Social- og Boligstyrelsen, Klimakrav (LCA) i bygningsreglementet

The limits tightened in 2025, and tighten again in 2027 and 2027 and 2029

7.5

Apartment buildings and offices

6.7

Single-family houses 150 m² and above

8.0

Schools, parking structures, and similar

1.5

Construction process, modules A4 and A5, all building types

All values in kg CO₂e per square meter per year, from July 1, 2025

Further tightening of approximately 10 percent in 2027, and approximately 10 percent again in 2029

Sources: BR18 sections 297 and 298; tillægsoftale on tightening CO₂e requirements

The law does not require your Environmental Product Declaration

What the calculation uses

- Generic data from BR18, Annex 2, Table 7, or
- Data from Environmental Product Declarations

What that means

- If your product has no declaration, the calculation still happens
- A generic dataset, an industry average, or another manufacturer's declaration is used in your place

Source: BR18 section 297, subsection 5; bygningsreglementet.dk

The Construction Products Regulation makes environmental data part of market access

CPR, Regulation (EU) 2024/3110

CE marking now requires environmental data for the product. Global warming potential is declared in the Declaration of Performance and Conformity, family by family, as standards update.

In force January 7, 2025. Applies from January 8, 2026.

ESPR

The horizontal framework. Sets the data structure. Product rules arrive later, through delegated acts.

In force July 18, 2024.

EPBD

Whole life global warming potential for for new buildings above 1,000 square square meters from 2028, and all new new buildings from 2030.

The law does not require you to make a declaration. It requires that a number exists for your product. The only question is whose number it is.

Two · The passport

Where product data is heading, and what happens at portfolio scale

The Digital Product Passport carries the data forward forward



A structured, machine-readable product profile that travels with the product



Holds materials, environmental performance, recycled content, and end of life



EU registry due July 19, 2026, acting as an index that points to to where each passport's data lives, not a central database



Under CPR, a construction product passport plugs into the same architecture

Declaration of Performance



Declaration of Performance and Conformity, now with global warming potential



Construction product passport

Components and sub-assemblies

Finished technical installation products

A PDF is not a data asset

Built as documents

- ✗ Static PDF declarations that machines cannot read
- ✗ One-off consultant reports, locked in files
- ✗ Rebuilt from scratch when the passport arrives

Built as data

- ✓ Structured and machine-readable from the start
- ✓ Built once, connects to what comes next
- ✓ No rebuild when requirements change

The risk is not today's compliance. It is building data you will have to redo.

Portfolio scale requires a data pipeline



Connect your systems. APIs move bills of materials in and life cycle assessment results out, directly from your product data systems, including PLM and ERP.



Automate the mapping. AI mapping reduces unidentified data by a factor of ten.



Check quality at scale. Automated completeness and plausibility checking on every assessment.



Keep it current. Data maintained as products and rules change, not rebuilt.

Do it once. Use it **everywhere.**



Three · The sale

Why this is an investment, not a compliance cost

HVAC can account for 15 to 36 percent of embodied carbon in a new office building

15 to
36%

Of embodied carbon in a new office building

The share rises significantly in retrofit projects, where the structure stays in place

As structural carbon falls, the share held by technical installations rises

Source: One Click LCA, "Scaling circular HVAC design: how Swegon is cutting embedded carbon"

The data that represents you is not yours to manage



Substituted

Where your data is not in the model, the decision still gets made. Generic data, an industry average, or another manufacturer's declaration is chosen in your place.



Uncontrolled

You do not choose which of your declarations represent you, or how they appear. Nothing is yours to curate, refresh, or retire.



Invisible

You cannot see where you win, where you are substituted out, or which firms are pulling your data.

The data is already about you. Today it is **out of your hands.**

Control turns presence into pipeline

Control

A managed manufacturer page. You choose which verified declarations represent you. Curate, refresh, and retire.



See where you win

Project-level analytics. Where your products are chosen, where they are substituted out, and who is modeling with your data.



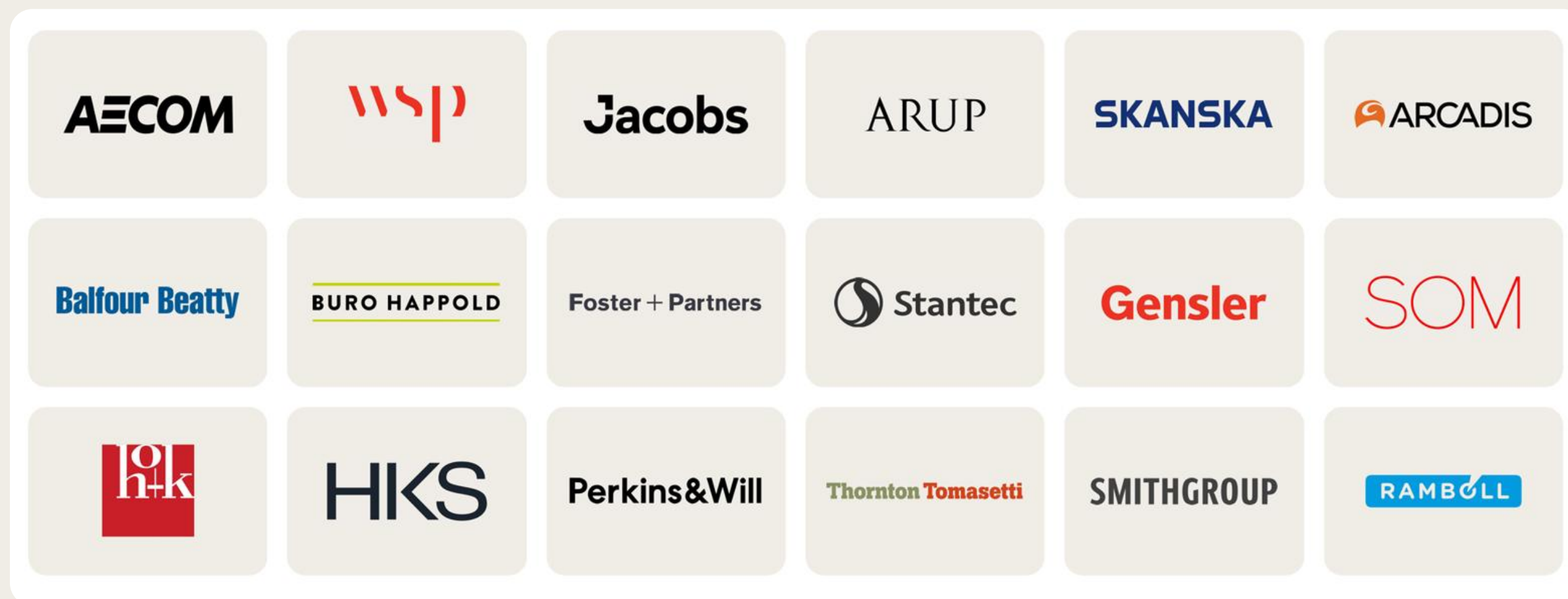
Win the work

Every project pulling your data is a live signal: a named project, at a known stage, with the specification still open.

This is not a compliance cost. It is a way to reach the **specification decision** before the price decision.

You are already in the projects. Control turns
turns presence into pipeline.

Your customers assess their projects on the same platform



500,000+

datasets

140+

standards and methods

170+

countries

Manufacturers publish product data on the same platform where architects, engineers, and contractors model buildings

Manufacturers in your sector already run this

AVK International

Danish valve manufacturer, VELTEK member. Building its Environmental Product Declaration program on the platform.

Speaking on the September 8 webinar

Swegon

Indoor climate systems. Circularity framework built around reducing embodied carbon in technical installations.

FläktGroup

Ventilation, portfolio-scale product data.

Halton and Vexve

Nordic manufacturers of indoor climate and district energy products.

Where to start

1

Count your product families, not your products. Scope follows families.

2

Identify which families face a customer or tender requirement first. Start there.

3

Decide early whether you are building documents or building data. It is expensive to change later.

4

Check what the VELTEK framework agreement gives you before you procure anything separately.

September 8, 2026, 2:00 pm CEST CEST

Getting more value from Environmental Product Declarations, with One Click
One Click LCA and VELTEK

SPEAKERS

Kai Borggreen, VELTEK · Samuel Boswell, One Click LCA · Niels Jørgen Hedegaard, QHSE Manager, AVK International A/S
International A/S

