

The Future of Consultancy

Challenges...

Our industry is changing.

The government has shown leadership through its commitment to the **Industrial Strategy** and **Construction Sector Deal**.

Thought-leaders across academia and the **Infrastructure Client Group** are redefining the digital and governance systems we operate within through the **Centre for Digital Built Britain** and **Project 13**.

Meanwhile the **National Infrastructure Commission** is identifying and prioritising infrastructure investment nationally and over a long-term horizon to 2050.

Many companies are exploring future opportunities through their own R&D programmes – aiming to build companies that are fit-for-the-future while prosperous in the UK and increasing their impact in international markets.

Exploiting the huge opportunities offered by AI, digital engineering and more advanced delivery models are key issues facing all businesses in our sector, large and small.

...and solutions

But are our business models ready for this radically different and overwhelmingly digital future? A transformation is happening, but for business to prosper and grow within this new prism, change is needed – not just at a tactical project level, but at a strategic market level too.

This will require deeper collaboration for us all. Between industry, government, clients and the end-users of infrastructure. In understanding and aligning expectations, we will ensure that our consultancies can build the skills, tools and capabilities needed to meet the ambitions of our clients and society more broadly.

It is for these reasons that the **Association for Consultancy and Engineering** (ACE) and the **Environmental Industries Commission** (EIC) have launched the **Future of Consultancy** campaign which aims to ensure the UK's engineering and environmental consultancies are able to seize these opportunities.

What does this mean in practice?

The campaign will be split into two:

- The first phase will research the changing landscape of clients, scope new areas of opportunity and how to modernise our existing offering, identify and explore new business models for consultancy, while analysing the sector's changing needs in terms of skills.
- The second will implement these findings and focus on working with clients on routes to market, with consultants on developing the organisational capability and skills, piloting tomorrow's training, apprenticeship schemes and contracts, and creating effective and fit-for-future-purpose industry forums and partnerships to support a vibrant, profitable and sustainable industry.

We are busy finalising a full programme of campaign activity. This will include a number of events, surveys and report launches over the course of 2019, giving your organisation plenty of opportunities to engage with, and shape, campaign outputs.

These will feed into the overall phase one findings which will be delivered in November 2019 which are expected to take the form of:

- A strategy for the future of engineering and environmental consultancy in the UK
- Another on the future export potential for engineering and environmental consultancy
- A business development manual for every consultancy business
- A plan for how ACE can support clients and consultants to evolve

All of this will be drawn from our four individual workstreams which aim to answer these questions:

Domestic opportunities	<ul style="list-style-type: none"> • What are the opportunities for applying technology to develop new products and services in strategic planning and placemaking, delivering integrated projects, or data driven asset performance? • What do clients and customers value and what are the opportunities for consultancy to maximise that? • What is the role of the integrator in delivering integrated projects? • How can consultants best add value in manufactured solutions?
Export opportunities	<ul style="list-style-type: none"> • Where in the world can UK consultancy and engineering expertise add the most value and what's the route to market? • What do consultants need to know and where can they access support when working internationally?
Skills and capability	<ul style="list-style-type: none"> • What is the skills profile of the future workforce? • What should the businesses of the future look like in terms of people, planet and profit to attract the best talent?
Business models and contracts	<ul style="list-style-type: none"> • What are the ownership structures and business models of the consultancy businesses of the future? • How do we need to reform our contracts to deliver these future services?

Get involved!

This is a once in a lifetime opportunity for you and your organisation to help shape the future of the entire industry. It's your chance to demonstrate thought-leadership and innovation.

Customers & partners	Large companies	SMEs	Individual
<ul style="list-style-type: none"> • Host events • Share your existing research • Place staff on secondment to the campaign • Sponsor the campaign, a workstream or a report 	<ul style="list-style-type: none"> • Host events • Share your existing research and best-practice • Place staff on secondment to the campaign • Staff participation in group activities • Share our newsletters internally 	<ul style="list-style-type: none"> • Engage with the work of our groups • Take part in surveys and roundtables • Attend our events • Staff participation in group activities • Share our newsletters internally 	<ul style="list-style-type: none"> • Become a Future of Consultancy Champion! • Attend events • Sign up to the newsletter