

## Executive Summary from ACE IBG February 2019

Clive Anderson (IBG Chair) talked about the Role of the Group and tabled some notes the Groups main Objectives. These had been developed in conjunction with Hannah Vickers and align with the ACE's "Future of Consultancy" initiative.

- Engagement with International associations
- Direct ACE and IBG member dealings with FIDIC/EFCA
- Maintain Dialogue with key IFIs
- Influence International Procurement process
- Raise ACE members profile
- The 2019 Priorities being
  1. Influencing UK Infrastructure Export Strategy and Government Funding overseas,
  2. Developing Networks,
  3. Influencing international procurement and contract law

IBG will identify champions for these 3 key Priorities

### THE GROUP STARTED AS USUAL WITH A 'SAFETY SHARE'

- Clive shared his personal experience of recent terrorist events in Kenya and the importance of running crisis simulation events across the business – nothing can fully prepare you for the real-life situation, crisis management plans need to be rehearsed
- Steve Oliver noted that MLM are part of a team that has won an International safety award for a project in the Netherlands
- The Group also discussed the importance of setting the Emergency details on your phone

### Subjects discussed:

- The benefits of moving clients towards NEC3/4. ACE legal and commercial group to move towards a reference document for fair terms and conditions for Government Contracting.
- The need for Government consistency on Unlimited Liability in contracts (HE and DFE for example not consistent). ACE to lobby for removal of unfair terms. Closer alignment and understanding how EFCA could help. -why is the UK out of sync?
- Updating policies on ethics and safeguarding for FCO and DFID contracts. SMEs need support to understand the implications of these compliance policies, software solutions for validating supply chain partners is available. Suraj suggested IMC International volunteer to present this subject at the next IBG meeting.
- IBG will link to wider industry concerns challenging DFID Terms & Conditions on Caped Rate Cards and Profit. DFID/FCO/Government are delivering terms that don't encourage

innovation and effective management by discouraging making balanced profit which can be reinvested into training and new markets.

- HMG programme for Africa. CA is preparing a note on the updated FCO policy

#### **HANNAH VICKERS OUTLINED THE 3 ACE PRIORITIES,**

- Supporting Individual member firms
- Strengthening lobbying capability, more vocal, greater collaboration, negotiate with government
- Post Brexit ambitions from the Industrial Strategy, (export strategy for IBG is relevant for this)

#### **ACE leadership restructuring:**

- Director of Membership
- Director of Campaigns
- Director of external affairs – (lobbying)

Harnessing the expertise and large international member firms such as WSP and AECOM etc. to engage Government to show that Global players want to invest in UK expertise to deliver greater capacity and expertise into new markets – A new narrative is needed

#### **EFCA**

Meeting to be arranged with EFCA to explore strategic rather than an operational relationship and define the Value Proposition (HV/CA)

#### **FIDIC**

HV to explore the value proposition from our FIDIC membership (HV/CA)

#### **MIPIM CONFERENCE 2019**

ACE member from WSP, WYG, MLM, AECOM etc will be represented and ACE to facilitate introductions between ACE members.

**GUIDANCE NOTES ON INTERNATIONAL PROJECT RISKS** being updated by ACE and IBG inputted into the topics which should develop the Brief

#### **UPDATE ON BREXIT GUEST SPEAKER GEOFFREY SPENCE, FORMER HEAD OF INFRASTRUCTURE UK**

- Momentum between UK, Brussels and Dunlin. Single Market in Ireland
- EU –keep Ireland happy, keep single market, avoid a hard Brexit –they will give something; hence it is quiet now
- ERG likely to come on board
- Likely to come back to HoP in March

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- How does it affect the Services sector – not a good deal in the short term –will the French apply border checks –probably not
- UK could ransom Ireland through blocking through trade
- Worst estimate -6 months of physical disruption
- Trade – no trade or transition agreement – no tariffs, ministry of trade trying to back into 53 trade agreements
- UK entities could trade through Ireland to avoid any complications
- Likely to be interim agreement for an interim trading arrangement on a tariff free basis –this is the big issue
- Government decision making will be slow
- Political and administrative effects
- Chances of a hard Brexit are low
- Expect to do a deal or extend and possibly get a customs union
- No majority for a 2<sup>nd</sup> referendum and labour don't want it