

Domestic  
opportunities

Export  
opportunities

Skills  
and capability

Business models  
and contracts



# Future of Consultancy Conference 2019

6<sup>th</sup> June 2019, Royal Lancaster Hotel, London



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# Future of Consultancy Conference 2019

6<sup>th</sup> June 2019, Royal Lancaster Hotel, London

**The Future of Consultancy Conference 2019 is intended for business leaders and clients in the engineering and consultancy worlds to come together to explore opportunities to drive business transformation and value through innovation.**

It forms part of the Future of Consultancy campaign which aims to produce an overarching strategy for the future of the consultancy industry and how the businesses operating within it can best serve their clients.

For businesses of the future, working in the built environment, when and how they embrace digital transformation will be a key part of how the businesses themselves can develop the capability to meet changing client needs. This conference is targeted at business leaders

(CEOs, COOs, Strategy Directors and Business Development Directors) in firms creating Britain's built environment; clients and asset owners, consultancy firms, contractors, offsite manufacturers and partners.

The aims of the conference are many, but over the course of the day, there will be a review of the research already conducted to date from within the Future of Consultancy campaign and to test out and achieve consensus on the areas of opportunity to guide the next phase of research. Attendees can look forward to developing an awareness of and capability for driving the successful evolution of their businesses, and we'll be hearing some trade secrets from business leaders, both within and outside of our sector who are pushing change in their organisation.

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# Agenda

**08:15 – 08:45**

**Registration and breakfast**

**08:45 – 09:00**

**Welcome from ACE** - Risks and opportunities - *What does our industry need to do in order to evolve and thrive in the future?*  
Hannah Vickers, Chief Executive, ACE

**09:00 – 09:20**

**Keynote address:** *What is the vision and outcomes for modernising the sector?*

**Keynote:** Mike Pitts, Deputy Challenge Director – Transforming Construction, Innovate UK

**Keynote:** Keith Waller, Programme Director, Transforming Construction Alliance

*The Construction Sector Deal sets out an ambitious partnership between the industry and the government that aims to transform the sector's productivity through innovative technologies and a more highly skilled workforce. But how will it work? And what is needed from stakeholders to make it work?*

**09:20 – 09:50**

*What are the key steps and milestones we will see in the next 5 – 10 years?*

**Session Chair:** Hannah Vickers, Chief Executive, ACE

**Panellists:**

Mike Pitts, Deputy Challenge Director – Transforming Construction, Innovate UK

Dr Jennifer Schooling FICE, Director of the Centre for Smart Infrastructure, Cambridge University

Keith Waller, Programme Director, Transforming Construction Alliance

**More panellists to be announced**

*What are the key milestones in the sector's future evolution? How long did this transformation take in other sectors?*

**09:50 – 10:50**

**Feedback from our clients**

*Just over six months on from the official launch of the Future of Consultancy campaign, what are we hearing from our clients about the future of the industry?*

**Session Chair:** Mathew Riley, ACE Chair and MD Ramboll UK

**Panellists:**

Trudy Evans, Operations Director, Estates and Infrastructure Exchange

Mark Hagger, Commercial Development Manager, Environment Agency

Emma-Jane Houghton, Expansion Commercial Director, Heathrow

Richard Robinson, Chief Operation Officer, HS2

Beth West, Head of Development, Landsec

**10:50 – 11:15**

**Coffee break**

**11:15 – 12:30**

1. **Domestic opportunity** – *Concentrating on domestic markets, this session will explore where opportunities lie for our sector, and where business leaders could and should be focusing their attentions.*

**Session Chair:** Catherine Wenger, Director – Group Leader West UK Infrastructure, Arup

- **Kevin Riley, Director for Transport, WSP** - Strategic Planning & Placemaking
- **Richard Shannon, Digital Business Development Director, Mott MacDonald** - Delivering Integrated Projects
- **Matt Ruffoni, Principal Strategic Consultant, Amey** - Data led asset performance

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2. **Export Markets** – *What are the opportunities in overseas markets and how should consultancy businesses be harnessing their talents to appeal to these markets?*

**Session Chair:** Clive Anderson, Managing Director – P3M, WYG

- **Helen Murphy, Director of Commercial Consulting and International Operations, Transport for London** - Strategic Planning & Placemaking
- **Johan Bert, Associate Director, EBRD** - Delivering Integrated Projects
- **Steve Wooler, Chief Executive, BWB Consulting** - Data led asset performance

[12:30 – 13:30](#)

**Lunch**

[13:30 – 14:30](#)

Future proofing your business – attracting and retaining the best talent: A view from students and emerging professionals

**Session Chair:** David Barwell, Chief Executive, UK & Ireland, AECOM

**Panellists:**

Georgia Hughes, Business Consultant, Arcadis and Chair of Emerging professionals

Katherine Theobald, Engineer, Ramboll and Vice Chair of Emerging professionals

Charlotte Jones, Technician, AECOM

*How can you make sure that your business is well-prepared to face all of the challenges on the horizon?*

This presentation by the Emerging professionals and the Technical Apprenticeship Consortium the skills profile and behaviours/cultural change that is required to ensure that you attract and retain the best talent within the industry.

[14:30 – 15.40](#)

**Evolving the business model and industry structure**

Business models of the future, and the relationships between established and new firms.

Technological change allows for far-reaching innovation in business models, focused on delivering outcomes, and the companies of the future will surprise us with novel and original business ideas. It is impossible to predict what will take us by surprise or what will prove innovative, but we can explore the models that are emerging, and how the relationships between established and new firms are likely to develop.

**Session Chair and Keynote:** Geoff Hunt, Chief Operating Officer, Arup UK/IMEA

**Panellists:**

Rhys Coombs, Director, CC Hydrodynamics

David Cox, Managing Director, Middle East, Mott MacDonald

Andrew Croft, Senior Associate, Beale & Co

Craig Roberts, Associate Director, Griffiths & Amour

[15.40 – 16.00](#)

**Summary and Future of Consultancy next stages**

Closing Remarks

Hannah Vickers, Chief Executive, ACE

[16:00](#)

**Conference ends**

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