

## Executive Summary from ACE IBG May 2019

TFL International (Commercial Consulting and International Operations) have joined the IBG - set up a consultancy business to generate revenue –slow & steady approach to winning work

### FEEDBACK FROM ACE BOARD MEETING 3 YEAR PLAN FOR IBG ACTIVITIES – MIPIM FIDIC ETC.

- Determining breakdown of priorities
- Resource commitment planning
- Reduction in income, by revenue ACE are the biggest organisation bigger than CICA or Build UK
- Review of the effects of ongoing mergers and acquisition of UK businesses on ACE membership income
- Implications of the Hackett Review (Grenfell) – how are we regulated and demonstrate competence – how does this effect IBG, revised regulatory framework for High Rise buildings 3 month feedback period
- Discussion /presentation on how UK consultancies deal with High Rise (Middle East, Scandinavia)

### FUTURE OF CONSULTANCY

- Domestic and Export opportunities
- Modelling size of Overseas markets
- How do UK consultancy market itself differently from the bottom up approach of tendering
- Re-Positioning
- Events held to develop export market
- Workshop held to determine where UK businesses want to work
- Limiting factors –Ethics, Health and Safety, Social and Political landscape
- Events being organised to support the campaign :
  1. ½ day workshop setting the scene looking at market opportunities and risks limiting factors to growth and positioning – Initial notes to be circulated for comment from IBG members
  2. 1 day Showcasing case studies on best practice (6<sup>th</sup> June 2019 ). Firms to put forward what they export – Private sector, Government led, Strategic planning overseas (TFL), DHQ design, Data led asset management performance
  3. 1 day workshop Data being developed to demonstrate the size of the market and opportunities

### IBG ACTION PLANS – 3 IBG PRIORITIES

#### 1. Influencing UK Infrastructure Export Strategy and Government funding

- Collaborate with DfIT, more support from IBG members in September
- Construction Leadership Council (CLC) leads on exports (Vince Clancy CEO of T&T) as part of Industrial strategy sector deal and the leads construction export strategy . Role for IBG to support the work of CLC .
- DfIT UK Infrastructure Exports – set up in 2017 to support the sector deal Terms of Reference may not align with Competition and Markets restrictions – Prioritisation of projects, sharing market intelligence, joining criteria unclear, outputs not clearly defined or published.
- Next IBG meeting 15/16 September 2019 will be used to table the draft export strategy

## 2. Developing Network Capability for firms wishing to work overseas

- Networking event to seek clarity on activity of CLC and UKIE, HV will scope up the event and agenda with correct keynote speakers. Target date late Autumn 2019
- Export strategy document due for issue on 15<sup>th</sup> October 2019

## 3. Influencing International procurement and contract law

- Is there anything worth influencing?
- Are other business models worth exploring
- Unlimited liability
- World Bank Procurement procedures and guidelines are well established
- DfID transferring risk to suppliers through ULL – as are other UK government Departments
- ACE /IBG to review how we educate member organisations on key issues – ULL, Subrogation of rights, Net Contribution Clauses, Safeguarding and Compliance etc
- What does good look like? - ACE about to issue a report
- ACE to get feedback from Members insurers, FIDIC on international view on trends in insurances

## INTERNATIONAL WORKSHOP AND WEBINAR

- Now available on You Tube – Link to be shared  
<https://www.youtube.com/watch?v=YPCYzb-VZJg>
- Insights on legal practices from Beale & Co
- Future topics invited from IBG members as they are well attended and easy to organise

## MIDDLE EAST GROUP

No business plan has been forthcoming from MEG so no progress, not an active group but a collective of consultants who share experiences. No action required by IBG.

## EFCA

- What memberships are on offer remain subject to Brexit single market status
- Awaiting feedback on future EFCA/FIDIC relationship
- What are benefits to ACE membership?
- Working/collaborating with EFCA on European CEO Conference, EFCA contributing to agenda and to joint branding

## FIDIC

- IBG to make a recommendation on continuing FIDIC membership
- Formal recommendation to be made at the September meeting
- Need to establish which ACE members are affiliated to FIDIC

## AOB

**Anglia Ruskin University Collaboration** approached ACE/IBG for collaboration to support their masters programme i.e. offer to support on policy and lobbying expertise, networking opportunities, guest speaker to lecture on experience of developing international business.

## Brexit overview from ACE

- No Deal unlikely
- revoke article 50 not likely
- Second referendum most likely with an extended negotiating period
- Fiscal/economic stimulus likely in UK infrastructure and UK economy to regenerate housing market ,educational public sector expenditure .

**MIPIM 2020:** ACE to consider organising an informal event/reception for ACE members going to MIPIM.

**FIDIC 2020:** Mexico September 2019. IBG representation to be considered.