

# EA Business Summit

20 June 2018 | London

## About this event

The Environment Analyst Business Summit is a popular and respected annual event aimed specifically at business leaders and executives within the environmental consulting and management sector.

Highly focused on specific issues currently affecting the sector, this unique, one-day event, brings together senior-level speakers from environmental consulting firms, Government & regulatory bodies, business analysts, contractors and client organisations. They will provide, first-hand, the latest thinking on a number of pertinent issues, including:

- Key policy drivers & priorities as Brexit looms - including government priorities for environmental protection and implementation of the 25-year Environment plan
- Reviewing the state of the UK and global environmental consultancy market, company dynamics, M&A, business opportunities & future outlook
- Leveraging digital transformation and disruptors to add value to your service proposition and environmental data management tools
- Client perspective on best practice for working with environmental consultants to address key corporate sustainability and asset management challenges
- Risk vs rewards in procurement, partnership and resourcing to achieve success in major project delivery

The summit provides a balanced mix of presentations, panel debates, designated Q&A time, and interactive roundtable sessions which, along with ample networking time, provide valuable opportunities to share opinions and experiences with your peers and maximise your time out of the office.

We recommend you bring your senior leadership teams to this event to get the most out of the day.

**Exclusive offer for Environment Analyst corporate members only:** If you are a corporate member you are eligible to send a second delegate free of charge. Members also enjoy discounts on delegate prices. If you are a corporate member and would like to claim your second delegate place please call or email us.

Environment Analyst is also holding a Pre-Summit Industry Leaders' Dinner on the 19th June 2018 in London.

## Why attend?

### Expert panel

The EA Business Summit brings together a stellar panel of senior-level speakers from across the sector: consultants, Government, regulators, contractors and clients. They will provide valuable insights into the latest thinking on a number of key issues.

### Current thinking

The programme has been written with direct input from Managing Directors and Heads of Environment within environmental consultancies to ensure it addresses your most pertinent challenges.

### Time Efficiency & Focus

Remove yourself from day-to-day distractions and benefit from a programme of focused presentations and panel debates, designed to tackle key issues and offer first-hand experience sharing and advice.

### Interactive Roundtable Discussions

Regularly cited as a highlight of this event, the roundtable discussions provide an opportunity for delegates to choose one topic to discuss in a more informal, participative format. Each roundtable will be hosted by a facilitator who will lead the discussion, encouraging optimum debate and exchange of ideas.

### Q&A Sessions & Interactive Voting

Have your specific questions answered in designated Q&A sessions throughout the day. Plus! For the first time, the use of interactive voting at the summit will enable you to respond to key questions posed throughout the day and gauge the opinions and reactions of your peers instantly in real-time.

### Networking

Ample time has been built into the programme to meet, and discuss key issues, with your peers, including the expert panel of speakers, in an informal and relaxed setting.

### 8.30 Registration and refreshments

### 9.00 Opening Remarks from the Morning Chair

**Keryn James, *Group Chief Executive*, ERM**

#### **Morning Keynote: Managing the Challenges and Opportunities Facing a Global Environmental Consultancy Firm**

- Examining mega trends, drivers, opportunities and constraints to growth and how to best respond to these
- Exploring how as a sector we can add value and generate business growth

**Keryn James, *Group Chief Executive*, ERM**

### Session 1: Market Drivers & Environmental Policy Framework

#### **9.25 Key Environmental Policy Drivers & Priorities**

- Policy & Political update - last 12 months' key developments and what to look out for going forward
- Pinpointing key opportunities and challenges for the UK environmental industry sector over the next 5 years
- Implementation and implications of the 25 Year Environment Plan and Clean Growth Strategy
- Assessing opportunities inside & outside of the EU post-Brexit

**Matthew Farrow, *Executive Director*, Environmental Industries Commission**

#### **9.45 Reviewing the State of the Environmental Consultancy Market**

- Examining the market structure and top firms
- Exploring key policy developments, business drivers and how to respond to these
- Pinpointing where key growth opportunities lie
- Managing disruptors and emerging risks - market SWOT

**Julian Rose, *Managing Director*, Environment Analyst**

10.05 Q&A

### Session 2: Government Environmental Policy

#### **10.10 Outlining Government Priorities for Implementing the 25 Year Environment Plan**

- Detailing the objectives, time-scales and milestones of the 25 Year Environment Plan
- Outlining challenges and opportunities
- Exploring how the Plan will be implemented in practice

**Henry Dieudonné-Demaria, *Secretary to the Natural Capital Committee*, DEFRA**

10.40 Morning Refreshments

### Session 3: The Industry Response

#### **11.10 Industry Panel Discussion**

*Industry panellists will respond to these market and policy drivers, offering insight on how their companies are responding to different threats and opportunities, whilst protecting and enhancing the value of the services they provide.*

**Peter Skinner, CEO, Environment & Ground Engineering, EMIA, AECOM**  
**Erica Kemp, Managing Director, Ecus**  
**Lucy Morton, Global Practice Leader, Environment, Mott MacDonald**

## **Session 4: Digitalisation**

### **11.50 Harnessing New Digital Technology & Data Tools to Add Value to Your Client Service Offering**

- Determining for which services digitalisation is appropriate and can be effectively integrated - where will it add most value?
- Identifying what innovation to invest in, when and choosing the most appropriate pace of adoption
- Exploiting the use of new digital tools and technology to improve productivity, support informed decision-making and maximise outputs:
  - what are the implications for existing data collection and business processes?
  - achieving truly integrated data management
- Assessing the implications of greater digitalisation for staff and resourcing - how do you up-skill the current workforce?
- Outlining the range of Artificial Intelligence (AI) capabilities available to aid environmental management, and likely further development
- Exploring their potential to assess environmental risks and provide solutions to key natural resource and climate change challenges
- Strategies for harnessing the full potential of this technology
- Examining how AI can shape the future of environmental regulation, reporting and compliance:

#### **Panellists:**

**Ben Combes, Assistant Director, Sustainability & Climate Change, PwC**  
**Clare Bullock, Technical Director GIS, Digital Solutions (Europe), Jacobs**

### **12.50 Minimising the Cost of Environmental Data Acquisition**

**Vincent van Walt, Director, Van Walt**

13.10 Lunch

### **14.00 Opening Remarks from the Afternoon Chair:**

**Peter Skinner, CEO, Environment & Ground Engineering, EMIA, AECOM**

## **Session 5: International Drivers & Opportunities**

### **14.10 State of the Global Environmental Consultancy Market and Future Outlook**

*Update on Environment Analyst's latest research/survey findings on the global EC sector, leading players and mega trends*

**Anya Hembrough, Deputy Editor & Senior Analyst, Environment Analyst**

### **14.20 International Keynote: Managing the Challenges and Opportunities Facing International Environmental Consultancy Firms**

- Examining key drivers and business opportunities in Saudi Arabia
- Strategies for addressing market challenges

**Dr Dina Hasan Alnahdy, CEO, ENTEC Environmental Technology**

#### **14.40 International Focus: Growth and Profitability – Achieving an Appropriate Balance in a Challenging Environment**

- Detailing who Trinity Consultants are
- Obama to Trump – the evolving US industrial environmental consulting market
- Perspectives on China
- Mergers and Acquisitions – A private equity backed mid-size firm's perspective

**Jay Hofmann, *President & CEO*, Trinity Consultants**

15.00 Q&A

#### **Session 6: Roundtables**

##### **15.15 Roundtables**

*An opportunity to discuss a relevant topic in a more informal, participative format. Delegates may choose one roundtable to attend, and each table will be hosted by a facilitator to lead discussion, encourage optimum debate and exchange of ideas*

##### **A. Improving Client Engagement & Relationship Management**

**Brigitta Palinkas, *Global Environmental PSCM Specialist*, BP**

##### **B. Harnessing Digital Innovation to Add Value to your Business and Clients**

**Gianluca Barletta, *Associate Partner, Industrial Products - Global Business Services*, IBM**

##### **C. “What does the Next Generation Environmental Consultant look like?”**

*Identifying the skills required to operate successfully in a changing industry. How to find, attract and motivate the right people to develop effective multidisciplinary, next generation teams*

**Paul Gosling, *Managing Director*, Porter Gosling**

##### **D. Managing the Project & Procurement challenges faced by SMEs**

**Erica Kemp, *Managing Director*, Ecus**

##### **E. Developing a Service Proposition Beyond Traditional Environmental Consultancy**

*Identifying what other opportunities there are and what can be offered in terms of service provision beyond the environmental arena. What is working and what isn't? How can you increase your market share in other areas?*

**Daniel Thomas, *Managing Director*, RSK Habitat Management**

##### **F. Proving the Financial Business Case for Environmental Service Proposition**

*Demonstrating the benefits of using successful environmental & sustainability performance as a business driver to improve service provision and business growth*

**Sam Preece, *Managing Director UK*, EBS Advisory**

##### **G. Designing Integrated & Resilient Cities To Accommodate Changing Climates, Populations & Sustainable Development Goals**

*Exploring climate change-related issues and business opportunities - resilience, future cities, infrastructure-led development. Assessing to what extent some of the innovations / infrastructure requirements mooted are now a reality and will potentially provide genuine work?*

**Chris Fry, *Director, Infrastructure & Regeneration*, Ramboll**

##### **H. Strategic Options for Growth and M&A for EC firms**

**Gabriela Silvestris, *Director*, Equiteq**

## **I. Brexit Uncertainty: Business Risks & Opportunities**

**Ross Griffiths, Assistant Editor & Senior Analyst, Environment Analyst**

16.10 Afternoon Refreshments

### **16.35 Roundtable Feedback**

*Each roundtable facilitator will share the key learning points from their table discussion with the audience*

## **Session 7: Managing Risks Vs. Rewards in Major Projects**

### **17.00 Best Practice Procurement and Partnership Strategies to Achieve Success in Major Project Delivery**

- Assessing the implications of the Carillion collapse and risks of current procurement models to help identify where improvements are needed for more successful consultant-contractor-client relationships
- Exploring how we can ensure cost is not the dominant factor in supply chain decisions, with case study examples illustrating:
  - driving performance, innovation, and sustainable growth through effective collaboration
  - striking an effective balance between effective resource and best practice sharing and competitive advantage
- Achieving more appropriate risk allocation and finding the optimum balance for risk/reward sharing and business growth
- Exploring the future of PFI and alternative mechanisms for major project funding

#### **Panellists:**

**Dale Evans, Director @one Alliance, Anglian Water & Chair, Infrastructure Client Group**

**Michael Bull, Global Environmental Consulting Leader, Arup**

**David Kilduff, Partner & Head of Energy, Infrastructure & Government, Walker Morris LLP**

18.00 Afternoon Chair's closing remarks

Close of summit followed by a networking drinks reception

### **Pre-Summit Industry Leaders Networking Dinner**

Hosted by Environment Analyst, we would like to invite senior industry executives for an informal networking dinner and pre-summit warm-up on the evening prior to this event. Separately bookable.

Tuesday 19<sup>th</sup> June 2018, 7.30pm. London venue tbc.