

Deal Up!

Making a Good Deal for Scotland From the UK Industrial Strategy

Friday 9 March 2018
09:00 — 15:45
Glasgow City Chambers

[#dealupforscotland](#)



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Introduction

SCDI is Scotland's Economic and Social Forum. It is an independent membership network representing a cross-section of the private, public and social economy sectors in Scotland with an aim of influencing the agenda to ensure long-term sustainable economic growth and flourishing communities everywhere in Scotland.

SCDI's Policy Committee is a constitutionally bound part of the organisation, comprising 45 members. It is the deliberative body established to advise the Board on policy priorities and work with the team and membership to generate positions of influence. To support this intent, whilst leaving room for the ability to respond to ad-hoc policy work, the Policy Committee has aligned its activity on an agreed set of themes, including the UK Industrial Strategy (UKIS).

The UKIS was set out by UK Government as a White Paper at the end of November 2017. The stated purpose of the strategy is '*to improve living standards and economic growth by increasing productivity and driving growth across the whole country*'. The strategy has been published in response to global forces that will shape our rapidly changing future, and which we — in Scotland— must embrace to ensure we harness all the opportunities they present. To that end, the UK Government has set out 4 Grand Challenges within the strategy, highlighting where the UK can lead the global technological revolution. These are:

1. **Putting the UK at the forefront of the artificial intelligence and data revolution.**
2. **Maximising the advantages for UK industry of the global shift to clean growth.**
3. **Becoming a world leader in shaping the future of mobility.**
4. **Harnessing the power of innovation to help meet the needs of an ageing society.**

The strategy acknowledges that we have excellent world beating companies and a high calibre workforce, however productivity is well below what can be achieved. The industrial strategy sets out to strengthen the five foundations of productivity: **Ideas, People, Infrastructure, Business Environment** and **Places**.

SCDI knows that collaboration is a pre-condition for increased productivity and economic growth and that the most sustainable and inclusive economies have diversity and equality at the heart of policy formulation. We welcome an Industrial Strategy which delivers against these key priorities. Both Scottish and UK Government agree with SCDI that public and private sector collaboration will ensure the best deal for Scotland from the strategy.

Today's event will kick off a series of work by SCDI and Strategic Partners - Jacobs, Scottish Funding Council, EDF Energy, SQA, CGI and the University of the West of Scotland - to help to secure a good deal for Scotland from the UK Industrial Strategy by:

- **Developing a joint and shared vision across sectors and geographies of the Scottish economy;**
- **bringing together sectors of the Scottish economy to collaborate on opportunities; and**
- **taking forward discussions about how to maximise national and regional economic benefits.**

The format of the day will be a series of sessions, each focusing on a different topic within or related to the UKIS. Each session will be comprised of speakers followed by a question and answer panel discussion. Speakers will be a mix of both business leaders, senior Scottish and UK ministers, local authority leaders and senior civil servants.

I am delighted to welcome you to this event. Collaboration and discussion are key drivers for this piece of work and its success and I look forward to working with you.

Kind regards,



Matt Lancashire, Director of Policy and Public Affairs, SCDI

Event Facilitator

Anne MacColl

Anne MacColl is an international Executive with ten years of senior and Executive Leadership level experience and twelve years of experience living and working overseas. She has held a variety of diverse positions in national and international commercial, public and academic organisations, including as CEO of Scottish Development International (SDI). In her role as CEO of SDI she led and managed a network of over 250 staff across 29 overseas locations with a budget of £35m.

Programme

09:00 — 09:30

Arrival

09:30 — 09:35

Welcome

Matt Lancashire, Director of Policy, SCDI

09:35 — 10.35

UK Industrial Strategy and Scotland Overview

The UK Industrial Strategy (UKIS) in Scotland will be developed in a context of reserved and devolved responsibilities for the Scottish economy, and the Scottish Government's strategy for the Scottish economy, including outcomes from the recent Enterprise and Skills Review. Political leaders have committed to intergovernmental cooperation, particularly on the interface between strategies and policies. What are the opportunities for Scotland and its regions? How can the UK, Scottish and regional strategies work together to make positive impacts and attract higher investment? What current strengths can the UKIS build on?

Speakers

Rt Hon Lord Henley

Parliamentary Under Secretary of State for Business Energy and Industrial Strategy

Lord Henley was appointed as a Parliamentary Under Secretary of State at the Department for Business, Energy and Industrial Strategy on 27 October 2017. He is a Conservative member of the House of Lords who has previously served as a minister in the Department for Work and Pensions and the Department for Environment, Food and Rural Affairs. He was educated at Clifton College, Bristol and Durham University. He was called to the Bar in 1977.

Keith Brown MSP

Cabinet Secretary for the Economy, Jobs and Fair Work

Keith Brown was appointed Cabinet Secretary for the Economy, Jobs and Fair Work in May 2016. He served with the Royal Marines before pursuing a career in local government administration, where he was also an active trade union representative with UNISON. He is a graduate of Dundee University and studied at the University of Prince Edward Island. He has been a Member of the Scottish Parliament since 2007 and currently represents Clackmannanshire and Dunblane.

Councillor Susan Aitken

Leader of Glasgow City Council

Susan Aitken became Leader of Glasgow City Council when the SNP became the largest party on the Council and formed a minority administration in May 2017. She was elected as a councillor for the Langside ward, where she lives, in 2012, and has been leader of the SNP group since 2014, having previously served as the group spokesperson on health and social care. She is the SNP's national Local Government Convener and a graduate of both Glasgow and Strathclyde Universities.

10:35 — 11:35

Scotland's Opportunities

The UKIS offers significant funding opportunities through the Challenge Funds. This session will socialise discussions that have been taking place between university and business leaders on areas where Scotland

can make a strong case for major funding. How do we build on Scotland's strengths? What would have the most economic impact and how can Scotland unlock the opportunities?

Speakers

David Reid

Vice President – Growth & Sales, Buildings and Infrastructure Europe, Jacobs

David Reid has worked for Jacobs for over 28 years in a variety of sales and operational roles. David led the development of the UK rail business for 6 years before moving into the role of VP Sales in the former B&I business. Prior to this David brought experience from a variety of sectors including Built Environment and Transport Consultancy as well as being involved at Global Line of Business level on a series of sales related initiatives.

Professor Richard A. Williams OBE, FEng, FTSE, FRSE BSc (Eng), PhD London, CEng, ARSM, DIC, FIMMM, FICHEM, CSci

Principal and Vice-Chancellor, Heriot-Watt University

Professor Williams is an academic and entrepreneur working in mineral, energy storage systems and environmental technologies. He is Vice-President and a Fellow and Trustee of the Royal Academy of Engineering (UK) and a visiting professor at the Chinese Academy of Sciences (Beijing), Southeast University (Nanjing) and Taylors University (Kuala Lumpur). He has brought several new concepts, processes and methodologies into practice in the chemical, materials, energy and instrumentation sectors and is the founder of several spin-out enterprises from his own research, including two public limited companies.

David Cameron

Head of Scottish Policy, EDF Energy

David Cameron leads EDF Energy's engagement with stakeholders in Scotland and as part of that is David is a member of a number of Scottish Government's energy industry including renewables, thermal generation and skills. David is also a member of the board of SCDI, of Scottish Renewables, and a member of CBI Scotland's Council. David's career started in the automotive industry, where he spent nearly 20 years with Nissan. He returned to university and graduated with an MSc in Renewable Energy from the University of Dundee before taking up the post of Director of Policy at Scottish Renewables. David originally graduated from the University of Edinburgh with a BSc in Mechanical Engineering.

11:35 — 11:45

Tea and Coffee Break

11:45 — 12:45

Grand Challenges and Sector Deals

The UKIS sets out four 'Grand Challenges': AI and the Data Economy; Clean Growth; the Future of Mobility; and an Ageing Society. It also supports further sector deals between government and sectors to increase productivity. This session will focus on some of Scotland's opportunities from the Grand Challenges and sector deals. How can we increase the benefits of pan-UK sector deals to Scotland? Are there Scottish industries which would most benefit from a deal? How do we build on current strengths in these areas?

Speakers

Jude McCorry

Head of Business Development, The Data Lab

Jude McCorry has over 15 years experience in Sales and Marketing in the Technology Sector working with B2B and public sector for companies like Dell, Firefly Communications and Xnet Data Storage. Jude has also worked in Academia at Edinburgh Napier University where she set up their commercial arm – The Edinburgh Institute - providing leading edge practice based executive education to Scottish Executives.

Graeme Littlejohn

Deputy Director, Strategy & Communications, Scotch Whisky Association

Graeme Littlejohn is Deputy Director of Strategy and Communications for the Scotch Whisky Association

(SWA) – the trade body for the UK’s largest food and drink export. In 2016, exports of Scotch Whisky were valued at £4.36bn, and 39 bottles per second are now shipped to 181 markets across the world. Before joining the SWA, Graeme was Head of Office to former Chief Secretary to the Treasury Danny Alexander during the 2010-2015 Coalition Government.

Graeme Scott
Principal – Intelligence / Deputy Regional Director, IBI Group

Graeme Scott is responsible for major Integrated Transport System (ITS) projects for the Scottish Government’s Transport Scotland agency, Ireland’s National Roads Authority and the Hong Kong Transport Department. Graeme has extensive ITS expertise, and has provided strategic advice and management on research, studies, design, procurement, development, implementation, and operation of a wide range of ITS solutions. Graeme also has more than ten years of experience in coordinating and managing client input to major European Commission research initiatives.

Lucy Fraser
Head of Innovation, Albyn Housing Society and Co-founder of FitHomes Model

Lucy is Head of Innovation at Albyn Housing Society, a leading innovator in Scotland’s housing ecosystem. She has had a career of over 20 years in social policy, equality, innovation and start-ups. Qualified in urban policy and entrepreneurial development at Glasgow University and MIT, Lucy’s career has included the development of voluntary, social enterprise and public sector collaborations, leveraging public and private finance. Lucy is co-founder of the FitHome model in Scotland, which focuses on developing a model of housing, incorporating as standard, innovative technology using machine learning and predictive analytics, to enable people to remain safely in their homes.

12:45 — 13:30 **Networking Lunch**

13:30 — 14:30 **Regional Growth**

The UKIS confirms the commitment to place. This session will hear from regional leaders in different geographies of Scotland with proposals at different stages of development. How can we raise the productivity of all of Scotland’s regions for more inclusive growth? How can regional and sectoral deals be taken forward in a way which strengthens the potential for both?

Speakers

Johnny Mone
Head of Enterprise and Employer Engagement, University of the West of Scotland (UWS)

Johnny Mone has worked in the IT sphere over the past 20 years. His current role at the University of the West of Scotland gives him the chance to use his experience of entrepreneurial leadership, sales, management, lead generation, start ups, marketing and commercialization to make a difference to students and the university.

Stewart Carruth
Chief Executive, Stirling Council

Stewart Carruth was appointed Chief Executive at Stirling Council in July 2014. Simultaneously Stewart held the role of Strategic Director of the Scottish Cities Alliance and played a prominent role in developing government policy which has resulted in city investment plans equating to £10bn worth of investment in Scotland and empowering city/city regions. Most recently he has led Stirling Council in the successful City Deal bid awarded by the UK Government. Stewart has a breadth of experience in the public sector and is fiercely ambitious for local government at a time of enormous challenges.

Patrick Wiggins
Director, Ayrshire Growth Deal

In addition to his role as Director of the Ayrshire Growth Deal, Patrick Wiggins is Chief Executive of the Irvine Bay Regeneration Company. In its lifetime, the regeneration company has attracted significant investment

and delivered over 1,200 new FTE jobs for the area. Patrick is also a former Director of Regeneration and Housing for Bradford Council and Director of Business Transformation for Scottish Enterprise.

14:30 — 15:30 **Gearing Up Businesses for the Productivity Challenge**

The UK and Scotland's productivity challenge includes lower levels of investment compared to other countries. To address this actions include the Scottish Government's development of a Scottish National Investment Bank and funding from the UK Government for the Productivity Leadership Group to develop 'Be the Business', inspire businesses, provide practical tools and catalyse change. This session will focus on how businesses can improve their performance and how government can support them to tackle the productivity gap.

Speakers

Dr Gill Stewart

Director of Qualification Development, Scottish Qualification Authority (SQA)

Gill Stewart is the Director of Qualifications Development within SQA with responsibility for the development of qualifications and services to meet the needs of schools, colleges, training providers and employers. She has led a number of successful large scale developments in education and skills, including vocational reforms and international projects. Currently she is working with SDS on a range of projects in the skills area including developing Foundation Apprenticeships and the future shape of National Occupational Standards. Previously Gill worked in the University sector. Gill holds a BSc (First Class) from Edinburgh University, a PhD from the University of Glasgow and a range of leadership qualifications including the IoD Certificate in Company Direction.

Maggie Morrison

Vice President, Public Sector Scotland, CGI

Maggie joined CGI in January 2014 and is Vice President, Public Sector CGI Scotland. Prior to this she held senior leadership positions at Hewlett Packard, Cisco, 3Com and Cabletron. In 2008, after seven years working in The Netherlands and the USA, Maggie came home to Scotland and spent 18 months on secondment to Skills Development Scotland. She has also lived and worked in France, Switzerland and Germany. Maggie is passionate about the digital divide, education and skills and gender in the workplace. She is a graduate of Aberdeen University (MA Hons French and German).

Martin Sherry

Founder and CEO, Lumera Health

Martin Sherry is Co-Founder and CEO of Lumera Health, an innovative CivTech spin-off working with the NHS in Scotland to utilise data and digital platforms to help clinicians and improve public health.

15:30 — 15:45 **Closing Remarks**

Dr Stuart Fancey

Director of Research and Innovation, Scottish Funding Council

A graduate of the University of St Andrews and of Heriot-Watt University, Stuart Fancey began his career in physics research at Heriot-Watt and then with a Marie-Curie Fellowship in Germany. Returning to Scotland in 2002, Stuart joined the founding management team of Helia Photonics in Livingston, building a successful laser processing and coatings business.

Since 2005 Stuart has been with the Scottish Funding Council (SFC), currently as Director of Research and Innovation. In this role he leads the team responsible for SFC's research and innovation policy (and funding) for Scotland's universities and colleges. Stuart's directorate is also the focal point for SFC's partnerships with Scotland's enterprise agencies, NHS Scotland, InnovateUK and the UK Research Councils.

Strategic Partners

| Jacobs

Jacobs is one of the world's largest and most diverse providers of technical, professional, and construction services, including all aspects of architecture, engineering and construction, operations and maintenance, as well as scientific and specialty consulting.

We serve a broad range of companies and organizations, including industrial, commercial, and government clients across multiple markets and geographies.

jacobs.com

| Scottish Funding Council

The Scottish Funding Council (SFC) is helping make Scotland the best place in the world to educate, to research and to innovate. Investing around £1.8 billion of public money each year, SFC's funding enables Scotland's colleges and universities to provide life-changing opportunities for over half a million people.

Our support for university research means every one of Scotland's 19 universities is able to carry out world-leading research. Our investment of over £120m to create innovation centres is making exciting things happen between industry and university research. Our work in widening access is bringing colleges and universities together in new ways and providing more people with more routes into learning and skills.

sfc.ac.uk

| EDF Energy

EDF Energy is Scotland's largest electricity generator supplying more than half the country's electricity needs from our two nuclear power stations at Torness and Hunterston and our growing windfarm portfolio. These assets generate enough electricity to power almost 4 million homes. Our operations contribute more than £389m to the Scottish economy each year and support the direct employment of more than 2,800 people in Scotland plus significant numbers across the supply chain. The company also provides gas and electricity to 145,000 Scottish customers and supplies 98 per cent of public sector bodies in Scotland after being awarded the country's largest electricity supply contract by annual volume from April 2013.

edfenergy.com

| Scottish Qualification Authority (SQA)

SQA is Scotland's internationally recognised accreditation and awarding body working with the Scottish Government's Learning Directorate. SQA helps people to realise their potential and to achieve their ambitions by providing a wide range of high quality, internationally recognised qualifications and associated services.

scdi
Scottish Council
for Development
and Industry

We work with schools, colleges, universities and training organisations to develop and deliver our qualifications and assessments. Around 15,000 teaching professionals and industry specialists support SQA operations annually, helping to ensure that SQA qualifications accurately reflect learners' knowledge and skills and provide routes to jobs or further study.

We provide advice, support and services, such as expertise in assessment, that enable organisations to succeed in meeting a wide range of educational and workforce development challenges.

sqa.org.uk

| CGI

In today's digital world, technology has moved beyond its traditional role of enabling business, to becoming a driver of business change and an integral part of everyday life. At CGI, we use advanced digital technologies and our industry expertise to support clients at every stage of their digital journey.

CCI has been delivering to clients in Scotland for over 25 years. With more than 400 permanent members based in Edinburgh, Glasgow, Aberdeen and Scottish Borders we are ideally placed to serve Scotland with innovative digital solutions, including Financial Services, Oil and Gas, Health, Utilities, Central and Local Government.

Our strong investment in emerging technologies, apprentice and graduate recruitment, as well as partnerships with local SMEs show our continued commitment to Scotland's future.

cgi-group.co.uk/Scotland

| University of the West of Scotland (UWS)

At UWS, we believe in our students' future.

We have a proud record in delivering work-ready graduates and developing effective partnerships with business, industry and the public and voluntary sectors.

With our cutting-edge courses, practical knowledge, and intelligent teaching, we help our students get ahead.

Through our innovative learning partnership we invest in people's potential to shape their future. Built on uniting students, professionals, industry and our communities, this partnership stretches from the West of Scotland around the world.

We believe in the transformative power of active learning and engagement. We treat our students as individuals, partners and potential leaders in their fields and professions, providing them with the globally relevant knowledge, skills and confidence to think critically and to challenge received wisdom.

DREAMING, BELIEVING, ACHIEVING a 21st century University.

UWS.ac.uk

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scdi

FORUM

This year, the Scottish Council for Development and Industry (SCDI) will host its 47th annual Forum. Reflective of SCDI's unique membership, the annual Forum brings together the public, private and social economy sectors. The Forum is a platform for transformative dialogue on the key actions required to strengthen and grow Scotland's economy to 2030, in an inclusive manner.

Be part of the dialogue and book your space!

www.scdi.org.uk/events/792-forum18.html

To find out more about SCDI, our UKIS work or Forum 2018, please contact:

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