



The Scottish Maritime Cluster
Strategy Workshop
24th & 25th August 2017

Interim Report

Quick Look Report from Scottish Maritime Cluster Strategy Workshops

Introduction

The Scottish Maritime Cluster (SCM www.scottishmaritimecluster.com) set up two strategy development workshops to address the future of the Cluster and look at key aspects to include in the development of an overall Strategy for the cluster.

The workshops took place on consecutive days:

- Glasgow: Thursday 24th August 12:00 – 16:00, Nautical College
- Aberdeen: Friday 25th August 09:00 – 13:00, Harbour Board VTS facility

The workshops offered participants a chance to share their views on the issues facing the cluster, and what it should do to support delivery of economic growth. The outcomes may be used to support Scottish Government strategy. The events were facilitated by QinetiQ, organised by Babcock International.

Workshops Structure

Both workshops used a common structure although some variation occurred for each event to address specific areas. Attendees for each event are in Annex A.

1. Introductions and opening remarks – Douglas Lang provided opening remarks at the Glasgow event and Colin McMurray at the Aberdeen event (Annex B provides the text of the introduction)
2. Workshop Session 1 – Key Issues and Challenges (Facilitators)
3. The Maritime Economy – Patrick Carnie discussed draft findings of an Economic Study conducted by the Centre for Economics & Business Research (CEBR) and due to be issued in September
4. Workshop Session 2 – Goals and Objectives for the SCM (Facilitators)
5. Other Initiatives and Options – Patrick Carnie highlighted strategic approaches taken by other clusters being developed around the UK and the world
6. Workshop Session 3 – Reaching our Goals and Action Planning (Facilitators)

Summary of Key Issues

The key issues identified fell broadly into the following areas outlined below. A detailed report to be generated by the end of September will provide commentary on each of them.

- Need to understand the scope of the Maritime Sector and sub-sectors in Scotland: size, economic contribution, differentiators, its criticality to the Scottish economy as an enabler and its history
- Need to understand the difficulties caused by the geography of the Nation
- Need to promote the sector with one voice and on an inclusive basis for the whole sector to:
 - Customers
 - Government (Scotland and the UK): inform on the implications and issues surrounding policy changes (e.g. Brexit), attract investment; and support development of the Scottish Shipping Strategy
 - The population; current and future employees
 - International and UK customers, clusters and trade bodies
 - Academia

- Key themes: Innovation, breadth (not just shipbuilding), opportunities, services
- Need to assess Skills, Capabilities and Training
 - Audit number, range and nature of Maritime skills already in Scotland
 - Understand the demographics of the maritime workforce
 - Improve perception of the maritime industry and the breadth of careers available, creating a pipeline into industry
 - Look to generate skills within Scotland and attract similar skills from non-maritime sectors
 - Recognition of Scottish Training capabilities
- Need to encourage Innovation
 - Promote Scottish academic and industrial innovation, future focussed (Maritime 4.0), business models, technology

Outcomes and Actions

The first workshop identified 6 key areas for development to address the key issues; these were reinforced by the second workshop which added a 7th workstream

- *Workstream 1 – understanding the sector*
 - Developing the scope of the Maritime sector in Scotland, understanding the scale and variety of the sector, developing evidence of the value added
 - Lead: Stuart Gallagher (BAE SYSTEMS) supported by SCM appointed Consultant
- *Workstream 2 – Support to the development of a Scottish Shipping Strategy (including definition of the wider scope)*
 - Lead Chris Wilcock (Transport Scotland)
- *Workstream 3 – Current and Future Skills Audit and Demographics*
 - Current and future skill requirements, define skill gaps in key sectors, transferable skills analysis, development of education pipelines into sector, maritime job demographics
 - Lead Dleep Fotedar (City of Glasgow College)
- *Workstream 4 – Promotion of the Scottish Maritime Sector*
 - Promote whole sector, highlight diversity of investment opportunities/careers available
 - Lead Patrick Carnie (Babcock International) supported by SCM appointed Consultant
 - **Action:** All to provide Bragging Book Stories and Career Case Studies
- *Workstream 5 – Stakeholder Mapping*
 - Lead Richard Westgarth (QinetiQ)
 - **Action:** All to provide input to refine and complete a UK-wide stakeholder map
- *Workstream 6 – Maritime Market Survey*
 - Lead SCM Consultant on appointment
- *Workstream 7 – Innovation*
 - Vision of the future, impact of new tech/business models, investment opportunities, partnering with other sectors to drive innovation, development near-term plan / long-term roadmap
 - Lead TBA
 - **Action:** Patrick Carnie (Babcock International) to approach Academic Institution to lead (University of Strathclyde)

Annex A Workshop Attendees

Attendees at the Scottish Maritime Cluster Workshops held on the 24th and 25th August 2017. (GLA, Glasgow; ABZ, Aberdeen.)

Name	Organisation	Email Contact	GLA	ABZ
Jeff Gaskin	Aberdeen Harbour Board	j.gaskin@aberdeen-harbour.co.uk		✓
Douglas Lang	Anglo Eastern	dlang@angloeastern.com	✓	
Patrick Carnie	Babcock International	patrick.carnie@babcockinternational.com	✓	✓
Craig Cunningham	Babcock International	craig.cunningham@babcockinternational.com	✓	
Stuart Gallacher	BAE Systems	stuart.gallacher@baesystems.com	✓	✓
Andrew Forsyth	Brodies	andrew.forsyth@brodies.com	✓	
Simon Mackay	Brookes Bell	simon.mackay@brookesbell.com	✓	
William Muirhead	Bureau Veritas	william.muirhead@bureauveritas.com	✓	
Jim Anderson	Caledonian Maritime Assets	james.anderson@cmassets.co.uk	✓	
Lorna Spencer	Caledonian Maritime Assets	lorna.spencer@cmassets.co.uk	✓	
Iain Steven	CDC Scotland Ltd	iain.steven@cedco.co	✓	
Angus Ferguson	City of Glasgow College	angus.ferguson@cityofglasgowcollege.ac.uk	✓	
Dleep Fotedar	City of Glasgow College	dleep.fotedar@cityofglasgowcollege.ac.uk	✓	
Neil Youngson	Clarksons	neil.youngson@clarksons.com		✓
Tom Sleeth	Clarksons	tom.sleeth@clarksons.com		✓
Eleanor Lane	CMS	eleanor.lane@cms-cmno.com	✓	
Michael McAuley	CMS	michael.mcauley@cms-cmno.com	✓	
Michael Milne	Dales Marine	michael@dalesmarine.co.uk		✓
Phylis Conroy	Lloyd's Register	phylis.conroy@lr.org	✓	
Scott Kennedy	Lloyd's Register	scott.kennedy@lr.org	✓	
Marcin Samulewicz	Lloyd's Register	marcin.samulewicz@lr.org		✓
John A. MacSween	Malin Group	J.MacSween@malingroup.com	✓	
Graham Tait	Malin Group	g.tait@malingroup.com		✓
Ian Laidlaw	Peterhead Port	ian.laidlaw@peterheadport.co.uk		✓
Bruce Craig	Pinsent Mason	bruce.craig@pinsentmason.com		✓
Richard Westgarth (Facilitator)	QinetiQ	rewestgarth@qinetiq.com	✓	
Freyja Lockwood (Facilitator)	QinetiQ	nflockwood@qinetiq.com	✓	
Richard Craven	QinetiQ	rjcraven@qinetiq.com	✓	
Jackie Hillis	Scottish Canals	jacqueline.hillis@scottishcanals.co.uk	✓	
Colin McMurray	The Clyde Group	cmcmurray@theclydegrou.com		✓
Chris Wilcock	Transport Scotland	chris.wilcock@transport.gov.scot	✓	
Nick Gosling	Transport Scotland	nick.gosling@transport.gov.scot	✓	✓
Alex West	Westlord Associates	alex@westlord.co.uk		✓

Annex B Chairman's Introduction

Good afternoon Ladies and Gentlemen and welcome to the First/Second running of the "The Strategy Development Workshop".

Too often we are pre-occupied with the "Day Job", however when we reach senior positions we also have to be concerned about the "Tomorrow Job". Change is inevitable and not being positioned to take advantage of it will inevitably lead to a decline.

Within the cluster we now represent a wide mix of Scottish based companies and organisations who are big/small, specialist/broad spectrum, international/national – all involved somehow in the maritime sphere. And, yes we are all wanting to get something out of it for our own companies but by being here it also shows we are willing to share and cooperate for the overall health of the maritime sector in Scotland.

In the space of eighteen months we have moved from being a "lunch club" to a rapidly growing group of liked-minded people determined to generate economic growth and put ourselves on the map. We will use all the weapons at our disposal to deliver to the market the right services that will ensure our future.

To reprise where we are:

- On the 11th September during London International Shipping Week we will be holding our inaugural reception with a guest list that will only be matched by the final gala dinner.
- If you haven't got tickets or organised guests, I urge you to do so.
- There is a huge amount of "goodwill" surrounding the event, Clarksons has donated the venue for free, UK government, Scottish government, international organisations/bodies want to be there.
- We have worked with Scottish Enterprise to appoint a consultant to assist with the spade work that will inevitably result from an exercise of this sort. The consultant is funded for two years and will be in position by the end of this month. I'm hoping the announcement will be made next week.
- The Scottish Government has recognised the Cluster and is represented at the meeting in order to contribute and takeaway some or all of our input in order to generate the Government strategy to help underpin our own efforts. When not standing in front of a microphone trying not to say the wrong thing – politicians can actually be useful but more importantly the civil servants who are more constant are unquestionably useful!

"Today" you will get out of the session what you put into it plus everybody else's contribution towards shaping "Tomorrow" so let's get to it.

Annex C

Additional Information

- Marine Industries Alliance – <http://www.ukmarinealliance.co.uk>
- Maritime UK – <https://www.maritimeuk.org>
- South Coast Marine Cluster – <https://southcoastmarine.org.uk>
- Mersey Maritime cluster - www.merseymaritime.co.uk/
- Norway Blue Maritime Cluster – <http://www.blumaritimecluster.no/gce/the-cluster/about-us/>
- The European Network of Maritime Clusters (ENMC) – <http://www.cluster-maritime.fr/en/maritime-economy/10/network-european-maritime-clusters>
- US Marine Industries Science & Technology Cluster – <http://www.clustermapping.us/content/marine-industries-science-technology-cluster>
- UK Chamber of Shipping – <https://www.ukchamberofshipping.com>