

Changing Industry Perceptions - Creating a multi sector and stakeholder collaboration

Objective: To build a consensus and effective partnership between public, private and education sector organisations. The objective of the collaboration was to more effectively address inward investment, skills, and employment issues in the Thames Gateway area.

Key Stakeholders: Essex CC, Essex & Kent LEP, Thurrock Council, Dubai Ports, Port of Tilbury, Wincanton, Cambridge University, Anglia Ruskin University, & the Institute for Sustainability.

What did we do? This initiative had been attempted several times in the last few years, the stumbling block always seemed to be stakeholder alignment. Therefore MCW worked to align the needs and desires of the divergent parties to create a consensus and collaborative approach. We ran monthly workshops and facilitated the co-creation of a cross sector vision and series of implementation options to be taken forward, based on business plans that showed financial sustainability. The key factor was to ensure that we facilitated a level of dialogue that was fresh & emergent and beyond that of previous attempts. Read more [here](#) about how we do that.

The results: - A [video](#) which was used for Stakeholder engagement for the SCIE project.

Outcome: a consensus: a) that any facility or programme need to be focused on innovation, research & development, thought leadership and 'top end' talent development, rather than low end C&G level 1 & 2 skills provision. b) That commercial financial sustainability is key as too is the collaboration between the public and private sectors. These outcomes have helped shape the Essex CC proposal for an Institute of Low Carbon Logistics and the establishment of a Supply Chain forum

“MCW facilitated a great opportunity for Thurrock and the Thames gateway” Paul Weiss, Thurrock Council

“ I was surprised at the level of stakeholder consensus achieved” Claire Nicholson Smith, Central Government

“MCW changed the industry, by changing individuals’ perceptions as to what the supply chain industry is” Fiona Bodle (Essex CC)