

ConsultA: January



Your monthly member newsletter:

Public Affairs:

ACEI has continued momentum in the political space advocating for key policy changes and helping shape infrastructure delivery across the island. In 2026, the ACEI has already met;

- 12 Political Engagements
- 4 Ministers and
- 2 Special Advisors

Media:

In addition to political engagement, we have also been active in media with appearances across print, online and radio; Irish Independent, Irish Times and Irish Examiner among just some of the publications we have featured in. For a full list of political engagements and media appearances you can read our most recent political digest [here](#).

Upcoming Events:

Webinars:

28 Jan: Designing for Safety in Construction 2026

29 Jan: SEAI Update on District Heating

20 Feb: DSC/PSDP Refresher Course

25 Feb: Project Supervisor Design Process 2026

To sign up for future webinars and to review previous webinars please visit the ACEI [website](#).

Events:

17 Feb: Limerick Networking Event

27 Mar: Engineering Excellence Awards 2026

21 Apr: ACEI AGM

To sign up for future events and to review previous events please visit the ACEI [website](#).

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President's Address:

January 2026 is likely to be remembered for its rain fall and storms. Political storms emanated from the White House, of the presidential variety. More conventional storms, supercharged by the effects of climate change, emanated from the Atlantic. While it might be beyond the gift of sensible Consulting Engineers to deal with the White House storms, helping our nation deal with the other storms is part of our *raison d'être* as and our importance to society is elevated with each gust of wind that blows and every rain drop that falls.

*"...helping our nation deal with the other storms is part of our *raison d'être*..."*

We are the profession with the skills to help the people of the world deal with the impacts of ever more threatening weather events, through weather resilient infrastructure design. Others can talk about it, but it is us Engineers that can do something about it!

To enable us carry out this work most effectively, I wish to return to one of my key presidential themes – improving the "Business of Consulting Engineering" and enhancing our value proposition.

"Others can talk about it, but it is us Engineers that can do something about it!"

In that regard, I recently attended an event where the speaker set out some principles upon which Chartered Accountants maximize "reward" from their business activities. I got six key take aways that I would like to share with you all:

Chartered Accountants offer more than just technical advice to their clients (being technically excellent is a given).

Their mantra is "I am a business adviser and I have expertise in accountancy". Skills are thus intentionally developed around being a business adviser, such as leadership/soft skills, which make them more valuable to their clients. Hence, "value add" is key to business reward for their profession.

They have a strong professional body and being a Chartered Accountant with that body is an utter must for credibility and status.

Professional "credibility" is key to the success of the profession.

Accountants seek out leadership roles in the wider economy and broader society

"Visibility" of the profession, away from the day job, is essential to build their brand.

They get close to high powered decision makers, routinely talk to politicians and become their trusted advisers.

This enables them to regularly "Influence" key decision makers.

Chartered Accountants are militant at furthering their education/training/skillsets. Additionally, they invest in key industry spokespeople so they can sell their message in all forums.

These may be individual firm or industry representatives, but their message benefits the profession always.

They get in early with clients on business transactions. Then they try to become the ones organizing all others.

The closest party to the client is the one with the greatest influence and hence earning power.



"...we need more of "don't just show me, tell me"

I hope you all find the above points of value and worth reflecting on for your firm and by extension our profession of Consulting Engineering. I think the message in a nutshell turns the advice a former boss gave me on its head, when it comes to our work. He used say "don't tell me, show me".

As Consulting Engineers we are experts at showing how things work. But we have fallen down on talking about it, and the perceived value of our work has been is not widely understood by the masses. So to mimic more closely the success of Chartered Accountants at maximizing their value, we need more of "don't just show me, tell me".....

A handwritten signature in blue ink that reads "Tim Murnane".

Tim Murnane
President of ACEI

Association Updates

The Association Grows:

A central tenant to any healthy association is the continued growth of its membership. As we seek to elevate the consulting engineering sector, the bigger our base, the more powerful our voice. In that regard we would like to welcome...

MConsEI:



- Amey
- Clandillon Civil Consulting
- Black & White Engineering (Formerly Homan O'Brien)

FConsEI



- Caroline Lewis, Amey
- Gabriel Dunne, DBS Engineering Solutions Ltd
- Cormac Woods, AtkinsRéalis (Previously RConsEI)
- Tom Meagher, Clandillon
- Aishling Murphy - Civic Engineers

RConsEI



- Declan Haugh - DBFL
- Brian Heron - O'Connor Sutton Cronin
- Colin Wilson, O'Connor Sutton Cronin
- Robert Kelly - Kilgallen & Partners

AGM: 21st April

This year the Association's Annual General Meeting will take place on the 21st April. The AGM offers members an insight into the work being done at Executive level including development of the associations strategy, financial position, committee membership and much more.

Limerick: 17th February

The Savoy Hotel, Limerick will play host to the next ACEI networking event on Tuesday 17th February.

The success of previous events has shown the power in sectoral cohesion at a time of unprecedented ambition from government. This cornerstone event will facilitate conversation with colleagues, peers and clients to learn more about the built environment.

Attendance is free and can be reserved [here](#).

Excellence Awards:



The ACEI Excellence Awards are fast approaching on 27 March. The shortlist will be announced in the coming weeks after an initial judging period but in the meantime, please note that bookings are now open for the 2026 ACEI Awards Dinner taking place in the [InterContinental Hotel, Dublin 4](#).

The single ticket price is €260. Tables for 10 and 12 guests are available and can be booked [here](#). Firms booking less than 10 tickets may be seated with other ACEI members. A discount of 5% will be applied to bookings of 2 or more tables.

We look forward to welcoming ACEI members and guests on the night.

Chartership a Priority:

As highlighted by President Tim Murnane in this month's address there are many learnings to be taken from fellow associations and representative bodies. One of our core objectives is to increase the market value for the work done by engineers in developing fundamental infrastructure at the heart of Ireland's national goals. To this end, the Executive has tasked the Association with increasing chartership status among members. This month we established a short list of Chartered Champions within the Executive's own firms and will aim to broaden that group as time goes on. The vanguard of our chartered champions are the following;

Chartered Champions

- PUNCH: Julie Tiernan
- TOBIN: Damien Grehan
- Mott McDonald: Brendan Buckley
- ARUP: Sarah Ryan
- Donnachadh O'Brien & Assoc: Thomas Nolan
- EGIS: Daniel O'Keeffe
- Roughan & O'Donovan: Rachel Harney
- DBFL: Kevin Coughlan
- Nicholas O'Dwyer: Richard Crowe
- J.V. Tierney: Darren Dowling
- Fehily Timoney: Janine Glavin
- EDC: Gareth Murphy
- O'Connor Sutton Cronin: Luke Grainger
- AtkinsRealis: Henry Corcoran
- Varming: James Kavanagh

We will be aiming to align approaches across the Association and initiate best practice across all member firms. Success in this area will play a significant role in increasing the value consulting engineers can command in the market and will remain a priority over the coming years.

If you are already interested in becoming a Chartered Engineer please follow this [link](#) for more information with a useful map of all routes to Chartership [here](#).

ACEI ASSOCIATION OF CONSULTING ENGINEERS OF IRELAND

Thank you for reading!