

Challenges:

3ECO Ltd. main challenge in the context of our railway and electrical industries is a lack of insight from the benefits sustainability will bring to a business or businesses in general. Although we aim to meet social, economic and environmental challenges of our time by ensuring our decision process encompasses all those aspects and although we are prepared to take responsibility for it, the success of such endeavour is not something that could just be measured by one's individual journey.

The whole sector, from clients to supply chain actors must play its part and for actions to be greater than public relation words. When at the beginning of the 20th century Henry Ford challenged the status quo for building cars faster thus cheaper, it cost him a great deal of investment money but the benefits soon outweighed the costs and everyone else followed or went into liquidation.

Changing the world's perception will require pioneers to see beyond the immediate impact on the bottom line and to understand sustainability is not just a fancy trend. It is here to stay and, looking at the much bigger planetarian picture, it is not a choice either.

3ECO main challenge is that still few clients accept that a sustainability approach cost both time and money in the short term but will play wonders in the long term. Although we aim only to work with this type of clients, the focus is still too often on the cost today more than the long-term benefits tomorrow.

Impact:

- We have found the materials and resources provided by the school extremely useful for increasing our knowledge, without the extra costs such knowledge would likely represent if we had to seek other options.
- We are reassured to find out a lot of our potential clients have either participated to the production of training materials or are active members of the school. This provides us with more confidence that such clients would understand the impact on immediate costs and understand the long term benefits.
- We have been able to communicate on sustainability internally thanks to the easy to use interface and downloadable resources and have encouraged them to get involved.

Value gained:

Although 3ECO' supply chain is limited as 3ECO is only a SME we have been able to relay the actions of the school to them and they have started their own journey. We have encouraged them to take advantage of the materials and made clear that if they were prepared to learn with us, we would have a long-term business relationship.

We have also been able to increase our general awareness in the subject matter and relayed this to our member of staff. Not only we could identify what knowledge they had on sustainability challenges and issues, we also encouraged them to be mindful of sustainability in general when using social media, and to be on the look out for clients and suppliers that were openly promoting sustainability as a criteria of choice.

Fact box



Company

3ECO Ltd

No of employees

22

HQ

Witney, Oxfordshire

Website

<https://3eco.uk>

Main contact

Frederic Sancho – Finance & Marketing Director

Services

Railway & Electrical Operational Specialist

About

3ECO Ltd is a consultancy firm that operates in the electrical and railway sectors. We specialise in managing Rail Systems related Testing & Commissioning, Rail and Electrical Operational Safety and Professional Training for small and larger Railway projects in the UK and abroad. Essentially a Project Management and electrical operations and maintenance consultancy organisation we advise Clients on complex managerial, operational and technical issues.

Finally for 3ECO, being a member of the school and having gained several steps from when we started is giving us a competitive advantage compared to others that haven't embraced the need to learn these subjects and make an impact either locally or more broadly.