
From: Willie Gallagher
Sent: 19 March 2008 12:27
To: Joachim.enenkel@bilfinger.de; stefan.hofsaess@siemens.com
Cc: Richard.Walker@bilfinger.co.uk; flynn.michael@siemens.com; Jim McEwan; Andrew Fitchie
Subject: Edinburgh Tram - Contract Close

Joachim / Stefan,

It was with great pleasure and to be honest some relief that we issued the PIN last night advising that we had selected the BBS consortium to build the Edinburgh Tram System, please accept my congratulations on the award. Our next step in this journey is to conclude a contract by Friday 28 March which will facilitate the drawdown of the 1st tranche of funding from Transport Scotland before 31 March 2008, it is essential that we agree and can sign off the critical schedules by that time. To this end we need to work together as a team over the next 10 days to ensure we meet this target, failure to meet said target will jeopardise the Programme's funding position to the extent of £20m. On the positive side, you can submit your first milestone invoice on that date and it will be paid!!!

I have asked my team to identify key staff required to assist in the completion of the deal. It is important to stress that when we have meetings, your representatives are empowered to agree with tie on behalf of the BBS Consortium – we do not have the time to then revisit closed issues because there is now an apparent difference between the views of BB and S. This is most evident on our dealing with your legal representatives.

Undernoted are the key staff from BBS that we require to pursue : Infraco T's&C's , Infraco critical schedules, TramCo T's &C's, TramCo Schedules and SDS Novation, I recognise that this unfortunately coincides with the Easter weekend but our time is short and we must regrettably ask that we have at least cover over this period. I have asked my team to approach this in a 'can do' spirit and I would ask impress this upon your team also.

The staff required in Edinburgh, or to be available to contribute from Thursday 20th March are:-

BBS

Richard Walker
Michael Flynn
Herbert Fettig
Marco Wagner
Gary Dalton

BBS Legal

Ian Laing
Martin Gallagher
Suzanne Moir

I would be grateful for your assistance in this vital time and look forward to meeting up again in the near future. I will also give you a call over the next couple of days to give you my impression of progress.

Kind regards

Willie