
From: Trudi Craggs
Sent: 01 March 2007 07:55
To: Geoff Gilbert
Subject: Infraco procurement

Geoff

Yesterday afternoon I joined a meeting that Bob was having with Sharon and Alastair re the bidders meeting today. Various issues were discussed including consents and approvals, APA, schedule 13 etc.

I am becoming increasingly concerned that the position we are conveying to the bidders deviates from the procurement strategy and I'm not sure we have authority to do that. In addition, I feel that sometimes the position we are adopting does not represent the view of the team - eg in relation to prior approvals I understand that we have advised one bidder that tie will take this risk - I have explained why this is not appropriate and I worry that there is sometimes a lack of understanding.

We need to have a strategy on how to deal with bidders, we need to be consistent and we need to be fully informed before speaking to bidders. The team at the meeting yesterday did not know for example that there was an approvals programme, that work had been done on the building fixing locations etc. We are still creating a negative impression of SDS to the bidders.

In addition there appears to be no management of the next drop of information nor a coherent plan of what we are trying to achieve. I just feel we are losing our way with this.

I know you will see this as interference and it is not intended to be critical - we're all busy but we can't afford to get this wrong.

You may have views on this. I am going to speak to Matthew about this - happy to include you in that discuss or discuss it with you first. I'm not sure if I need to get more involved or if Martin's role covers this.

Please don't take this in the wrong way. I'm trying to help.

Trudi