
From: Geoff Gilbert
Sent: 29 September 2006 10:32
To: James Papps; Graeme Bissett (external contact);
john.ramsay@transportscotland.gsi.gov.uk; keith.rimmer@edinburgh.gov.uk;
alan.bowen@edinburgh.gov.uk; Damian.Sharp@transportscotland.gsi.gov.uk
Cc: Andie Harper; Susan Clark; Trudi Craggs; Stewart McGarrity; Bob Dawson
Subject: RE: InfraCo ITN and process to award

James

Thanks for your response. In the limited time available I have included your first comment. On your other two points:- 1. Happy to discuss bonds and LDs etc (Bob please note) 2. Tramco/Infraco facilitated negotiations - I have as Graeme added a little more explanation of how this is intended to work. The detailed thinking, plan and process will be set out in the negotiation strategy and given that this needs to be signed off by the board we will be consulting and I would welcome your thoughts and views nearer the time. I suggest that we discuss one to one when we have advanced a little further.

Call me should you wish to discuss this.

Regards

Geoff Gilbert - Project Commercial Director TRAM Project

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Verity House
19 Haymarket Yards
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mob [REDACTED]

-----Original Message-----

From: James Papps [mailto:James.Papps@partnershipsuk.org.uk]
Sent: 29 September 2006 10:05
To: Graeme Bissett (external contact); Geoff Gilbert;
john.ramsay@transportscotland.gsi.gov.uk; keith.rimmer@edinburgh.gov.uk;
alan.bowen@edinburgh.gov.uk; Damian.Sharp@transportscotland.gsi.gov.uk
Cc: Andie Harper; Susan Clark; Trudi Craggs; Stewart McGarrity
Subject: Re: InfraCo ITN and process to award

Geoff

Afraid I've only had time for a quick skim through this.

Para 2.1: may be worth highlighting explicitly that novations are important not just to allow Infraco to pass risk, but for TIE to pass those risks to Infraco in first place ie knock-on effect of problems with novation is that risks (serious) come back to TIE/public sector.

I'd like to understand how performance bonds work in conjunction with LDs and maintenance payments: when is bond completely stepped down? Are bidders allowed to propose variant terms for bonds? What happens if maintenance moved from Infraco? However this is a point of detail which should probably be for an off-line discussion.

General concern is over 'interactive' negotiations within demanding timetable. As Graeme notes, would be comforting to know that detail of how this process will work in practice has been thought through and discussed with and agreed with bidders.

James

-----Original Message-----

From: Graeme Bissett

To: 'Geoff Gilbert'; James Papps; john.ramsay@transportscotland.gsi.gov.uk;
keith.rimmer@edinburgh.gov.uk; alan.bowen@edinburgh.gov.uk;
Damian.Sharp@transportscotland.gsi.gov.uk

CC: 'Andie Harper'; 'Susan Clark'; 'Trudi Craggs'; 'Stewart McGarrity'

Sent: Fri Sep 29 07:55:37 2006

Subject: RE: InfraCo ITN and process to award

Geoff, this does the job for me. Some suggestions :

1. Might be worthwhile including a paragraph which explains explicitly that, if necessary, there is broad scope to adapt the terms of the draft docs being released next week during the tender period and during the negotiation process. It's implicit in the paper, but is an important safety valve.

2. It may just be me, but I don't think the table on variants in 2.4 is as clear as it could be. Give me a call to discuss this one.

3. Can you confirm that the principles and process set out in the paper have been exposed to and accepted as workable by the bidders, including the timetable which leads to tender returns by 9/1/07. Also, what levers do we have over the bidders to ensure they do deliver compliant tenders to that date ?

4. Para 3.3 reads a little vaguely, can we add some description of the current thinking on approach to marriage broking and why we believe the risks are controllable.

5. Are the bidders under a FOISA compliant confidentiality obligation from this point on ?

Regards

Graeme

Graeme Bissett

m : [REDACTED]

From: Geoff Gilbert [mailto:Geoff.Gilbert@tie.ltd.uk]
Sent: 28 September 2006 18:24
To: Graeme Bissett; james.papps@partnershipsuk.org.uk;
john.ramsay@transportscotland.gsi.gov.uk; keith.rimmer@edinburgh.gov.uk;
alan.bowen@edinburgh.gov.uk; Damian.Sharp@transportscotland.gsi.gov.uk
Cc: Andie Harper; Susan Clark; Trudi Craggs; Stewart McGarrity
Subject: InfraCo ITN and process to award

Graeme/James/Alan/John/Keith/Damien

Enclosed is our draft paper that we propose to put to the Tram Project Board tomorrow to inform the decision making process on whether to release the Infraco ITN on Tuesday.

Apologies for the short notice but could you review the enclosed and advise any comments by 9:30 am tomorrow morning. Should you wish to discuss this with me tonight please call me on my mobile number shown below.

Regards

Geoff Gilbert - Project Commercial Director

TRAM Project

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