
From: Colin McLauchlan
Sent: 12 October 2007 16:47
To: Graeme Bissett (external contact); Willie Gallagher; Matthew Crosse; Geoff Gilbert
Subject: RE: Contract risk

Absolutely Graeme and even a lay man goes "oh aye fixed price my bahootee!!"

In some ways its really a starting line and finishing line – they start there and we want to finish there

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From: Graeme Bissett [[mailto:graeme.bissett@\[redacted\]](mailto:graeme.bissett@[redacted])]
Sent: 12 October 2007 16:45 -
To: Willie Gallagher; Matthew Crosse; Geoff Gilbert; Colin McLauchlan
Subject: Contract risk

An area where it might be helpful to have more high level clarity is the extent to which "fixed price" means "fixed price". We don't need to rehearse all of the risk transfer issues, but my concern is that the impending lay audience will assume fixed means fixed, with no risk. We know the circumstances in which this might not be true and we should have a statement ready which explains fairly what the position is without involving a detailed risk analysis.

Any views ?

Regards
Graeme

Graeme Bissett

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