From: Geoff Gilbert Sent: 11 April 2007 17:02

To: David Crawley; Matthew Crosse Cc: David Crawley; Matthew Crosse Tony Glazebrook; Susan Clark

Subject: RE: SDS Project Manager - COMMENTS

David

Agreed

Regards

Geoff Gilbert - Project Commercial Director TRAM Project

tie limited Verity House 19 Haymarket Yards Edinburgh EH12 5BH



From: David Crawley Sent: 11 April 2007 17:01

To: Geoff Gilbert; Matthew Crosse **Cc:** Tony Glazebrook; Susan Clark

Subject: RE: SDS Project Manager - COMMENTS

Geoff,

I am happy either way - just seeking clarity! I agree that management of SDS is for me to deliver - but I have to ensure that you are satisfied commercially. This was done by engineering supporting the procurement/commercial function but is now commercial support to engineering. As you say - a mutually supportive team. I don't think we need to do anything else other than get on with things now.

Many thanks,

David

From: Geoff Gilbert

Sent: Wed 11/04/2007 16:53 **To:** David Crawley; Matthew Crosse **Cc:** Tony Glazebrook; Susan Clark

Subject: RE: SDS Project Manager - COMMENTS

David

Generally agree with your comments except for bullet point one – I think that Tony continues to report to you given that as PM his focus is on managing SDS engineering delivery (these are things that I'm not qualified to guide Tony on) within the context of the SDS contract. Not ducking but I think that Ailsa and myself provide commercial support to Tony thus enabling him to fulfil his PM role. This may be nit picking a little as at the end of the day we need to operate as a mutually supportive team.

Regards

Geoff Gilbert - Project Commercial Director TRAM Project

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From: David Crawley
Sent: 11 April 2007 16:34
To: Matthew Crosse

Cc: Tony Glazebrook; Geoff Gilbert; Susan Clark **Subject:** RE: SDS Project Manager - COMMENTS

Matthew.

Tony and I have discussed - good move!

I think that the degree of involvement that Tony had already in terms of supporting Ailsa makes this sensible and as you know from our discussion yesterday I dealt with 10 or so letters mysef on Tuesday.

There are some things to pick up in consequence:

- I assume Tony will be doing this with a reporting line to Geoff (which continues to make sense). That being
 so, Tony has two lines of reporting (Geoff and me) not a problem, but one we should acknowledge formally.
 In fact this arrangement formalises what was being to happen anyway the closer engineering support of
 contract maangement of SDS. It will also aid the progress management and 'content' management of SDS
 which I/Tony undertake.
- As a consequence of Tony's new role it may be helpful for us to review the totality of what the Tony and I are
 actually involved in now (as part of the overall engineering activity) so we can see how everything is working).
 I will send a separate note on this with some suggestions.
- It is important that we continue to have Ailsa's involvement. I think Ailsa is a valuable member of the project team whose grasp of facts and tenaciousness will prove to be of benefit and this change will give her a chance to learn something about building relationships with SDS. I don't know her feelings on this change, but I hope her involvement continues.

David

From: Matthew Crosse Sent: Wed 11/04/2007 10:44

To: Ailsa McGregor; Tony Glazebrook

Cc: David Crawley; Geoff Gilbert; Susan Clark; Trudi Craggs

Subject: SDS Project Manager

Ailsa, Tony

This note confirms our recent discussions.

Tony Glazebrook is to take over the Project Manager Role (as defined in the SDS contract). So all the letters will be directed to, and come from him.

Ailsa, will still provide the commercial support and diligence for the contract management to Tony. And in addition, we are seeking additional commercial support for Ailsa within Geoff's team.

Actions:

- Tony discuss/confirm with Dave Crawley asap
- Ailsa to prepare a letter from me to Steve Reynolds advising the change
- I will then talk to SDS and give them the letter.

Kind regards

tie limited

Matthew Crosse Project Director - Tram

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