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**From:** Bob Dawson  
**Sent:** 20 February 2007 18:29  
**To:** Chandler, Jason; Geoff Gilbert  
**Cc:** Dolan, Alan; Reynolds, Steve; Ennion, Bruce  
**Subject:** RE: Meeting Agenda for 22nd February 2007

Jason,

Thanks for your e-mail. I will advise the bidder that the meeting will not take place.

I won't respond at length to your comments as I don't know all baggage of the **tie** / SDS history. However I do think there needs to be a much more improved liaison.

As an aside, my philosophy in dealing with people is fairly simple, I try to put myself in the other guy's position and ask myself how I'd feel if I was him. Then if I've been unreasonable, I apologize. I find that it works quite well but I don't carry on doing it if it isn't reciprocated.

Regards

Bob Dawson  
Procurement Manager

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**From:** Chandler, Jason [mailto:ChandlerJ@pbworld.com]  
**Sent:** 20 February 2007 17:06  
**To:** Bob Dawson; Geoff Gilbert  
**Cc:** Dolan, Alan; Reynolds, Steve; Ennion, Bruce  
**Subject:** RE: Meeting Agenda for 22nd February 2007

Bob,

Just to reaffirm SDS's commitment to support tie in the manner prescribed at the '**tie event**' last week.

We are very mindful of the advisory role that we have been asked to adopt and also of the reliance on PB as the Engineering Arm of the tie organisation and in doing so we see resolution of the track form is key to driving through the design and we would welcome the opportunity to progress this. A fundamental part of this is reaching a common understanding of the **tie** priorities with regard to track form and selection criteria. As you know, SDS have produced a comprehensive track form evaluation document and have requested dialogue with tie to resolve the selection criteria and weighting on priorities on rates of construction, capex costs, whole life costs, longevity and risk of the use of a non-tried and tested track form for in passenger service.

I discussed this with David Crawley and Tony Glazebrook last week and raised this as one of **the** most critical issues to resolve collectively.

Before we sit in meetings with the bidders we would prefer to get a common understanding of the tie technical team in order to assist in the evaluate the bidders proposals.

We definitely do not wish to appear to be unhelpful but you will understand that on the agenda we are being asked to field questions on the bidders suggested track form. We have only had the opportunity of a speed read of the bidders proposals which we consider to be imprecise and unclear. In order to properly support tie as your engineers we require the common understanding of the evaluation criteria and processes tie wish to adopt to review the bidders proposals inclusive of track form. These are specialist issues and we would want to ensure that a suitable response to bidders questions are provided.

We have arranged for our track specialist/ DTL to peruse the technical documentation provided by the bidders. Tony has now signed a confidentiality statement and will do a technical review on Monday/Tuesday 25/26th February for the Team. we will report our findings and will return this to tie accordingly.

We hope that this is of help and I am happy to discuss how we can best support you going forwards.

Regards,

Jason

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**From:** Dolan, Alan  
**Sent:** 20 February 2007 16:18  
**To:** Reynolds, Steve; Chandler, Jason  
**Subject:** FW: Meeting Agenda for 22nd February 2007

See below,

I have not answered yet. See letter LET-00513 dated 14th February. Penultimate para and last para seems to have upset them.

Alan

Regards

Alan Dolan  
Deputy Project Manager  
Edinburgh Tram Project

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**From:** Bob Dawson [mailto:Bob.Dawson@tie.ltd.uk]  
**Sent:** 20 February 2007 15:10  
**To:** Dolan, Alan  
**Cc:** Geoff Gilbert  
**Subject:** FW: Meeting Agenda for 22nd February 2007

Alan,

Further to our discussion earlier, below is the latest e-mail from BBS regarding the proposed meeting that you are unwilling to attend. I would be grateful if you'd review and if this remains your position, I'll advise them accordingly.

With regard to your request to Ailsa (who isn't here), for an instruction before confirming the next information release, I'm not in a position to confirm but I've referred to Geoff.

On a personal basis I would ask that where SDS is intending to adopt a position that differs from that previously discussed and directly affects me, that you walk round the corner and let me know face to face. I don't think that is too out of step with the culture change discussions of the 'tie together' event that we attended last week.

Bob Dawson  
Procurement Manager

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

**From:** Wright, Stephen [mailto:Stephen.Wright@siemens.com]  
**Sent:** 20 February 2007 11:58  
**To:** Bob Dawson  
**Cc:** Scott McFadzen (E-mail); Hunter, Tim; Roscoe, Ian  
**Subject:** Meeting Agenda for 22nd February 2007

Bob,

I received your last email regarding the availability of the SDS designer and would suggest the attached agenda for the meeting on the 22nd in Edinburgh.

I have already arrange attendance from Germany and given that items such as track have not been discussed at all, I would hope that some representation form SDS could be ensured.

I have also included a section at the end of the meeting so that we can discuss the stage 2 bid deliverables, as discussed last week it would be beneficial to establish what is now required and what your expectations are.

We also discussed maintenance, very briefly, at the commercial meeting last week and it was suggested that a separate meeting we set-up to clarify what you expect in the bid submission. As stated at the meeting the information supplied in the tender and the unknown items such as tram supplier, frequency, etc, make the formation of an accurate maintenance price very difficult.

I appologise for being slightly repetative on the last two items but clarification would be appreciated and I trust that it will be possible to discuss these items on Thursday.

Thanks

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