

Mandy Wilson

From: Fitchie, Andrew [Andrew.Fitchie@dlapiper.com]
Sent: 12 May 2008 13:20
To: Dave Anderson; Graeme Bissett; Willie Gallagher; Steven Bell; Dennis Murray; Susan Clark; Colin McLauchlan; Jim McEwan; alastair.richards@tie.ltd.uk; david_mackay [REDACTED] Neil Renilson (TEL); Duncan Fraser; Donald McGougan; Rebecca Andrew; Gill Lindsay
Subject: RE: Final deal terms

Thank you for this. The DLA Piper team have been pulling out all the stops to support tie's programme - but it takes two to tango (or this case BBS, CAF and SDS!).

kind regards

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From: Dave Anderson [mailto:Dave.Anderson@edinburgh.gov.uk]
Sent: 12 May 2008 09:00
To: Graeme Bissett; Willie Gallagher; Steven Bell; Dennis Murray; Susan Clark; Colin McLauchlan; Jim McEwan; alastair.richards@tie.ltd.uk; Fitchie, Andrew; david_mackay@tiscali.co.uk; Neil Renilson (TEL); Duncan Fraser; Donald McGougan; Rebecca Andrew; Gill Lindsay
Subject: RE: Final deal terms

Graeme Many thanks to you and your colleagues for your hard work burning the midnight oil to get us to this position. Given the circumstances in which we found ourselves last week this is a very good outcome. Best Regards. Dave

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From: Graeme Bissett [mailto:graeme.bissett [REDACTED]]
Sent: 12 May 2008 01:27
To: 'Willie Gallagher'; 'Steven Bell'; 'Dennis Murray'; 'Susan Clark'; 'Colin McLauchlan'; Jim McEwan; alastair.richards@tie.ltd.uk; 'Fitchie, Andrew'; david_mackay@tiscali.co.uk; Neil Renilson (TEL); Dave

13/05/2008

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Anderson; Duncan Fraser; Donald McGougan; Rebecca Andrew; Gill Lindsay
Subject: Final deal terms

Here is the updated final deal paper, track changed from the version issued last Thursday and reflecting the negotiations on Friday. The net result is that the headline budget goes to £512m from £508m. The components are somewhat complicated but boil down to :

- Full negotiated incentivisation bonus of £4.8m is included in the headline number
- We have evaluated £4.6m of risk contingency savings but have reflected only £1.8m in the headline number
- We have kept separate the £3.2m of contingent Phase 1B demob cost. This factor and the balance of unrecognised risk improvement effectively offset each other
- A further £1m general risk provision has been added

This means that the supply chain pressure claimed by BBS which gave rise to the late negotiation has been met by milestone related incent bonus and in return we have bought out risk.

Regards
Graeme

Graeme Blissett

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