
From: Willie Gallagher
Sent: 09 May 2008 13:26
To: joachim.enenkel@bilfinger.de; Hofsaess, Stefan
Cc: Richard.Walker@bilfinger.co.uk; flynn.michael@siemens.com; Steven Bell
Subject: Edinburgh Tram Deal

Joachim / Stefan,

Thank you for the cooperation of your team to agree the final contracts. The final item to be agreed is price. Richard has informed me that BB require £9m, we have agreed £6.2m, but in return for improved value to our project. It is not legally possible for me to agree any additional payment with no associated benefits in return. I have asked Richard to meet with my Steven Bell and try to develop a further set of conditions which may provide additional revenue to the Consortium but only if I can demonstrate that we have received value in return.

If possible, I would aim to conclude this negotiation by 3pm, I am due to brief the Scottish Minister shortly after that.

I urge you to take a realistic and pragmatic approach to conclusion. There is additional scope and therefore Business for BBS, but only if this project moves forward now.

I am on mobile until 3pm.

Kind Regards

Willie