
From: Bob Dawson
Sent: 16 August 2007 11:04
To: Andy Steel - TSS
Subject: RE: Infraco Procurement

Andy,

The meetings that Matthew, Susan, Geoff and Alastair are having are 'high level' issues and getting the price down.

The rest of us still need to press on resolving necessary detail. I doubt we'll get everything done, so each of us will need to prioritize, liaising with JP to take account of the issues that might have the biggest price variable.


I have a concern that although we may have firm rates for many items, the extent of unresolved design or specification issues, together with the timescale for execution, does mean that the variable element of bids may be greater than we would like and also any 'clear water' between the Infraco Bidders, making selection of Preferred Bidder difficult.

Regards

Bob Dawson
Procurement Manager

tie Limited
Citypoint
65 Haymarket Terrace
Edinburgh
EH12 5HD

Tel: [REDACTED]
Mob: [REDACTED]
e-mail: bob.dawson@tie.ltd.uk

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From: Andy Steel - TSS
Sent: 16 August 2007 10:30
To: Bob Dawson
Subject: Infraco Procurement

Bob

Can you give me an update or some advice.

Going back to Tuesday's meeting to be honest I got thrown a bit because Roger and I had prepared a high level type of input on the sheets that were put out on the basis that was what I thought the negotiating team were looking for. Instead of which we spent the whole day trawling through details. Leaving aside that the majority of them appeared to be a complete surprise to some people (which planet have they been on for the last 3 months?) we still need to have a clear understanding of what is really considered important in coming to the immediate decision as to choosing a preferred bidder.

I appreciate that it may have been discussed last night/this morning but I would like a steer so that I can either submit the technical issues or rewrite them.

Also how much should we be carrying on with technical queries with the bidders. The last instruction I had was that last Monday was the deadline. Has that changed?

I am just about to take Jill to the hospital but I should be back by half twelve.

Andy