
From: Willie Gallagher
Sent: 06 May 2008 07:26
To: david_mackay@██████████; Steven Bell; Graeme Bissett (external contact); Stewart McGarrity
Subject: FW: ETN - proposal

FYI

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

From: Willie Gallagher
Sent: 06 May 2008 07:24
To: 'Joachim Enenkel'
Subject: RE: ETN - proposal

Joachim,

Reflecting on our discussion last night, it would appear that there remains a £9m problem which needs to be resolved. If we agree to the 1(b), I will still need approval as I would require making a contingency for the event. I also need to understand that it is a true reduction, and will not reappear later in our negotiations on 1(b) - I assume that you will provide that assurance.

This leaves a £6m gap. Assuming this remains a BB only problem, it would be worthwhile starting discussions today between your team and tie. For any request to Government for funds to be credible, I need documented evidence of the scale of the problem. I would also propose that the teams look at a package of options which can be agreed as improving the BB proposal and helping to bridge any gap.

Talk soon,

Willie

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

From: Joachim Enenkel [<mailto:Joachim.Enenkel@bilfinger.de>]
Sent: 05 May 2008 21:08
To: Willie Gallagher
Subject: ETN - proposal

Dear Willie,

Following our discussions this afternoon please find the following:

In respect of the money transferred at Preferred Bidder Stage from 'Phase 1a Preliminaries' into 'Phase 1b Price' TIE confirms that in the event Phase 1b does not proceed, TIE guarantees that the Bilfinger Berger share of 3.3 Mio GBP will be paid directly to Bilfinger Berger under the contract for Phase 1a. However it should be noted, that earlier an overall sum of 4.7 Mio GBP had been transferred from Phase 1a to Phase 1b for BBS, of which 3.3 Mio GBP is for BB and 1.4 Mio GBP is for Siemens.

The above understanding is based on the assumptions, that TIE and BBS will conclude a contract award for ETN Phase 1a.

Please let me know if you need additional input on the above.

Regards Joachim Enenkel