

Meeting at 20 Finsbury Street

Friday 20<sup>th</sup> November, 2015

In attendance: Chris Broe, Alisdair Cameron, Gavin Bell, Nigel Shaw, Regina Moran

#### Agenda discussion topics

1. Appetite for proceeding
2. Governance
3. Next Steps
4. Money
5. Commercials
6. Communications

1. There was consensus between the two parties that we wish to proceed as rapidly as possible to conclude a deal before Christmas on Trinity 1 (existing system and Service) with ROM pricing also in place for Trinity 2 (new functionality and expanded scope)
2. From a governance perspective, we outlined our Business Approval Process. PoL plan to go to the Board with our proposal (to be dealt with under CCN) on Wednesday 25<sup>th</sup> November. Note that BIS will be in attendance. In parallel, they are working on the procurement and legal challenges. Proceed then to agreement in principle for December 1<sup>st</sup> when Duncan and Regina meet with Paula and Al. Board approval to be sought via a Board call by December 7<sup>th</sup> or 14<sup>th</sup> if the first date is unachievable.
3. Next steps are for Fujitsu to finalise Trinity 1 pricing and ROM pricing for Trinity 2. PoL to execute governance plan. Fujitsu to demo Horizon anywhere to Exec team.
4. Some discussion on the price differential between Fujitsu and the current provider on ongoing run costs (£12m versus £27m) on Trinity 1. Is there a way to bring it down and bring the cost forward? PoL have to be able to sell the deal. Trade off between what it costs and how long it takes for Trinity 2. Lengthy discussion on Trinity 2 solutions.
5. Both parties favour the CCN approach and short commercial negotiation. Need to get commercial engaged on PoL side to match Mike Harvey on FJ side.
6. Both parties favour very low key communications approach given the sensitivities. A joint plan will be agreed

The meeting concluded after one hour. Very cordial and productive discussion between all parties.

#### Other points

Al raised the issue of FJ independent witness in cases. Gavin explained the independent expert approach in place. Sparrow was also discussed but not perceived as a major issue.