Board
Out of meeting paper **Record of approvals**

If confidential, protective marking[1]	
Out of meeting paper reference	BRD1819-001
When circulated	14/06/2018
Circulated by	Ian Wright
Report Title	MerseyTravel Ferries proposal approval
Sponsor	Ian Wright
Author(s)	Toby Cotton

Responses by Board Members

From	Reference	Comments, if any
Jeff Halliwell	A	
Philip Mendelsohn	B	This seems to be a sound proposal, my comments are as follows (primarily to learn for the future): • Does the brief give any budget guidance – would be good to understand where we are pitching; • You state they only ask for Quant but we are proposing Quant + Qual – is this acceptable within the scope of the tender (i.e. do we not need to offer a Quant only bid)? • Are we clearly expounding why they should do Quant + Qual? • Are we offering a compliant bid(i.e. Quant only?) and showing that Quant + Qual is better value? • Does the brief ask for different Quant survey sizes? • If not, are just offering a range of prices or are we clearly stating you should do X, but may wish to consider Y or Z? • In my view there is nothing worse than getting bid options for no obvious reason – it suggests a lack of clarity or decisiveness in the bid? • Should we not increase our management resource for increasing Quant survey size? • We seem to be able to make a good margin – so a real opportunity for us.
Marian Lauder	A	
Isabel Liu	A	
Theo de Pencier	A	
William Powell	A	
Arthur Leahtley	A/L	

[1] ie RESTRICTED plus COMMERCIAL / POLICY / STAFF / PERSONAL PROTECT

Key to references

A: Yes, I am content
B: Yes, I am content but would like to make one or more points for the record (please set these out in your email)
C: I need more information to reach a decision (please indicate what further information you require)
D: No, I am not content (please explain why not)
A/L: annual leave or otherwise no response
S: project or paper sponsor

Business Services record

Responses recorded by	Michelle Calvert
Decision reached	Approved
Feedback to sponsor and author (date)	25/06/2018
Date this record complete and uploaded to Connect	25/06/2018
Signature	

J Halliwell
Chair signature

26/6/18
Date