



Lochlan
Bloomfield/Australia/IBM
03/08/2007 09:39 PM

To
cc
bcc

Default custom expiration
date of 02/08/2008

Subject Fw: Did u speak with Barb this week?

We had a session today with Bradley, Ford, Perrott...and a few others. From Accenture it was myself, Salouk and Doug Snedden (Australia MD).

Be interested in any feedback you can get with respect to that session. Also interested in what meetings IBM are having with those guys. Have they been in front of Gerard?

It is clear that Gerard wants to know our number ASAP. We said we can give a fixed price for the next release, but would need to "Transition in" over an up to 6 month period, in which time we will be able to fully cost and FP the whole deal.

Next Tuesday we will present a 'Not To Exceed' (NTE) budget figure. This is a figure we think is a reasonable estimation of the total program and something we will work with them on to scope and manage the program within this number. This is a total Program Cost, ie. internal and external costs. They say they have about \$100m left. They know that is not enough, but we want to know how much more can they bare. Perhaps you could test her on her expectations for an NTE and if she is not forthcoming with information then try some ranges and assess her comfort...eg. do they expect + or - \$200m? If above ...how much...if below...how much.

One of our concerns is that a competitor will offer them a "silver-bullet" for a ridiculously cheap price...ie. within the remaining budget. Make sure she has significant doubts that that can be achieved...it can't. Anyone who offers one is not credible .

You can also let her know "through your experience with industry" that everyone is sick of their indecisiveness and will start walking away. They need to be decisive and not water down a decision ie select an SI and don't go half baked with a couple vendors for an interim stage

Our presentation and proposal are due on 7 August, so feedback straight after your meeting will be much appreciated. Depending on how good it is, there could be a Grange based Cha Cha before retirement.

cheers

Simon



Lochlan
Bloomfield/Australia/IBM
03/08/2007 09:45 PM

To Paul Surprenant/Australia/IBM@IBMAU
cc
bcc

Default custom expiration
date of 02/08/2008

Subject *Confidential: Accenture intelligence

Paul,

Following is an email sent from Simon Porter to a mutual friend in the industry, who knows Barbara Perrott. It gives us some insight into Accenture's thinking.

We can speak on Sunday about how we allow for this in our presentation.

Please keep this to yourself.

Cheers

Lochlan

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cheers

Simon



Cheryl
Bennett/Australia/IBM

22/08/2007 03:57 PM

Custom expiration date of
22/08/2008

To Lochlan Bloomfield/Australia/IBM@IBMAU, Rob
Pagura/Australia/IBM@IBMAU
cc Brooke Freeman/Australia/IBM@IBMAU, Chris
Prebble/Australia/Contr/IBM@IBMAU, Cliff
Bailey/Australia/IBM@IBMAU, Kate

bcc

Subject Corptech Update...

Hi Team,

I have just had some intel that I thought I should channel through to you all for discussion. This has *evidently* been feed through Corptech today & as I am not totally across it all, I hope it makes sense to you.....

- Accenture are sitting at 76% scoring out of 100%
- IBM are sitting at 71% scoring
- IBM are perceived to want to off-shore more than Accenture which is why they have a higher rating at this time
- LogicaCMG are not bidding as they currently have 30+ people entrenched in Main Roads, Education, Housing & Health
- Corptech/SSI are not going to be doing Workbrain, Saba or RecruitASP, individual departments are going to now be responsible for doing there own HR solutions
- Release 5 is expected to only have 20% of budget left when released

Kind Regards

Cheryl

Cheryl Bennett
Client Executive
Queensland Public Sector
IBM Australia Limited
Level 5, 348 Edward St
Brisbane, QLD 4000 AUSTRALIA
IBM Values:

1. *Dedication to every client's success*
2. *Innovation that matters - for our company and the world*
3. *Trust and personal responsibility in all relationships*

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Notes email: Cheryl Bennett/Australia/IBM

Website: [IBM Australia Public Sector, Education and Health](#)



Joseph
Sullivan/Australia/IBM
29/08/2007 04:00 PM

To Lochlan Bloomfield
cc jason.cameron@au1.ibm.com
bcc

Custom expiration date of 29/08/2008
Subject RFO

History: This message has been replied to.

Hi Lochlan,

I have spoken to resource management and they said they have no issues with me staying for next week to work on the RFO and possibly beyond. They have requested that I ensure that there is a BMP code available and that I have your OK for my expenses to be charged to this code. Can you please confirm this.

As I told Jason this morning I have been unable to locate any of the vendor proposals on the G drive. One of the government guys who told me he had looked through them all said that they have all been removed along with quite a few other directories that were with them. So looks like we were just a little bit too late.

Regards

Joseph Sullivan
Senior Consultant
IBM Global Business Services
Melbourne, Australia
ph: [REDACTED]
email: joseph.sullivan@au.ibm.com



Re: RFO

Lochlan Bloomfield to: Joseph Sullivan

Default custom expiration date: 29/08/2008

30/08/2007 07:21 AM

[Show Details](#)

Thanks for the update.

Joseph Sullivan

Hi Lochlan,

29/08/2007 04:02:45 PM

From: Joseph Sullivan/Australia/IBM
To: Lochlan Bloomfield
Cc: jason.cameron@au1.ibm.com
Date: 29/08/2007 04:02 PM
Subject: RFO

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Regards

Joseph Sullivan
Senior Consultant
IBM Global Business Services
Melbourne, Australia
ph:
email: joseph.sullivan@au.ibm.com