

Message

From: max.cairnduff@cabinetoffice.gov.uk [max.cairnduff@cabinetoffice.gov.uk]
on behalf of Covid PPE Priority Appraisals Mailbox <covid-ppe-priority-appraisals@cabinetoffice.gov.uk> [covid-ppe-priority-appraisals@cabinetoffice.gov.uk]
Sent: 09/04/2020 08:44:28
To: Moore, David (DES EngSfty-QSEP QA-FFE) [David.Moore104@mod.gov.uk]
Subject: Re: FASTTRACK Element CH 2 Pictures 3

I&S

Absolutely use me as a POC.

I check this email more frequently than my personal one. That's max.cairnduff@cabinetoffice.gov.uk, but this is usually faster to get me on.

We're actually looking at developing a template response to suppliers who give us exploding offers which we don't find credible. It's extremely irritating in these circumstances to have people playing negotiating games with us.

Re the VIP priority thing, the key bit is knowing where they are in the process and an ETA for them coming back out of it. If we have that we can (usually) manage them. Without it they tend to escalate to ministers (or even the press) and it creates a surprising volume of headwinds for the programme.

Speaking personally, I don't want a middling VIP lead prioritised over a credible high priority lead any more than you do. We're totally on the same page on that. However, if two leads are otherwise equal priority and one is VIP, some weighting to the VIP is helpful. Even where that's not practical though intel on timings is invaluable.

Best,

Max

On Thu, 9 Apr 2020 at 09:27, Moore, David (DES EngSfty-QSEP QA-FFE) <David.Moore104@mod.gov.uk> wrote:

Max,

Looks like we are on the same page – big hugs I&S and your team – let's get cracking.

Can I use you as a key POC for any queries please, or does everything just come through to this email, a phone number will be good