

From: Adam Voce <adam@g-cv.com>
Sent: 23 October 2019 10:13
To: Brad Alcini <brad.alcini@ransquawk.com>; Yogesh Chandarana <yogesh.chandarana@ransquawk.com>; Aubrey Hayward <aubrey.hayward@ransquawk.com>; Adam Linton <adam.linton@ransquawk.com>; Alec Baughan <alec.baughan@ransquawk.com>
Cc: Cynthia Busfield <cecb@cecb.uk>; phillip.r.a.williams <phillip.r.a.williams@gmail.com>; George Eaton-Busfield <george@g-cv.com>
Subject: Re: Gelber cancel

Hi Brad, Yogesh, Aubrey, Adam, Alec, et al.

We are currently engaging with Yogesh to try and address and enhance the US desk service and resources.

Relatedly, Brad - your points below are noted and in response please all now share all your thoughts, as this is clearly the ideal time, on what additional resources the business can invest in and/or secure to enable us to enhance position and service and compete better in the marketplace.

Please speak openly and freely and on the understanding that investment can be made available for ideas and resources that are believed and/or can be evidenced to enable us to add value and enhance the business offerings.

But obviously input is needed from yourselves, as those best placed to have market insight and knowledge - so again -please provide and share all your ideas, suggestions, insights in reply to this email.

Look forward to hearing from you and please note it is our wish to move quickly on this so please reply as soon as possible.

Thanks
Adam

On 22 Oct 2019, at 18:02, Brad Alcini <brad.alcini@ransquawk.com> wrote:

Guys-

This email is to inform all that Gelber who we bill \$8100 per month will be greatly reducing their need for our service. My guess is approx \$7100 per month reduction to approx 1k per month of billings.

The environment for traders is continuing to change and their needs relating to tools they use for trading are changing as well. With proprietary trading continuing to shrink we are forced to compete with larger firms that provide more equity centric information, this means spending money on new product, etc.

My concerns for further loss of business grows, I think my US book is coming to an end. Just want all of you to understand what the reality is.

Brad

Sent from my iPhone

<https://t.sidekickopen70.com/s2t/o/5/f18dQhb0S7n28cNIWfW5xDW_F2zGCvGW40Fv_62SXv86N6W0__4S9Tq2N8qISJv1CmJVf2bFwTW03?si=8000000004872272&pi=60195bfb-26d6-46e2-bd3e-16246e216837>