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**From:** George Eaton-Busfield <[george@g-cv.com](mailto:george@g-cv.com)>  
**Sent:** 03 January 2017 12:00  
**To:** Aubrey Hayward <[aubrey.hayward@ransquawk.com](mailto:aubrey.hayward@ransquawk.com)>; Laura Bennett <[laura.bennett@ransquawk.com](mailto:laura.bennett@ransquawk.com)>  
**Cc:** Jason, The JET Group <[jason.earl@thejetgroup.co.uk](mailto:jason.earl@thejetgroup.co.uk)>; Adam Dullenty <[adam.dullenty@ransquawk.com](mailto:adam.dullenty@ransquawk.com)>; Alec Baughan <[alec.baughan@ransquawk.com](mailto:alec.baughan@ransquawk.com)>; George <[george.busfield@ransquawk.com](mailto:george.busfield@ransquawk.com)>; [jeff.todd@ransquawk.com](mailto:jeff.todd@ransquawk.com)  
**Subject:** RE: ECB SATELLITE PLANNING

Aub / Laura,

In response:

1. I suggest the clause to cancel video is in perpetuity – i.e. we need to be able to drop video at anytime.
2. We also need a clause that allows us to cancel with notice of 3 months max / 1 month preferable.
3. We need to contact a n other supplier(s) ASAP and get a backup price cost – as discussed it is not sensible to be reliant on one company. IN FACT AS A RULE WE SHOULD ALWAYS LOOK TO HAVE TWO OPTIONS ON ANY SOLUTION – WHETHER IT BE IT or PERSONNEL ETC. – In a similar way to our KISS philosophy.
4. Also .. can we get this cost down – at least for the first 3 months while we ‘trial the service’ ... Aub see if you can negotiate something. Thanks.
5. AND Aub – please also validate WHY we need to pay twice for Audio when we take the video option (akes no sense to me!)
6. AND JASE - def need validation on server and impact on costs.

People – costs are escalating all over the pace and I am giving you advanced warning that this is unsustainable unless Sales / Revenues increase off the back end.

We are in a good place but we have to protect that position.

Please bear in mind.

Thanks

G

**From:** Aubrey Hayward [<mailto:aubrey.hayward@ransquawk.com>]  
**Sent:** 03 January 2017 11:27  
**To:** Laura Bennett <[laura.bennett@ransquawk.com](mailto:laura.bennett@ransquawk.com)>  
**Cc:** Jason, The JET Group <[jason.earl@thejetgroup.co.uk](mailto:jason.earl@thejetgroup.co.uk)>; Adam Dullenty <[adam.dullenty@ransquawk.com](mailto:adam.dullenty@ransquawk.com)>; Alec Baughan <[alec.baughan@ransquawk.com](mailto:alec.baughan@ransquawk.com)>; George <[george.busfield@ransquawk.com](mailto:george.busfield@ransquawk.com)>; [jeff.todd@ransquawk.com](mailto:jeff.todd@ransquawk.com)  
**Subject:** Re: ECB SATELLITE PLANNING

Thanks Laura

Thats how I understand where we currently are too.

We need clarification on:

- Server capability to offer video to all clients (Jase to liaise with Alec on numbers)
- Clause definitely to be inserted for early termination before finalising fully redundant Setanta contract

The above needs agreement this week so we can begin to advertise **in advance** of 19th January meeting ready to charge for audio and video as discussed for 9th March.

Aub

On 3 January 2017 at 10:32, Laura Bennett <[laura.bennett@ransquawk.com](mailto:laura.bennett@ransquawk.com)> wrote:

Hi All

We obviously need to get the server situ sorted as soon as possible given that time is ticking til the next ECB. Jase, can you evaluate what we need and the costs and come back to us with the info by the end of tomorrow?

Also we need to go back to Mark at Setanta and confirm on the costings / contract. I believe from the meeting we had before we are ok to go ahead with the costs for a fully redundant service, however, we would like a get out clause after 3 months for the combined video / audio feed. This will give us enough time to ascertain whether the service is profitable or not. Can you confirm on this and I will be happy to go back to Mark on this. See below for costs:

### **Non-Redundant Costs**

The price for a non-redundant audio only and audio/video feed will be:

- Non-redundant audio only service: Annual = €3,600 p.a (Monthly = €300 p.m.)
- Non-redundant video/audio combined service: Annual = €6,000 p.a. (Monthly = €500 p.m.)

### **Total for non-redundant service:**

Annual = €9,600 p.a. (Monthly = €800 p.m.)

### **Fully Redundant Additional Costs**

The price for a fully-redundant audio only and audio/video feed will be:

- Fully Redundant audio only back-up additional pricing: Annual = €2,400 p.a. (Monthly = €200 p.m.)
- Fully Redundant video/audio combined back-up additional pricing: Annual = €3,600 p.a. (Monthly = €300 p.m.)

Total Fully Redundant Service is therefore

Annual = €15,600 p.a. (Monthly = €1300 p.m.)

Adam / Jase / Alec, are there any other technical aspects of this we need to sort additional to our server situ?

Thanks

Laura

On 23 Dec 2016, at 15:51, Jason, The JET Group <[jason.earl@thejetgroup.co.uk](mailto:jason.earl@thejetgroup.co.uk)> wrote:

In regards to CPU load it technically can go up to 400% on the server as there are 4 cores (think of them like 4 separate CPU's), so in reality CPU usage wasn't running as close to full capacity as it might seem. That said I think a standby server would be good next time.

Jase.

On 22/12/16 19:22, Aubrey Hayward wrote:

Hi

Thanks for all your participation today, we achieved a lot albeit we still have a lot of questions unanswered.

Jase/Adam sorry you couldn't be on and sorry we started way later than planned.

I won't go through the details of pricing, release of service and to whom etc. I need to focus on the technicals. Sadly this isn't my strong point BUT we have to get this right so I suggest and request the following:

Adam you are sadly leaving and you've left us with your ECB satellite baby. We now have to monetise this and there is only so much of the 'handover' Laura can absorb. Jason we will absolutely need you with us for the next 1-2 meetings to accompany Laura. This is 19th Jan and 9th March. We are pretty comfortable I think with Setantas coverage of the audio service and I gather Laura managed well. The unknown here is the video service whereby we are almost a victim of its success. I understand that last meeting we trialled to 30 viewers and it worked fine albeit server CPU according to Alec reached 75%. We clearly aim to offer this to more

than 30 so hypothetically what do we need to do/purchase for 1000 viewers? More servers, better and bigger bandwidth - I have no idea and I clearly have no idea of cost. It may turn out that this is too expensive a service for the masses and we can only offer it to say 30? Either way I need to know.

Laura please liaise with Jason (and Adam where feasible) on any issues regarding operation. Jase/Adam please get back to me on video server costings. Alec please feel free to input technically - you have way more understanding than I. At the end of the day we need everyone to be responsible for their own area of expertise and report that in a timely way to me please who will take overall responsibility before liaising with George.

Clearly we are in the eye of the storm with regards to this project so it will only get easier as we move forward.

Thanks as always for everyone's efforts.

Aubrey

(Oh Merry Xmas!)