

Capita Symonds

Urban Vision Partnership Ltd
Feb 2009

1. Key issues & actions

<u>Risks/ Issues</u>	<u>Actions</u>
1. Workload in ZUVI following move of Altrincham team (Highways Engineers)	<ul style="list-style-type: none"> Redundancy consultation in progress- To be concluded March 09
2. Merging of geo/environment team – given rise to risks and opportunities	<ul style="list-style-type: none"> Full review of sales pipeline and cost base Review of synergies at management level
3. SCC Budget pressures – Negotiation of variations to management fee	<ul style="list-style-type: none"> Continue regular commercial meetings. Review of suggested VER employees Review options to re-invest proportion of variations/savings
<u>Opportunities</u>	<u>Actions</u>
1. Rochdale BSF	<ul style="list-style-type: none">
2. Planning Partnerships	<ul style="list-style-type: none"> Confirmation of Breckland, leading to possible similar deals
3. Plymouth council	<ul style="list-style-type: none"> Successful inclusion on framework -10 out of 24 lots bid.(preferred consultant on 4 lots) Relationship Manager to be appointed to progress work stream.

Sales

<u>TOP 5 wins</u>	<u>TOP 5 opportunities</u>
1. Breckland 40m	<ul style="list-style-type: none"> Salford City College PCP Longshaw (ZUVA)1.1m
2. Hameldon College (ZUVA) 215k	<ul style="list-style-type: none"> CLRL Instrumentation (ZUVG) 667k
3. Green Park (ZUVG) 100k	<ul style="list-style-type: none"> Rochdale BSF (ZUVA) 600k
4. Greengate (ZUVI) 60k	<ul style="list-style-type: none"> Salford BSF – Oasis (ZUVA) 311k
5. Media Cityscape (ZUVI) 50k	<ul style="list-style-type: none"> Isle of Wight appeals (ZUVR) 281k