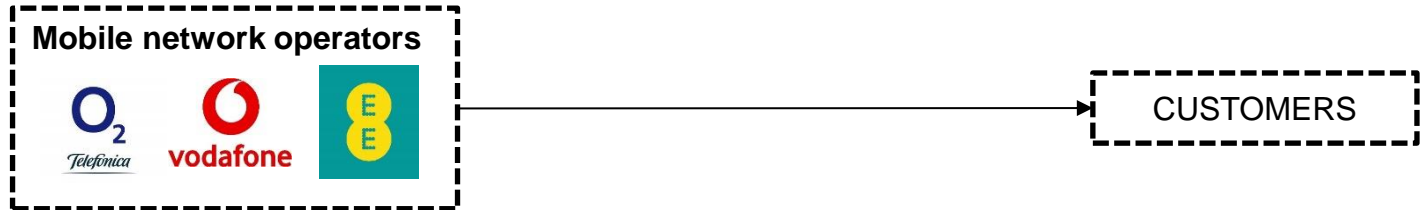


Phones 4u Limited (in administration) v EE & Others

1. Direct



2. Indirect



MNOs pay commission to retail intermediaries once customers have signed up



Key messages from Sepura/Motorola Info Exchange



Hi How's it going?

All done.

Possibly Leonardo or airbus

The whole bit on no mini tenders for 12 months is to get us to give best prices day one. No chance!

No based on the number of opportunities and the likelihood of switching then keep prices as they are.

If it was winner takes all then game on. But to drive no incremental revenue then why give away margin.

My recommendation tomorrow is to keep prices as is. If management say no I will let you know.

My view is to let the dust settle see what happens with ESN then we can have some fun and games but for now let's wait

I get paid on GM not level of discount.

...

Hey [☺]. All good here. Busy as usual. You?

...

Thought you'd be working hard on your PICT submission

...

Who do you think will bid Lot 1 Apart from us 2?

Lol. You'll be keen... I'm sure of that

That means really low in Sepura speak then



Changing the subject. How's life back in the North East?

