



Duncan Elliot <duncan@cloudlobsters.com>

SoW - New engagement

5 messages

Fernando H COSTA <fernando.h.costa@hsbc.com>

Wed, Aug 13, 2025 at 12:36 PM

To: "duncan@cloudlobsters.com" <duncan@cloudlobsters.com>, "tara@cloudlobsters.com" <tara@cloudlobsters.com>, John Smith <john.smith@mansion-house.co.uk>

Cc: Yagnam CHANDRA SHEKAR <yagnamchandrashekar@hsbc.co.in>

Duncan, Tara,

Nice to meet you guys last week.

I am looping our contact in Mansion House, John, whom I ask to have a conversation with you to help us organise this engagement.

@John Smith we are looking for a new engagement on the FQDN initiative which Duncan and Tara have a proposal. Can I please have a SoW with the proposal please?

Conscious that there will be some work to be done in order to get to SoW point and I look forward to hear from you on how long this may take.

Thank you

Fernando

Kind regards,

Fernando H COSTA

Chief of Staff | WPB Tech Digital Platforms

Email fernando.h.costa@hsbc.com

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John Smith <john.smith@mansion-house.co.uk>

Wed, Aug 13, 2025 at 1:19 PM

To: Fernando H COSTA <fernando.h.costa@hsbc.com>, "duncan@cloudlobsters.com" <duncan@cloudlobsters.com>, "tara@cloudlobsters.com" <tara@cloudlobsters.com>

Cc: Yagnam CHANDRA SHEKAR <yagnamchandrashekar@hsbc.co.in>, Sunil DS <sunil.ds@hsbc.co.in>

Afternoon Fernando,

Thanks for your email and introduction to Duncan and Tara.

Happy to assist with this onboarding subject to procurement approvals for sub-contracting and volume discount related items.

In terms of timelines on the basis that the relevant approvals can be provided by Procurement, Mansion House would be able to issue an SOW within 24 hours following an introduction call with Duncan & Tara, and receiving a copy of the scope and deliverables from Cloud Lobsters.

Hi Duncan/Tara,

Good to meet you both.

Would you have time for an introduction call this week?

Look forward to hearing from you.

Kind regards

John



John Smith | Partner | [LinkedIn](#)

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Cyber Security | Technology Infrastructure | Delivery Assurance | Payments | Ecosystem Monitoring | Financial Crime | Treasury

From: Fernando H COSTA <fernando.h.costa@hsbc.com>
Sent: 13 August 2025 12:37
To: duncan@cloudlobsters.com; tara@cloudlobsters.com; John Smith <john.smith@mansion-house.co.uk>
Cc: Yagnam CHANDRA SHEKAR <yagnamchandrashekar@hsbc.co.in>
Subject: SoW - New engagement

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Tara Whitaker <tara@cloudlobsters.com> Wed, Aug 13, 2025 at 10:34 PM
To: John Smith <john.smith@mansion-house.co.uk>
Cc: Fernando H COSTA <fernando.h.costa@hsbc.com>, Duncan Elliot <duncan@cloudlobsters.com>, Yagnam CHANDRA SHEKAR <yagnamchandrashekar@hsbc.co.in>, Sunil DS <sunil.ds@hsbc.co.in>

Hi John

Would a call at 10am on Friday work for you?

Kind regards

Tara

Tara Whitaker

Co-Founder

+44 7585554498

Techspace - Home of the London AI Hub

[140 Goswell Road, London, EC1V 7DY](#)

 **cloudlobsters**

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John Smith <john.smith@mansion-house.co.uk> Thu, Aug 14, 2025 at 9:02 AM
To: Tara Whitaker <tara@cloudlobsters.com>
Cc: Fernando H COSTA <fernando.h.costa@hsbc.com>, Duncan Elliot <duncan@cloudlobsters.com>, Yagnam CHANDRA SHEKAR <yagnamchandrashekar@hsbc.co.in>, Sunil DS <sunil.ds@hsbc.co.in>

Hi Tara,

Sure that works well for me, I will send you a Teams invite shortly.

Many thanks

John



John Smith | Partner | [LinkedIn](#)

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Tara Whitaker <tara@cloudlobsters.com>

Thu, Aug 14, 2025 at 9:07 AM

To: John Smith <john.smith@mansion-house.co.uk>

Cc: Fernando H COSTA <fernando.h.costa@hsbc.com>, Duncan Elliot <duncan@cloudlobsters.com>, Yagnam
CHANDRA SHEKAR <yagnamchandrashekar@hsbc.co.in>, Sunil DS <sunil.ds@hsbc.co.in>

Thank you. Can you also include Duncan in the invite

Tara Whitaker

Co-Founder

+44 7585554498

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4 attachments



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