

Scott Markham

From: Nick Siderfin <Nick.Siderfin@ubteam.com>
Sent: 28 January 2026 22:13
To: Scott Markham
Subject: FW: October 24 Meeting Notes

Categories: UBT

Hello Scott

I'm due to go to a networking session in Chester next Friday, they showed me their agenda, and how they gather information, it immediately made me think of your scoring mechanism, so I showed them briefly. I think it could work well for this session, they've had some direction from DAH as to the session.

Please see notes below, maybe we could discuss again tomorrow, this is of the outside of UBT at the moment and would need the logo removed

Kind regards,

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From: Dylan Shaw <dylan.shaw@alphabond.com>
Sent: 28 January 2026 21:52
To: Nick Siderfin <Nick.Siderfin@ubteam.com>; Shane McEwan | Chespak Hygiene (Shane@chespakhgiene.com) <Shane@chespakhgiene.com>; mike <mike@cambrianpackaging.co.uk>
Cc: Chris Simpson <chris.simpson@lancastria.com>; Ross.Hayward@rvtgroup.co.uk
Subject: RE: October 24 Meeting Notes

Hello Nick

Thanks for the meeting.

Conscious we have little time before next week is here – for your app – here's some suggestions for Clive to add to the AI tool:

1. Clarity that the data can't be seen by anyone outside the city to give confidence to locals that submit their financial data
2. Add EBITDA?
3. Have some kind of subscription which allows each business to be able to:
 - o Upload their logo
 - o Create a date/time picker to receive an automated reminder each month

4. An aggregated summary report/dashboard which doesn't expose individual businesses and we can all see, which shows the aggregated city trends – eg monthly EBITDA, monthly 'score', monthly productivity factory,

I do think to gain trust, it can't expose businesses individually.

Do you think this is possible to be done ahead of Friday? Could we review it together with [@mike simpson](#) on Friday at say 2, 3 or 4pm?

Thoughts?

BR Dylan

From: Nick Siderfin <Nick.Siderfin@ubteam.com>

Sent: 25 January 2026 21:01

To: Dylan Shaw <dylan.shaw@alphabond.com>; Shane McEwan | Chespak Hygiene (Shane@chespackhygiene.com)
<Shane@chespackhygiene.com>

Cc: Chris Simpson <chris.simpson@lancastria.com>; Ross.Hayward@rvtgroup.co.uk

Subject: RE: October 24 Meeting Notes

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Thanks Dylan

a useful overview, and some good points, is there much happening currently in the way of number sharing and progress month by month?

I assume the comment about 5X the EBITDA in two years was more personal to Darrell ?

Kind regards,

<https://url41.mailanyone.net/scanner?m=1vk7Eh-00000000go-3nQu&d=4%7Cmail%2F90%2F173nQu%7Cin41i%7C57e1b682%7C10996522%7C13008068%7C697684ABFE724403966BEACD23AF07A4&o>

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From: Dylan Shaw <dylan.shaw@alphabond.com>

Sent: 24 January 2026 10:25

To: Nick Siderfin <Nick.Siderfin@ubteam.com>; Shane McEwan | Chespak Hygiene (Shane@chespackhygiene.com)
<Shane@chespackhygiene.com>

Cc: Chris Simpson <chris.simpson@lancastria.com>; Ross.Hayward@rvtgroup.co.uk

Subject: FW: October 24 Meeting Notes

Hello Nick

See attached notes from meeting Darryl had with DAH

Also, the powerpoint that we used to 'launch' the idea a couple of weeks ago – on slide 8 was the sort of format we were thinking of using and we used this form: [VELOCITY 26 - CHESTER - Launch Feedback Form – Fill out form](#)

@Shane McEwan | Chespack Hygiene how many filled it in last time we sent it?

Be glad of your thoughts if you want to change anything on it.

BR Dylan

From: Chris Simpson <Chris.Simpson@Lancastria.com>

Sent: 22 November 2025 11:52

To: Dylan Shaw <dylan.shaw@alphabond.com>

Subject: October 24 Meeting Notes

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Hello Dylan

I've attached a copy of the note from last Octobers meeting where Daryl went over the conversation he had with Mr Dean Hales.

Kind Regards

Chris Simpson

Chris Simpson

Operations Director | Lancastria LLP



Lancastria

How did we do? ★★★★★

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