

**MEMORANDUM**  
**EXCOM AGENDA**

**From:** Henry Morgan

**To:** Excom NewCo

**Subject:** Agenda First NewCo Excom Meeting

We will have our first formal Excom Meeting on Thursday. The following are subjects for discussion.

1. Choosing the preferred outsourcer
2. Developing the request for growth funding from LegacyCo. This will involve:
  - a. Developing forecasts for the niches in the emerging markets. We have a note from Strategy to kick us off
  - b. Selecting an entry strategy
  - c. Assessing the workforce requirements by function
  - d. Assessing the financial requirements for marketing, etc.
3. Developing our negotiating stance vis-à-vis LegacyCo. The financial request is likely to be significant. LegacyCo will not be happy. It has been indicated that this is our only chance to be properly funded. We need to be clear and believable in our stated requirements.

Regards

Henry