Michael

1. Send revised workforce starting numbers by function in legacy
   1. The numbers are in the PowerPoint slides EXAMPLES AND NUMBERS
2. The HR formulae for calculating recommendation
   1. The numbers are in the PowerPoint slides EXAMPLES AND NUMBERS
3. Actions – restriction rules
   1. IN PERIODS 1, 2, 3, 4, of legacy the number of actions are restricted to 3 per business function per period
4. Actions how long to implement
   1. As a general rule unless specified elsewhere it is 2 periods
5. Development and marketing loss etc. numbers
   1. See excel file attached – competence numbers for negotiation 1
6. Email revenue per customer
   1. All market numbers are in the excel file attached – niches and market calculations
7. Send the neg 2 summary page
   1. In attached powerpoint