

NATIONAL TICKETING SOLUTION

CONFIDENTIAL

National Ticketing Solution (NTS)

Executive Steering Group

Meeting Minute

Paper No: 2022-06-15-01

Date:	18 May 2022	
Time:	8:30am – 10:00am	
Location:	Microsoft Teams	
Steering Group (All Teams)	<div>section 9(2)(a) (Chair)</div> <div>Charles Ronaldson</div> <div>Vanessa Ellis</div> <div>Roger Jones</div> <div>Nicki Lau Young (obo Sam Gain)</div> <div>Delaney Myers</div> <div>Nick Donnelly</div> <div>Stewart Gibbon</div>	<div>Independent</div> <div>WK-NZTA</div> <div>AT</div> <div>AT</div> <div>GWRC</div> <div>WK-NZTA</div> <div>ORC</div> <div>ECAN</div>
In Attendance (All Teams)	<div>Graham Alston</div> <div>James Timperley</div> <div>Chris Creighton (obo Rachael Turnage)</div> <div>Laura Wilmot</div> <div>Mark McHugh</div> <div>(Secretariat for this meeting)</div> <div>David King</div> <div>Kalyn DeCastro</div> <div>Prue Poata (Actions)</div>	<div>NTS</div> <div>NTS</div> <div>AT</div> <div>Waka Kotahi</div> <div>NTS</div> <div></div> <div>ECAN</div> <div>Waka Kotahi</div> <div>NTS</div>
Apologies	Sam Gain	

NATIONAL TICKETING SOLUTION

CONFIDENTIAL

Item	Description	Action	Resp
1.	Minutes and Open Actions	<p>Minutes from 20 April 2022 approved. Minutes from 10 May 2022 approved.</p> <p>Open actions – no comments</p>	
2.	Contract Negotiation – Engagement Reset	<p>a. Re-set Engagement Progress (Paper No:2022-05-18-02a) b. Principles Position (Paper No:2022-05-18-02b)</p> <p>CR: At previous SG meeting it was reported we are getting close to agreeing on principles with Cubic. Current issue is principles are very broad and would be open to wide interpretation. Received advice (from section 9(2)(a)) section 9(2)(g)(i)</p> <p>section 9(2)(a): Agreed that specificity around principles is required and that Waka Kotahi needs to own this.</p> <p>GA: Reported on outcome of 2 day visit from section 9(2)(a) (Victoria DoT) who replaced section 9(2)(a) providing commercial/pricing advice to the procurement team. Background of section 9(2)(a) explained, having section 9(2)(a) Feedback and observations based on his experience with Cubic in both an operational environment and from involvement in negotiations has been valuable.</p> <p>Tasmania model (running as a separate operator on SE Queensland platform) could be used for an EMV pilot in Canterbury.</p> <p>Action:</p> <ol style="list-style-type: none"> 1. Discuss with Ecan possibility of adopting an EMV pilot based on the Tasmania concept 2. Consider position following Ecan feedback <p>GA: Nobody suggesting procurement got it wrong in terms of selection of preferred supplier. section 9(2)(b)(ii)</p> <p>CR: Cubic Senior Exec meeting with Nicol Rosie 7 June. RJ to attend as PTA representative. There is a focus on a pain/gain contract structure.</p>	<p>GA</p> <p>St Grp</p>

NATIONAL TICKETING SOLUTION

CONFIDENTIAL

Item	Description	Action	Resp
		RJ: Stated that there are implications if the project runs late and this has a direct impact on the PTA's. This is concerning based on GA commenting that Cubic do run late.	
3.	Systems Integration Role	<p>(Paper No 2022-05-18-03)</p> <p>This paper was set aside from the previous meeting.</p> <p>GA: 2 workshops held 5th and 6th May with Cubic regarding System Integration, Ecan and RACI matrix. The commercial matters have been set aside. Workshop focus has been on the scope of services, the boundaries with responsibility and accountability definitions, making it clear we don't expect Cubic to be accountable for parties outside of their control and outside of their contract. RACI matrix will assist with clarification of System Integrator role. This has landed well with the draft model RACI completed Monday and Cubic feedback is to be received this week to close out.</p> <p>GA: Asked for guidance on next steps.</p> <p>JT: Timing and overall commercial construct needs to come together. The delta between what is priced and what hasn't is being looked at along with dealing with risk pricing. There is a need to understand how we progress the commercials.</p> <p>section 9(2)(b)(ii): Pricing needs to be interrogated as to what is in and what is out, noting that some elements cannot be lump summed and priced at this stage. Also internal SI skills are required as this can't be outsourced— need to manage that going forward.</p> <p>CR: As we work through, the risk pricing will come out.</p> <p>StewartG: How has Cubic resolved SI elsewhere?</p> <p>GA: Cubic have addressed with clients and there is no indication with the respondents that they misunderstood the requirements.</p> <p>NLY: Due Diligence report had a key comment / observation that Cubic struggled with SI in other jurisdictions</p> <p>GA: Checked this with WN and integration done with own devices as well financial providers. In terms of integration with third parties they do struggle if there are uncertainties. Dealing with uncertainty not a strength.</p> <p>section 9(2)(b)(ii): Buyer needs to have competency in SI</p> <p>GA: Issue is in the proposal, not pricing.</p> <p>section 9(2)(b)(ii): Don't accept view that not in and is unpriced. We will not hold them to unreasonable risk and we need to progress the commercials.</p>	
4.	Ecan Interim Options	<p>Verbal</p> <p>StewartG gave an update on conversations with section 9(2)(b)(ii)</p> <p>section 9(2)(b)(ii)</p> <p>Awaiting confirmation.</p> <p>section 9(2)(b)(ii) Will provide</p>	

NATIONAL TICKETING SOLUTION

CONFIDENTIAL

Item	Description	Action	Resp
		<p>feedback to Ecan governance by the end of this month to decide on next steps.</p> <p>GA: Is there potential the current roadmap that has Ecan with initial implementation may change?</p> <p>StewartG: Yes. Ecan really want NTS but cannot wait forever as have communities to serve.</p> <p>RJ: suggested timeline be discussed (fundamental reset of timeline) at workshop on Friday 27th May. Next Friday is opportunity to re-group around timeline and funding if Ecan doing something else.</p> <p><small>section 9(1)</small> : Raises question of who goes first if not Ecan.</p> <p>NLY: Sam Gain (apology at current meeting) also thought timeline would be an important conversation for workshop next week.</p> <p><small>section 9(2)</small> Roadmap to be reset and this is to be put on agenda for next Friday</p> <p>Action:</p> <ol style="list-style-type: none"> Roadmap reset on workshop agenda for 27 May. 	GA
5.	Workshop 27 May Agenda	<p>Discussion</p> <ol style="list-style-type: none"> Strategic overview (includes ILM) Governance – includes governance advice to MPGG and dispute resolution. Participation Parameters Contracting Principles P2 – moving forward What next - Implementation approach if timelines change eg Ecan <p>VP: Would like to see dependencies in plan. Would also need to revisit what is the problem we're trying to solve by the NTS and what is likelihood we can achieve those goals? Are we all in agreement this is a good way forward?</p> <p>DM: Need to reiterate where we sit and reconsider why we are where we are now. Does original rationale still stack up? Are we all seriously committed? This would be top discussion for workshop – until address it's difficult to continue with next steps.</p> <p>CR: Be careful how consider that as political pressure and drive to implement NTS –key push with a consistent experience nationally and to get people out of cars.</p> <p><small>section 9(1)</small> : Suggested at beginning of workshop look briefly at Investment Logic Map (ILM) which is in business case to reconfirm that this is still the problem.</p> <p>Agreed that there is a need to understand the ERP</p>	
6.	NTS Status Report	(Paper No 2022-05-18-05)	

NATIONAL TICKETING SOLUTION

CONFIDENTIAL

Item	Description	Action	Resp
		Taken as read	
7.	NTS Communications	Verbal LW: noted that the key messaging will need to be updated should there be a timeline reset.	
8.	Approvals Process	(Paper No: 2022-05-18-04) Tabled presentation reconfirms the logic behind the approval pathway. GA: From commercial perspective / negotiation perspective there is no point in re-engaging with Cubic until Roadmap questions are addressed as this will impact pricing. NLY: AT did useful presentation with things that need to be sorted before P2. Would be good to get visibility of that and how tracking against that – maybe as an appendix to the status report? (JT confirmed these are covered in the participation parameters.)	
	Meeting Closed 9:40am	Next Steering Group Meeting: Wednesday 15 June 2022, 8:30am – 10:00am	

RELEASED UNDER THE OFFICIAL INFORMATION ACT 1982