

Small Biz

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Attachments: Small Business Initiative_Sept 7 2017 Major Projects (v03).pptx (2.6 MB)

Hi,

Attached is an embargoed copy of the small biz deck for major projects tomorrow.

We spoke with Victor this morning and understand a lot of what is in here is based on direction from their Chief.

You'll notice a few things upon opening it...it is longer than it was, not shorter, we understand Victor and team suggested a shorter deck but their Chief said no, keep it long to show all of what they know. Also here is still the voucher idea. To our discussions, while medg may still feel a voucher is better, can it be talked about as fee relief or the way of implementing a reduction in fees. In addition, we understand their Chief spoke with Andrew B last week and he was not as opposed to vouchers as others. But that the quantum needed to be scaleable up or down depending on how much they could get at through tax measures.

In addition, some of how ideas are positioned does not imply that po direction has been reflected but again, medg is working to heed their MO direction.

We are still awaiting their formal deck for MPC, expected probably after an MO meeting at 3:30 so will keep you posted. David was also working to connect with Dan given Dan gave specific direction to not talk vouchers (which is contrary to what their Chief got from AB).

We also spoke with Sriram and finance will walk in their tax deck tomorrow, but we will need to work to keep the room small for that. From an orchestration, it is better to do medg first as you need that bigger strategy piece, then move to tax at the end, as one element (although that order we get makes kicking people out a bit harder).

Keep you posted!
Martha