

# Financial Report

**Andrew Herbert & Eric Palmer**  
**13th October 1997**



# Fees

- **1997/8 Fees**
  - £45K large sponsor proposed in Autumn 96
  - but on false expectation of recruiting more sponsors
- **Secondees at sponsor's own cost (cf FJL)**
- **No capital budget - use APM Ltd equipment**
- **No bundled consultancy, but access to ANSA team as per contracts (nominal 5 days)**
- **APM Ltd will continue to offer discount rates on consulting and training to sponsors as an additional benefit**



# Budget

- 8 Sponsors @ £45K/yr = £360K/yr
- Labour rate = £65/hr \* 137hrs = £8905/mm
- Therefore ANSA = 3.37my/y

n.b. Fujitsu pays additional £45K  
to cover secondee provision and annual trip to Japan

**But APM gets income from associated  
ESPRIT & DTI Projects which can be  
ploughed back in**



# So, for 1997/8

- **Sponsors pay £45K each**
- **APM earns approximately £210K by linking to ESPRIT projects**
- **Produces team of 5**
  - with PD/CA, support and equipment wrapped
  - into overheaded rate
- **Constraint**
  - FlexiNet and Puppies are the content of the work programme



# 1997 Project Year

	March	April	May	June	July	August	Total	Man years
<b>Income</b>	30000	30000	26250	26250	26250	26250	165000	1.54
<b>Effort</b>								
<b>DIMMA</b>	650.5	661.5	622.5	433	211	94	2672.5	1.62
<b>FlexiNet</b>	225.5	670.5	716.5	758.5	528.08	455.5	3354.58	2.03
<b>FollowMe</b>	207.5	320.75	259.5	225.5	232.5	168	1413.75	0.86
<b>Total</b>	1083.5	1652.75	1598.5	1417	971.58	717.5	7440.83	4.51

**DIMMA: Donaldson, Howarth, MacMillan, Waterhouse**

**FlexiNet: Hanssen, Hayton, Huang, Jordan, Otway, Wu**

**FollowMe; Bursell, Gibson, Harwood, Madsen, Ugai**

**Effort is high because CMS assumed on 90K income**



# From September

- **FlexiNet:**
  - Richard Hayton, Matthew Faupel, Will Harwood (.5), Oyvind Hanssen, Zixhue Wu
- **FollowMe:**
  - Mike Bursell, David Franklin (.5), Takanori Ugai
- **Total 7**
- **Plus**
  - Andrew Herbert as PA/CD, assisted by Yvonne Peat



# Summary

- **Good value for sponsors**
  - **APM ESPRIT effort doubles effort**
- **Good value for APM Ltd**
  - **creates consulting collateral**
  - **stimulates product group**
- **Confirm £45K fee for 1997 project year**
- **Confirm Work Plan through 1998**
  - **Separate agenda item**

