

From: s9(2)(a)
To: Ruth Macleod - SFO
Cc: s9(2)(a) "Phil Veal"
Subject: RE: Kea Variation Document 20/21
Date: Wednesday, 22 July 2020 11:49:52 am
Attachments: [image001.png](#)
[image003.png](#)
[image005.png](#)
[image007.png](#)
[image009.png](#)
[image011.png](#)

Hi Ruth – thanks for getting back to us. Toni has asked me to respond and to pass on her thanks for your help in finding a solution for Kea's FY2021 contract and funding. From a financial perspective:

1. s9(2)(b)(ii)
[Redacted]
2. s9(2)(b)(ii)
[Redacted] s9(2)(b)(ii)
[Redacted]
3. Based on the above, here are the instalments and timing that would be most helpful to Kea:
 - 300K paid 20 Aug 2020.
 - 300K paid 20 Oct 2020.
 - 200K paid 20 Dec 2020.
 - 200K paid 20 Feb 2021.
 - 20K paid on 20 Jun 2021Total = 1.02M

Thanks, Ruth. As always, appreciate your help and support.

Warm regards

s9(2)(a)
s9(2)(a)
s9(2)(a)
s9(2)(a)
keanewzealand.com



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-----Original Message-----

From: Ruth Macleod - SFO <Ruth.Macleod@nzte.govt.nz>
Sent: Tuesday, July 21, 2020 3:50 PM
To: Toni Truslove s9(2)(a)
Cc: s9(2)(a) s9(2)(a)
Subject: RE: Kea Variation Document 20/21

Hi Toni

Apologies for delay. I'm seeing if we can roll over the current contract for a period of 3 months - so you can get the funding and it gives time to figure out any new deliverables that might come through from discussions with the General Manager - Customer Solutions - Sanchia Younge, whom you met briefly a few weeks ago and who is responsible for myNZTE (NZTE's customer portal) and also NZTE's Digital strategy.

s9(2)(b)(ii)
[Redacted]

Thanks
Ruth

-----Original Message-----

From: Toni Truslove s9(2)(a)
Sent: Wednesday, 15 July 2020 8:34 PM
To: Ruth Macleod - SFO <Ruth.Macleod@nzte.govt.nz>
Cc: s9(2)(a) <s9(2)(a)>

Subject: Kea Variation Document 20/21

Hi Ruth,

I hope you're doing well, Mel mentioned that you're now on the ground in San Fran? Must be an interesting transition from sheltered New Zealand.

I just wanted to follow up on the variation agreement we discussed. s9(2)(a) and I are trying to finalise our financials for the FY21 year and are keen to understand if there are likely to be any invoicing date changes amongst other things.

Was there a draft you could share?

Appreciate you have a lot on your plate with the move and the new role.

Thanks,
Toni

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From: [Toni Truslove](#)
To: [Ruth Macleod - SFO](#)
Cc: [s9\(2\)\(a\)](#) [Phil Veal](#)
Subject: Re: Kea Variation Document 20/21
Date: Monday, 27 July 2020 12:09:04 pm

Wonderful, thanks Ruth.

We have an NZTE/KEA whiteboard session booked for Aug 21 which will really kick off discussions around extra initiatives -digital work with David may land before this as he has a very clear brief ready to go.

So an evolving agreement that maintains that first August 20 payment would be amazing if we can make it work!

Toni

On 25/07/2020, at 3:11 AM, Ruth Macleod - SFO
<xxxx.xxxxxxx@xxxx.xxxx.x> wrote:

Hi there

Update after speaking with Sanchia.

The plan is we look to do a variation rolling over the same deliverables as last year noting that there could be additional initiatives that emerge from Toni's discussions with David Downs on all things digital and what comes through from Toni and the team as they plan ahead.

I'll liaise with MFAT and MBIE to check that they're comfortable with this approach. I'd expect them to get back to me by end of next week and then we can send on the updated contract with payment timeframes per below.

Have a great weekend all,

RM

From: [s9\(2\)\(a\)](#) <[<s9\(2\)\(a\)>](mailto:s9(2)(a))>

Sent: Tuesday, 21 July 2020 4:50 PM

To: Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx>

Cc: [s9\(2\)\(a\)](#) 'Phil Veal' [s9\(2\)\(a\)](#)

Subject: RE: Kea Variation Document 20/21

Hi Ruth – thanks for getting back to us. [s9\(2\)\(b\)\(ii\)](#)

[s9\(2\)\(b\)\(ii\)](#) Kea's FY2021 contract and funding. From a financial perspective:

1. [s9\(2\)\(b\)\(ii\)](#)
- [s9\(2\)\(b\)\(ii\)](#)
[s9\(2\)\(b\)\(ii\)](#)
[s9\(2\)\(b\)\(ii\)](#)

s9(2)(b)(ii)

2. s9(2)(b)(ii)

3. Based on the above, here are the instalments and timing that would be most helpful to Kea:
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Thanks, Ruth. As always, appreciate your help and support.

Warm regards

s9(2)(a)

s9(2)(a)

s9(2)(a)

keanewzealand.com

[<image002.png>](#)

[<image004.png>](#) [<image006.png>](#) [<image008.png>](#) [<image010.png>](#)

[<image012.png>](#)

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--Original Message-----

From: Ruth Macleod - SFO <Ruth.Macleod@nzte.govt.nz>

Sent: Tuesday, July 21, 2020 3:50 PM

To: Toni Truslove s9(2)(a)

Cc: s9(2)(a) s9(2)(a)

Subject: RE: Kea Variation Document 20/21

Hi Toni

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s9(2)(b)(ii)

Thanks
Ruth

-----Original Message-----

From: Toni Truslove s9(2)(a)
Sent: Wednesday, 15 July 2020 8:34 PM
To: Ruth Macleod - SFO <Ruth.Macleod@nzte.govt.nz>
Cc: s9(2)(a) s9(2)(a)
Subject: Kea Variation Document 20/21

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I just wanted to follow up on the variation agreement we discussed. s9(2)(a) and I are trying to finalise our financials for the FY21 year and are keen to understand if there are likely to be any invoicing date changes amongst other things.

Was there a draft you could share?

Appreciate you have a lot on your plate with the move and the new role.

Thanks,
Toni

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From: [Toni Truslove](#)
To: [s9\(2\)\(a\)](#); [Ruth Macleod - SFO](#); [s9\(2\)\(a\)](#)
Cc: [Phil Veal](#)
Subject: Re: This year's contract/meeting with MFAT + MBIE -
Date: Wednesday, 5 August 2020 8:56:18 am
Attachments: [image002.png](#)
[image006.png](#)
[image001.png](#)
[image003.png](#)
[image002.png](#)
[image005.png](#)
[image004.png](#)

Hi Ruth,

Appreciate the update, great work.

A call sounds good, I could make 2pm on the 10th work?

[s9\(2\)\(a\)](#) would you mind doing a bit of shuffling and send an invite + link out.

Thanks,
Toni

On Wed, 5 Aug 2020 at 3:35 AM, Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.x> wrote:

Hi there

MBIE and MFAT are fine with the proposal I made to effectively roll over the existing contract with the below deliverables. (which are from last year). I'll have that drafted up this week for Pete's signature so we can look to hit the Aug 20th payment. Number 6 below will need to be updated to include a meeting with Kea this year. In terms of when the meeting could take place, was thinking October (after you've presented to the Board?

Let me know what you think – poss easier to chat this through on a zoom? I could do Aug 10 NZT at either 2pm or 3pm?

Thanks

Ruth

Benefits to be provided by the Organiser to the Sponsor and the remaining NZ Inc. Parties, include but are not restricted to:

1. **Connections:** 700 connections per annum to Kea's network members. These connections can come from the parties or the wider community;

668 connections made. Notable/interesting connections included in each report.

2. **World Class New Zealand Awards:** Two tables (which are able to seat a minimum of 10 people) at the World Class New Zealand Awards

Deferred to March 2021

3. **Network Contacts:** Working alongside the NZ Inc. Parties to provide access to relevant network contacts for events and other government initiatives;

Ongoing

4. **Access to High Impact Members:** The Sponsor and the NZ Inc. Parties having easy access to information on Kea's network of high impact members (nominally, 1000 members);

Up to date list provided in each of the reports provided by Kea

5. **NZ Story Integration:** Integration of the NZ story in all aspects of Kea's marketing, promotion and events as relevant and appropriate. Specifically, Kea agrees to deliver a consistent narrative through its channels and represent the NZ Story values throughout communications (subject to prior written approval by NZTE);

Ongoing

6. **Agreement on Specific Actions and Measures:** After reviewing *Kea's Strategic Plan 2020-2022*, in order to prepare this Agreement, the NZ Inc. Parties have requested a meeting with Kea in March 2020 (the **Meeting**) to agree on specific actions and measures needed to best achieve the purpose of the Sponsorship funding. The Parties acknowledge and agree that:

- a. the outcome of the Meeting may mean that the Sponsor Benefits are refined. Where any such refinements result in a substantive change to the Sponsor Benefits (as agreed by the Parties), the Parties will enter into a variation of this agreement.
- b. For the avoidance of doubt, the Parties will not amend the purpose of the Initiative.
- c. in the event that the Parties are not able to reach an agreement as to any proposed refinements to the Sponsor Benefits, this Agreement will continue in force unless otherwise determined by the Parties.

Meeting not held

Ruth Macleod

s9(2)(a)

Trade Commissioner

[W nzte.govt.nz](http://nzte.govt.nz)

[W newzealand.com/business](http://newzealand.com/business)



San Francisco



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From: [Phil Veal](#)
To: [Toni Truslove](#)
Cc: [Ruth Macleod - SFO](#); s9(2)(a)
Subject: Re: This year's contract/meeting with MFAT + MBIE -
Date: Wednesday, 19 August 2020 7:55:25 am

Thx Ruth

On 18/08/2020, at 10:35 AM, Toni Truslove s9(2)(a) wrote:

I think that will still be very much appreciated Ruth, thanks.

On 18/08/2020, at 10:34 AM, Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx> wrote:

Hi there

Catherine Graham has been out of action so hasn't had chance to review contract h/e my plan is to press ahead and send to Sanchia and Pete later today. It could mean payment won't be made until early next week 24th/25th

Will that be ok?

R

From: Toni Truslove s9(2)(a)
Sent: Monday, 17 August 2020 3:18 PM
To: Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx>
Cc: Phil Veal s9(2)(a) s9(2)(a)
s9(2)(a)
Subject: Re: This year's contract/meeting with MFAT + MBIE -

Hi Ruth,

Sorry to chase, s9(2)(a) & I were just wondering if there was any progress with the contact signatures, ahead of the 20th?

Thanks,
Toni

On 5/08/2020, at 3:34 AM, Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx> wrote:

Hi there

MBIE and MFAT are fine with the proposal I made to effectively roll over the existing contract with the below deliverables. (which are from last year). I'll have that drafted up this week for Pete's signature so we can look to hit the Aug 20th payment. Number 6 below will need to be updated to include a meeting with Kea this year. In terms of when the meeting could take place, was thinking October (after you've presented to the Board?)

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Thanks
Ruth

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Meeting not held

Ruth Macleod
Trade Commissioner
San Francisco

s9(2)(a)

w.nzte.govt.nz w.newzealand.com/business 

<image001.jpg>

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<image003.jpg>

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Phil Veal
Global Chair
s9(2)(a)
keanewzealand.com



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From: s9(2)(a)
To: Ruth Macleod - SFO
Cc: s9(2)(a)
Subject: RE: For your signature: NZ INc contract
Date: Monday, 24 August 2020 5:42:42 pm
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[200824 - NZTE - Kea Variation Agreement FY2021 \(signed\).pdf](#)
[INV-0687 - NZTE - Kea Funding FY2021 - instalment #1 due on signing.pdf](#)

Hi Ruth – please find attached the signed copy of Kea’s Variation Agreement for FY2021. Toni asked me to sign on her behalf as she’s having printer issues which won’t be fixed until Auckland moves out of Level 3.

I’ve also attached the invoice for 300K + GST which is due on signing of the agreement.

Thanks again for all your help, Ruth. Much appreciated!

Warm regards

s9(2)(a)

s9(2)(a)

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kea

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From: Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx>

Sent: Monday, August 24, 2020 5:45 AM

To: Toni Truslove s9(2)(a) s9(2)(a) s9(2)(a)

Subject: For your signature: NZ INc contract

Hi Toni

If you can sign and send invoice and we’ll arrange payment.

Thanks

Ruth

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From: s9(2)(a)
To: [Sanchia Yonge - AKL](#)
Cc: s9(2)(a); s9(2)(a); [Danielle Upton - AKL](#)
Subject: RE: NZTE/Kea Agreement - Contractual Meeting
Date: Tuesday, 8 December 2020 4:27:01 pm
Attachments: [image001.png](#)
[INV-0695 - NZTE - Kea Funding FY2021 - instalment #3.pdf](#)

Hi Sanchia – as per the trail below, please find attached Kea’s invoice for 200K + GST. Please forward this to accounts as I didn’t think it was appropriate to cc them on this email.

Thanks, Sanchia.

Warm regards

s9(2)(a)

s9(2)(a)

kea
keanewzealand.com

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From: Toni Truslove s9(2)(a)
Sent: Tuesday, 8 December 2020 3:51 pm
To: Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz>; s9(2)(a)
s9(2)(a); s9(2)(a) s9(2)(a)
Cc: Ruth Macleod - SFO <Ruth.Macleod@nzte.govt.nz>
Subject: Re: NZTE/Kea Agreement - Contractual Meeting

Hi Sanchia,

Sounds great to me, thank you. s9(2)(a) can work with s9(2)(a) to find a time that suits, and perhaps we can align on an agenda closer to the time.

s9(2)(a) - FYI on processing the Dec 20th payment in advance of the meeting.

Thanks,
Toni

On Tue, Dec 8, 2020 at 2:01 PM Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz> wrote:

Hi Toni,

Definitely agree with Ruth, happy to process the payment in advance of the meeting.

My suggestion would be that the meeting is scheduled for February, to ensure everyone is back from holidays and so I can include s9(2)(a), my new Director of Advisory & Networks, who I will bring in to support me with our relationship with Kea.

From here on, all contract questions can come to myself and s9(2)(a).

Sanchia

From: Toni Truslove <s9(2)(a)>
Sent: Wednesday, 2 December 2020 3:02 pm
To: Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx>
Cc: Sanchia Yonge - AKL <xxxxxxx.xxxxx@xxxx.xxxx.xx>
Subject: Re: NZTE/Kea Agreement - Contractual Meeting

Thanks for the background Ruth, much appreciated and makes sense.

Yes if a session in the new year, rather than December is agreeable, that would be great. Happy to pull everyone together and coordinate a date/time?

On Wed, Dec 2, 2020 at 1:27 PM Ruth Macleod - SFO <s9(2)(a)> wrote:

Hi Toni

The idea for the meeting pre-dates you and this contract even.

It was originally set for March 2020 but covid got in the way. The intention of that meeting was to discuss with NZTE, MFAT (Catherine Graham/Mathew Malloy) and MBIE (Jon Cable), Kea's 2020-2022 strategic plan (drafted by s9(2)(a) and s9(2)(a) at the time) and whether there needed to be any changes to the deliverables in the contract based on that plan.

We shifted the meeting to later this calendar year (and into a new contract year) knowing that Kea would have a new CEO and a new strategy.

I realise December can be hectic, so we could set the meeting up for the New Year, allowing us to process the payment knowing that this milestone will be met.

Let me know how that sounds and I'll also chat with Sanchia to get her thoughts.

Thanks
Ruth

From: Toni Truslove <s9(2)(a)>
Sent: Monday, 30 November 2020 6:13 PM
To: Sanchia Yonge - AKL <xxxxxxx.xxxxx@xxxx.xxxx.xx>; Ruth Macleod - SFO <xxxx.xxxxxxx@xxxx.xxxx.xx>
Subject: NZTE/Kea Agreement - Contractual Meeting

Hi Ruth,

I hope you're keeping well.

I've just been working through our upcoming Kea funding payments with s9(2)(a) and according to our agreement our next invoice due to NZTE on December 20th is pending a 'meeting' to be held between NZTE and Kea.

I wondered if you might be able to cast your mind back to when we drafted the variation agreement around what the desired discussion points or outcomes for this meeting might have been?

Thanks so much,
Toni

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Toni Truslove
Global CEO

s9(2)(a)

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From: [Toni Truslove](#)
To: s9(2)(a) s9(2)(a)
Subject: Fwd: Kea T2 Report
Date: Tuesday, 2 March 2021 9:22:54 am
Attachments: [INV-0704 - NZTE - Kea Funding FY2021 - instalment #4.pdf](#)

Hi s9(2)(a),

It is customary that Kea forwards over an invoice for the funding tranche related to each government report - please find this attached.

Thanks,
Toni

----- Forwarded message -----

From: Toni Truslove <s9(2)(a)>
Date: Tue, Mar 2, 2021 at 9:20 AM
Subject: Kea T2 Report
To: s9(2)(a) <s9(2)(a)>, Sanchia Yonge - Akl
<sanchia.yonge@nzte.govt.nz>, GRAHAM, Catherine (ECO)
<catherine.graham@mfat.govt.nz>, Jon Cable <Jon.Cable@mbie.govt.nz>, s9(2)(a)
<s9(2)(a)>

Hi everyone,

Pleased to attach our Kea report for the period ending February 28th 2021 - included are a few additions, including new data visualisations of our business connection service and our WCNZ/High Impact community.

We look forward to talking this over with you in the coming weeks.

All the best,
Toni

--

Toni Truslove
Global CEO

s9(2)(a)



R

From: [Saya Wahrlich](#)
To: s9(2)(a)
Cc: [Toni Truslove](#); s9(2)(a)
Subject: Re: Kea final invoice and T3 report
Date: Friday, 11 June 2021 1:06:07 pm
Attachments: [INV-0723 - NZTE - Kea Funding FY2021 - instalment #5 \(final\).pdf](#)

Hi s9(2)(a),

Thank you very much, and please find the invoice attached for accrual.
Any questions please let me know.

Kind regards
Saya

On Thu, Jun 10, 2021 at 8:47 AM s9(2)(a) wrote:

Hi Saya,

Thanks for this and yes, happy with the approach of receiving the report at the end of the T.

You can send the invoice through now so we capture it in this FY and if we can confirm the Year end session for that first week in July then I will inform the team here about the adjustment in the timing.

Regards

s9(2)(a)

From: Saya Wahrlich <s9(2)(a)>
Sent: Tuesday, 8 June 2021 4:48 pm
To: s9(2)(a)
Subject: Kea final invoice and T3 report

Hi s9(2)(a),

For the T2 Kea report we agreed that we would include all data to the end of the final month and present the report in the first week of the month of the next T. This differed from our contract which says that the reports are delivered 20th of the month but means that the data is true and accurate.

Also in our contract is that the next Kea invoice of \$20,000 + GST is due to be paid 20 June 2021 on receipt of the T report. In the past the invoice is submitted prior the report to make sure it's in the NZTE system for end of financial year. I'd like to confirm with you that this is OK this year as well?

Anything you'd like from us to make sure this gets into accruals?

Thanks very much!

Saya

--

Saya Wahrlich

Global Director Government & Industry

s9(2)(a)



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Saya Wahrlich

Global Director Government & Industry

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From: [Saya Wahrlich](#)
To: [NZTE Invoices](#)
Subject: Fwd: Signed Variation to Contract and first invoice
Date: Tuesday, 13 July 2021 10:58:26 am
Attachments: [INV-0731 - NZTE - Kea Funding FY2022 - instalment #1 due on signing.pdf](#)
[Variation to Contract NZTE July 2021.pdf](#)

You don't often get email from **s9(2)(a)** [Learn why this is important](#)

Hi!

I had the old email address, my apologies.

If you have any questions please let me know, thanks so much.

Saya

----- Forwarded message -----

From: Saya Wahrlich **s9(2)(a)**
Date: Mon, Jul 12, 2021 at 5:27 PM
Subject: Signed Variation to Contract and first invoice
To: Katherine Fppard - AKL <katherine.fppard@nzte.govt.nz>, **s9(2)(a)**
Cc: **s9(2)(a)**, **s9(2)(a)**

Hi Katherine and Accounts team,

I hope you had a great weekend in the pre-school holidays craziness!

Please find attached the signed Variation to Contract for Kea, and the first invoice as per the sponsorship payment schedule.

If you have any questions, please let myself or **s9(2)(a)** (copied) know.

Thanks so much

Saya

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Saya Wahrlich

Global Director Government & Industry

s9(2)(a)

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Saya Wahrlich

Global Director Government & Industry

s9(2)(a)



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From: [Toni Truslove](#)
To: [Sanchia Yonge - AKL](#)
Subject: Re: Funding Renewal Planning - For when you're back in NZ!
Date: Tuesday, 2 November 2021 2:29:59 pm

Yes of course, no problem I'll have something for you early afternoon tomorrow if that's okay
Thanks for your help with this,
Toni

On Tue, Nov 2, 2021 at 12:01 PM Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz> wrote:

Ok, to speed thing up, could you send me a summary email with the contributions from each agency and the period you're seeking commitment for, as well as how you're tracking on metrics Just so I have everything in one place

Sanchia

From: Toni Truslove [s9\(2\)\(a\)](#)
Sent: Tuesday, 2 November 2021 11:55 am
To: Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz>
Subject: Re: Funding Renewal Planning - For when you're back in NZ!

Morning Sanchia,

Yes we will be seeking a like for like extension from all current funders

Great if you're able to chat with Pete, I think at this stage it would be useful to understand;

- What would need to be true from NZTE's side for the funding agreement to roll over - we are obviously open to reviewing deliverable/metrics/ways of working as necessary to ensure we are future fit

- If Pete's offer still stands to champion discussions across agency, kicking off in early December or sooner

- How best to approach these discussions based on his experience with the last renewal, what material we might need to create + cadence of discussions

Toni

On Tue, Nov 2, 2021 at 9:54 AM Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz> wrote:

And are you seeking the same from the other NZ Inc parties?

For the NZTE portion, I can first table that with Pete when he gets back from Expo, and get his feedback on what he would like to see to commit

Sanchia

From: Toni Truslove [s9\(2\)\(a\)](#)
Sent: Monday, 1 November 2021 7:18 pm
To: Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz>
Subject: Re: Funding Renewal Planning - For when you're back in NZ!

It was yes, but with the opportunity for addendums/changes every 12 months

Toni

On Mon, 1 Nov 2021 at 6:52 PM, Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz> wrote:

Was it three years last time?

Sanchia

From: Toni Truslove [s9\(2\)\(a\)](#)
Sent: Monday, November 1, 2021 6:41:29 PM
To: Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz>
Subject: Re: Funding Renewal Planning - For when you're back in NZ!

Evening Sanchia,

Yes a rollover of the existing contract for a further 3 years is the ask

Look forward to thoughts

Toni

On Mon, 1 Nov 2021 at 5:56 PM, Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz> wrote:

Hi Toni,

Why don't we get aligned first Are we talking a roll-over of the existing arrangement?

Sanchia

From: Toni Truslove <[s9\(2\)\(a\)](mailto:s9(2)(a)@keawe.govt.nz)>
Sent: Wednesday, 27 October 2021 2:27 pm
To: Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz>
Subject: Funding Renewal Planning - For when you're back in NZ!

Hi Sanchia,

I hope you're having/have had a good trip and some much needed time with family

There was discussion in today's board meeting on the government funding renewal due next year and I was keen to get your guidance and thoughts on how we should best approach this

Pete offered to champion this for us when we connected at the awards, and suggested a meeting in early December to kick things off For us, the sooner we can get started the better really so we have more time for planning

Look forward to your thoughts!

All the best,

Toni

--

Toni Truslove

Chief Executive Officer | Kea New Zealand

<[s9\(2\)\(a\)](mailto:s9(2)(a)@keawe.govt.nz)>

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Toni Truslove

Chief Executive Officer | Kea New Zealand

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Toni Truslove

Chief Executive Officer | Kea New Zealand

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From: [Toni Truslove](#)
To: [Sanchia Yonge - AKL](#)
Subject: Re: Government Funding Renewal - Apologies!
Date: Thursday, 4 November 2021 2:46:11 pm

Perfect, sounds good
Thanks for jumping on this so quickly I hope you're settling back into work okay!
Toni

On Thu, 4 Nov 2021 at 2:41 PM, Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz> wrote:

No problem, better to raise this time next year

Sanchia

From: Toni Truslove <[s9\(2\)\(a\)](#)>
Sent: Thursday, 4 November 2021 2:36 pm
To: Sanchia Yonge - AKL <Sanchia.Yonge@nzte.govt.nz>
Subject: Government Funding Renewal - Apologies!

Hi Sanchia,

I must admit an oversight on my part here - in reading through the original documentation again it appears that our current agreement actually runs until 30 June 2023, not 2022

So we can easily leave discussions until next year if this is acceptable to you?

Our original agreement is attached for your reference, and summary of details is as follows:

Total commitment - \$1,020,000

NZTE - \$620,000

MFAT - \$200,000

MBIE - \$200,000

[NZ Tourism contributed \$25,000 in Year 1 of the agreement only]

The current benefits are as follows:

- Connections: 700 connections per annum to Kea's network members
- WCNZ Awards: Two tables of 10 [+ presentation of the NZ Inc Friend of NZ Award, although this isn't actually stated in the agreement]
- Access to High Impact Members: NZ Inc to have access to information on Kea's network of high impact members
- NZ Story Integration: Kea agrees to deliver to a consistent narrative and represent the NZ Story values through communications

Our tracking to delivery of the 700 connections so far is as follows:

- **FY 21/22:** 856 connections in T1, which equates to 50.9% of the annual target achieved at 33% through the year, and 55% growth on T1 previous year
- **FY20/21:** 879 (125.6% of yearly target)
- **FY19/20:** 806 (115% of yearly target)

Sponsor reporting requirements to include 3 reports delivered throughout the year which highlight:

- Number of connection requests received, and the number of connections made by region
- Number and high level detail of government initiatives supported
- Connections made on behalf of NZTE customers
- Five connection stories
- List of WCNZ and the top 1000 members [s9\(2\)\(b\)\(ii\)](#) [s9\(2\)\(a\)](#)

Toni

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Toni Truslove

Chief Executive Officer | Kea New Zealand

s9(2)(a)

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Toni Truslove

Chief Executive Officer | Kea New Zealand

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From: [Saya Wahrlich](#)
To: [Katherine Fippard - AKL](#)
Cc: [S9\(2\)\(a\)](#); [NZTE Invoices](#)
Subject: Kea invoice - following delivery of T1 report
Date: Tuesday, 9 November 2021 4:36:41 pm
Attachments: [INV-0738 - NZTE - Kea Funding FY2022 - instalment #2.pdf](#)


Hi Katherine,

Please find attached Kea's invoice for installment 2, following the delivery of the T1 report by 5 November 2021.

Thank you for very much for your ongoing support, and please do let me know if you have any questions,

Kind regards
Saya

--
Saya Wahrlich
Global Director Government & Industry
[S9\(2\)\(a\)](#)


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From: [Saya Wahrlich](#)
To: [Katherine Fippard - AKL; NZTE Invoices](#)
Cc: [s9\(2\)\(a\)](#)
Subject: Kea Invoice installment 3 - post-review meeting
Date: Tuesday, 30 November 2021 11:59:09 am
Attachments: [INV-0740 - NZTE - Kea Funding FY2022 - instalment #3.pdf](#)


Hi Katherine,

Please find attached the Kea invoice for the post-review meeting installment.

What a ramp up to Christmas - we're most definitely not seeing any slowing down yet as I'm sure you're not!
I look forward to seeing you online tomorrow, and thank you as always for your support of Kea.

kind regards
Saya

--
Saya Wahrlich
Global Director Government & Industry
[s9\(2\)\(a\)](#)


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From: Saya Wahrlich
To: NZTE Invoices; Katherine Fippard - AKL
Cc: s9(2)(a)
Subject: Fwd: Kea New Zealand T2 report - Nov '21 to Feb '22
Date: Tuesday, 8 March 2022 5:05:27 pm
Attachments: Kea T2 Report November21 - Feb22.pdf
Kea Connect retrospective - 2021.pdf
Feedback from Kea offshore community on reopening New Zealand (2) (1).pdf
INV-0747 - NZTE - Kea Funding FY2022 - instalment #4.pdf

Hi NZTE team,

Please find attached the invoice relating to delivery of the T2 report from Kea.
Thank you very much for your ongoing support,

Kind regards
Saya

----- Forwarded message -----

From: Saya Wahrlich s9(2)(a)
Date: Fri, Mar 4, 2022 at 1:36 PM
Subject: Kea New Zealand T2 report - Nov '21 to Feb '22
To: Sanchia Yonge - AKL <sanchia.yonge@nzte.govt.nz>, Katherine Fippard - AKL <katherine.fippard@nzte.govt.nz>, s9(2)(a)
s9(2)(a) HORNE, Stuart (MEA) <Stuart.Horne@mfat.govt.nz>, ACKERLEY, Katja (ECO) <katja.ackerley@mfat.govt.nz>
Cc: Tom Truslove s9(2)(a)

Kia ora everyone,

I am pleased to share Kea's T2 report covering the period November 2021 to February 2022 on such an auspicious day - with borders reopening to Kiwi from everywhere.

At the T3 planning and T2 review Zoom meeting proposed for **10am, 23 March** we look forward to answering any questions and taking any feedback you may have on the T2 report.

Also please find attached two addenda, the 2021 Kea Connect retrospective and a summary of feedback from the offshore community captured December/January 2021 for those who have not yet seen this.

s9(2)(b)(ii)

I look forward to seeing you all on 23 March, and in the meantime if you have any additional questions please do not hesitate to contact me.

Kind regards
Saya

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Saya Wahrlich

s9(2)(a)

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Saya Wahrlich

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