

From: Shirk, Dave <Dave.Shirk@sabre.com>
Sent: Monday, July 9, 2018 11:10 AM
To: Menke, Sean <Sean.Menke@sabre.com>
Subject: Few updates
Attach: Re_ Just a ping .. regarding a couple of things..msg

Sean

Few updates. Hope you had a good weekend.

Talked at length with Dave Moore on Friday. All seemed aligned and he is getting his head around the role. I have connected him to Louis and Sundar. They have all already set up calls times to start getting aligned. I do not sense any issues with Dave on this.

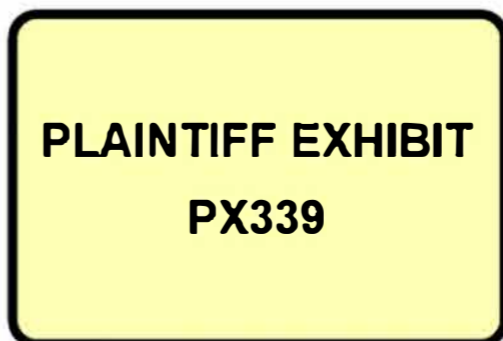
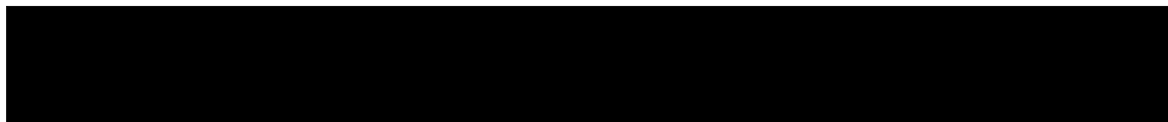
Kathy M. – talked to her on Thurs and Friday. She is aligned and fine. Knows that NDC will report to me at the TS level. She also understands the Marlins implications.

I did email with Sundar and while I did not address the Asif topic, I did indicate to him that I am sure it will help once he starts to meet some of the folks here and who will support him and have key roles. I also suggested that Asif would need to have a clear role with clear ROI and make sure it did not overlap with others roles. Sundar replied fine. Email attached.

Marlins – We did a prep session on Friday. Most of the questions are centered around pipeline, contracts, transactional assumptions. The obvious point discussed in the meeting is that FLX uses screen scrape and green screen emulators to map and integrate. Most of this is due to Sabre and Amadeus not providing easy APIs to integrate. We have had enough customers beat us up and bent slightly but still all custom integration by carrier. Amadeus has not bent so all integration is screen scrape old green screen model. As a result most pipeline is our customer base. If we played hardball their pipeline would be challenged. So we are going to navigate carefully this discussion and pipeline in the meeting.

TN – exchanged emails with Wade. He will be separating PM and Eng as discussed. Brett Burgess and Greg Parsons. He feels these both need to be SVP roles and is pulling comp packages for review together. Makes sense but wanted to double check this with you prior to moving forward.

-Dave



SABR-000055160

From: Sundar Narasimhan <sundar.narasimhan@gmail.com>
Sent: Sunday, July 8, 2018 7:16 PM
To: Shirk, Dave <Dave.Shirk@sabre.com>
Subject: Re: Just a ping .. regarding a couple of things.

Hi, Dave: Hope the RFP (responses?) are shaping up well! Got back to Boston -- and it's shaping up to be a busy week ahead.

WRT> Asif: just wanted to add a couple of points from my perspective before your chat with Sean.

- I think hiring him will be a win-win for the team.
- If there are concerns about his role conflicting with others in the org already - please LMK. I'm sure we can collaborate on marking up the role doc I wrote to make it less specific / more flexible as you would like it to be.
- As to timing, if you'd rather we move after I join/get settled down -- that would be ok as well -- we just need to work on the timing carefully and communicate that to Asif so he doesn't lose interest.

Hope that makes sense, and talk to you soon.

-Sundar

On Fri, Jul 6, 2018 at 11:12 AM, Sundar Narasimhan <sundar.narasimhan@gmail.com> wrote:
Thanks Dave.

WRT RFPs let me know if there's anything I can help with 😊

WRT Asif understood. Makes total sense. Will wait for your and Sean's guidance. Completely agree that we need to find the right people/role fit.

WRT Dave Moore got it. LMK next steps.

Have a great weekend,

-Sundar

On Fri, Jul 6, 2018, 9:04 AM Shirk, Dave <Dave.Shirk@sabre.com> wrote:

Hi Sundar, Happy 4th week. Was a good trip for STX and Moscow. Working this week from our place in Ohio. This is RFP week and trying to catch up on a ton of outstanding to do items.

Comments in line below. Have a great weekend as well!

-Dave

From: Sundar Narasimhan <sundar.narasimhan@gmail.com>

Date: Friday, July 6, 2018 at 8:46 AM

To: "Shirk, Dave" <Dave.Shirk@sabre.com>

Subject: Just a ping .. regarding a couple of things.

Hi Dave: hope things went well at STX and Aeroflot, and you are getting some time to relax during the 4th and over the weekend with your family.

Wanted to see if you'd have some time to sync up sometime next week (will try and connect with Lori as well). Would like to get your thoughts and advice on a few things:

- a. Pre meetings with a few folks. Should I reach out to Dave Moore (hopefully your conversation went well last week) and is there anything being planned for others (such as Ben Vinod)? I was thinking of coming down to Dallas around the 18th and would love to get your thoughts on how things might evolve and whom I might meet with.

DS - I have talked to Dave and have a call with him today. Would be good for you to talk with him next week. I will work on that one. Week of the 18th would be great for intros

- b. Reminder to send me those pre-reads/deep-dives when you get a chance.

DS – Yes on my list. Sorry just have not gotten far enough into the to do list yet

- c. Any further thoughts on Asif?

DS – I had a brief chat with Sean. He is out today but we are talking on Monday about it. We all like Asif, I think the real question is trying to find the right role and not create confusion with key folks in similar roles. I think having you start and get to meet key folks will also help with aligning some of the better folks that will support all of the efforts vs holes/gaps that we need to find new folks to fill.

Thanks, and have a great weekend.

-Sundar

