



## OFFICE OF THE ADVISORY COMMITTEE ON BUSINESS APPOINTMENTS

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### **BUSINESS APPOINTMENT APPLICATION: BILL CROTHERS CB**

The Committee has been asked to consider an application from Bill Crothers, former Government Chief Commercial Officer. He wishes to take up a new role as an advisor to the leadership team of Salesforce.com, a technology services company with headquarters in San Francisco.

The Committee noted that this role will involve acting as an advisor to the leadership team of Salesforce, mostly relating to its UK practice, and possibly also to the European practice. The Committee noted Mr Crothers's statement that the appointment is not likely to involve any contact or dealings with his former department or with Government more generally.

The Committee noted that Mr Crothers had no dealings with Salesforce while in office, and that the type of services that they provide were not bought by Government at that time. Mr Crothers also stated that this is a new technology sector, one that he had no involvement in during his time in the Civil Service, and that his new role will involve drawing on his experience prior to joining the Civil Service.

The Committee took into account the views of Mr Crothers's former department, which believed that Mr Crothers did not have access to any information that would give Salesforce an unfair advantage, and confirmed that the particular area Salesforce operates in was not within Mr Crothers's policy remit while in office.

The Committee noted that there was the potential for a future relationship between Salesforce and Mr Crothers's former department, and that a waiting period may have been appropriate had he been moving straight from his Civil Service role. However, it noted that there had been a gap of over six months already, and that his former department did not believe there was any reason to prevent this appointment.

The Prime Minister accepted the Committee's advice that there was no reason why Mr Crothers should not accept this position, subject to the following conditions:

- He should not draw on (disclose or use for the benefit of himself or the organisation to which this advice refers) privileged information available to him from his time in Crown service;
- For 12 months from his last day in service, he should not provide advice on bids/contracts relating to the UK Government; and
- For two years from his last day in service, Mr Crothers should not become personally involved in lobbying the UK Government on behalf of Salesforce or make use, directly or indirectly, of his Government and/or Crown service contacts to influence policy or secure business on behalf of Salesforce.

By 'privileged information' we mean official information to which a Minister or Crown servant has had access as a consequence of his or her office or employment and which has not been made publicly available. Applicants are also reminded that they may be subject to other duties of confidentiality, whether under the Official Secrets Act, the Civil Service Code or otherwise.

The Business Appointment Rules explain that the restriction on lobbying means that the former Crown servant/Minister "should not engage in communication with Government - including Ministers, special advisers and officials - with a view to influencing a Government decision or policy [including applications for awards or grants] in relation to their own interests, or the interests of the organisation by which they are employed, or to whom they are contracted".

I would be grateful if you could ensure that we are informed as soon as Mr Crothers takes up this position, or if it is announced that he will do so (I enclose a form for this purpose). We shall otherwise not be able to deal with any enquiries, since we do not release information about appointments which have not been taken up or announced, and this could lead to a false assumption being made about whether he had complied with the rules.

I should also be grateful if you would ask that Mr Crothers informs us if he proposes to extend or otherwise change the nature of his role as, depending on the circumstances, it may be necessary for him to make a fresh application.

Once the appointment has been publicly announced or taken up, we will publish this letter on the Committee's website and include the main details of the application, together with the Advisory Committee's advice, in the regularly updated consolidated list on our website and in the next annual report.

Yours sincerely

Catherine Millington  
Committee Secretariat