

7/32 *File Fujitsu*  
**COVERING RESTRICTED - COMMERCIAL**

TO:

JOHN HENDERSON  
CII5

ci: Mr Macdonald  
Mr Davis CGBPS  
Mr Sibbick CGBPS1  
Dr Hopkins CII5  
Mr Whitehead CGBPS1(or)  
Ms Hathaway CII5(or)  
Ms Churchyard CII5  
Mr Lancaster,  
PS/ Mr Johnson

FROM:

ISABEL ANDERSON  
CGBPS1

GRO

GRO

2 November 1999

**CONTRIBUTION TO BRIEFING FOR SECRETARY OF STATE'S  
MEETING WITH THE PRESIDENT OF FUJITSU ON THURSDAY 4  
NOVEMBER 1999**

You have asked for a contribution to briefing for the Secretary of State's meeting with Mr Naoyuki Akikusa, President of Fujitsu on Thursday 4 November.

The Secretary of State may wish to use this opportunity to convey some messages to Fujitsu concerning the Horizon post office counters automation project. I therefore attach at Annex A contributions to your steering brief, lines to take and background note covering the discussion of the impact of Horizon on Fujitsu at the 13 June meeting and current progress with the project. I assume you will cover the detail of the impact of Horizon on Fujitsu's finances.

ISABEL ANDERSON