

Review Type	Opportunity		Siebel reference number:	UKR&RMG-JRU-55315
	Bid/No Bid	X		
	Update			
	Bid Approval			
	Contract Approval		Competitive (Yes or No?)	Yes
Customer	Post Office Ltd		Bid Name & Offering	Globe (Current Account / Internet Banking)
Opportunity Owner	Andy Startin		Account Manager	Suzie Kirkham
Total Contract Value (BAR & CAR)			Gross Margin (BAR & CAR) (Value and %age)	
Business Unit	RRMT		Business Unit Director	Clive Bailey
Date of Review	1 <sup>st</sup> June 2009		Date and type of previous review	No previous reviews

Attendees	Neil Andrew; Clive Bailey; Sarah Bampton; Amanda Craib; Robert Devlen; Steve Godson; Andrew Hall; Maz Kostuch; Graham Murray; Mike Nardin; Peter Rowley; Dave Spillet; Andy Startin; Guy Wilkerson; Jeremy Worrell; Kate Wratten.
Copies	Business Assurance; Dane Batt; Suzie Kirkham; Gareth Pugh; David Roberts; Nigel Sheath; Mike Wood.

Number	Action	Actionee	Date Due
Info	Amanda Craib had the delegated authority for David Roberts. Steve Godson deputised for Wendy Warham. Kate Wratten to update Gareth Pugh as required.		
Info	There is a workshop planned for this Wednesday with Fujitsu members of the HNG-X Development Team to review any potential implications that the Globe opportunity may have for HNG-X, and to start the planning for Globe on the basis that the HNG-X migration testing and stable running, with the appropriate contingency, will be essential before any Globe implementation activities could take place.		
1.	Andy Startin to discuss the current plan with Mike Wood.	Andy Startin	As soon as possible.
2.	Andy Startin to discuss the opportunity with Mark Phillips, as we are currently in dialogue with Bank of Ireland, who would be a partner with the Post Office on Globe.	Andy Startin	As soon as possible.
3.	A Bid Budget of £61,200 was approved for the period to July 10; however Jeremy Worrell to work with Andy Startin to define the Bid Budget that would be required to get to contract. This requirement should be forwarded to Clive Bailey and Kate Wratten in the first instance.	Andy Startin	As soon as possible.
4.	An Update Review should be scheduled for 3 weeks time to review where we are at that time.	Andy Startin	Review to be scheduled, preferably at least one week prior to the Review date.



## PBU Bid Review Actions

Outcome	Initial Bid Budget of £61,200 approved, subject to the Actions.		
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The following Bid Budget amounts are approved, where applicable:

Task 10 – Sales	£	Start: dd/mm/yy	End: dd/mm/yy
Task 20 – Initial RFI – PQQ	£	Start: dd/mm/yy	End: dd/mm/yy
Task 30 – RFP – ITT	£61,200	Start: 01/06/09	End: 10/07/09
Task 40 – BAFO	£	Start: dd/mm/yy	End: dd/mm/yy
Task 50 – Negotiation	£	Start: dd/mm/yy	End: dd/mm/yy

Please confirm completion of actions to PSD.Bid.Reviews  **GRO**