



PBU Bid Review Actions

Review Type	Opportunity		Siebel reference number:	UKR&RMG-JRU-55315
	Bid/No Bid	X		
	Update			
	Bid Approval			
	Contract Approval		Competitive (Yes or No?)	Not currently
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)	Please reference the Actions.		Gross Margin (BAR & CAR) (Value and %age)	
Business Unit	RRMT		Business Unit Director	Clive Bailey
Date of Review	6 th July 2009		Date and type of previous review	BNB 01/06/09

Attendees	Neil Andrew; Clive Bailey; Pippa Cow; Caroline Dabrowska; Robert Devlen; Steve Godson; Tim Jones; Matt Mann; Gareth Pugh; David Roberts; Andy Startin; Nick Tetley; Wendy Warham; Guy Wilkerson; Jeremy Worrell; Kate Wratten
Copies	Business Assurance; Amanda Craib; Andrew Hall; Suzie Kirkham; Maz Kostuch; Peter Rowley; Nigel Sheath

Number	Actions from review held on 06/07/09	Actionee	Date Due
Info	David Roberts had Peter Rowley's delegated authority.		
1.	<p>We will not be able to meet the latest request from the Post Office to provide a breakdown of previously discussed indicative pricing.</p> <p>A call is planned with Dave Smith, Head of IS, Post Office, and subsequent to this a letter is to be drafted to the Post Office to clarify our current position with regards to our input to their Business Case, and our suggested plan for working together to achieve the required outcomes.</p>	Andy Startin	W/c July 6
2.	<p>We should suggest to the Post Office that we have a weekly meeting with them.</p> <p>RRMT BU Management to review developments by the end of next week (July 17). If there are any major changes to the current position these should be communicated to Divisional Management.</p> <p>A Divisional Update Review should be scheduled by the end of July, subject to developments. Updates to pricing should be approved at an applicable BAR.</p>	Andy Startin	As applicable.
Actions from review held on 01/06/09			
Info	Amanda Craib had the delegated authority for David Roberts. Steve Godson deputised for Wendy Warham. Kate Wratten to update Gareth Pugh as required.		



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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	Ongoing
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. Discussion ongoing – POL & Bol relationship under strict NDA	Andy Startin	Ongoing
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	Complete
4.	An Update Review should be scheduled for 3 weeks time to review where we are at that time.	Andy Startin	Complete
Outcome	<p>From BNB/BAR Update Review on July 6 please reference the Actions.</p> <p>Also, Increase of Bid Budget from £61K to £92K approved for Code 141356, to August 31, 2009.</p>		

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	+£31K	Start:	End: 31/08/09
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**