

Fujitsu EYES ONLY



Business Unit Review - Actions

Business Unit:	Retail, Royal Mail & Telcos (RRMT)		
Division Director:	Peter Rowley		
Date of this review:	17 th July 2009 <i>updated 18/09/09</i>	Date of last review:	17 th June 2009
Attendees:	Clive Bailey; Dane Batt; Chris Bolland; Steve Clayton; Robert Devlen; Suzanne Felber; Roger Gilbert; Phil E Heath; Hajime Kojima; Maz Kostuch; Lisa Lowe; Andrew Mears; David Roberts; Peter Rowley; Ann Sinclair; Lester Young; Kate Wratten		
Copies:	Julie Sadler; Andy Hall		
Action No.	New Actions – This Review	Actionee	Due Date
Jul-01	<p>Check options for sales team (BS) with Paul Brown (if this action is unclear, please contact Lester)</p> <p><i>- Since this action was discussed in July the Company has announced a redundancy programme and virtually the whole of PSD is at risk.</i></p> <p><i>The individual concerned is in the PSD Sales and Bid Management pool at risk of redundancy and will be scored against criteria alongside all the other people in the pool. If the individual scores “above” the line he will be retained – if not he will be made redundant.</i></p>	DB	ASAP <i>In progress</i>
Jul-02	Add Qx 08/09 vs Qx 09/10 financial comparisons in Major Accounts summary	KW	Next review
Jul-03	<p>Produce plan for accelerated HNG-X Releases to enable earlier sales closures – (and investigate infrastructure dependencies and examine early investment options to break infrastructure dependency bottle-necks)</p> <p>This has been addressed as part of the Commercial Settlement around HNGX</p>	CB	Next review
Jul-04	Produce account growth plan for <u>Irrelevant</u> and consider other account growth plans (<u>Irrelevant</u>) as appropriate	CB	Next review
Jul-05	<p>Remove <u>Irrelevant</u> and <u>Irrelevant</u> from CEO account review schedule and switch <u>Irrelevant</u> to August and <u>Irrelevant</u> to September</p> <p><i>- Completed. <u>Irrelevant</u> and <u>Irrelevant</u> reviews were both held in September</i></p>	RLY	Immediate <i>Closed</i>

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Jul-06	Work with Sourcing to look at reciprocal sourcing deals with RRMT customers; obtain plans to assist from Sourcing	CB	ASAP
Jul-07	Re-examine POL £30m Rev and £2m Margin opportunity (new business task) with Andy Hall for feasibility – must be realistic to be included in forecast	CB	Next review

Please direct any queries or updates to Business.Assurance@FUJITSU.COM  GRO