

**From:** Alisdair Cameron [REDACTED] **GRO**  
**Sent:** Wed 25/03/2015 9:06:32 AM (UTC)  
**To:** Keegan Michael [REDACTED] **GRO**  
**Cc:** Lesley J Sewell [REDACTED] **GRO** Geoff Smyth [REDACTED] **GRO**  
**Subject:** Fujitsu and POL

Michael,

It was very good to meet you and Steve yesterday. I just wanted to drop you a note to confirm our conversation. I echo your views that we can re-build a successful, joined-up relationship to underpin the following agreements.

- (1) Our teams will work together to agree a one year contract extension on front office and data centre support to end March 2018. This should include sensible incentives for both of us to encourage us "out" as quickly as can be sensibly managed. We recognise that you have commercial requirements in this conversation but our ability to fund this is limited and we cannot make significant investments in data centres that will shortly be demolished. An explicit conversation about risk and funding may be helpful. This should be agreed in time for our Board meeting on 21 May.
- (2) Our teams will work together to complete a three year contract extension on the Telco arrangements. This should also be completed in time for our May Board meeting. Without unpicking the commercial arrangements, the SLAs should reflect its nature as a service business.
- (3) You agree to pay us £4m in full and final settlement of the various historical disputes. As part of that settlement, we will not pay the £2.9m invoice originating from BT IP. This will be finalised in time for our May Board meeting.

In addition, you may be able to help us by buying IBM Creedence licences on our behalf. We will revert on the need - and we appreciate the help.

I recognise and appreciate your concern for POL and its approach to IT development. However, you agree that, particularly given your exit, we have no practical alternatives at this stage. Our combined efforts will be focused on making the plan work, together.

Could you confirm that is also your understanding? Please don't hesitate to call me if anything is different from your expectations.

Kind regards

Al



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