

Message

From: Gibson Will (ShEx) [/O=DTI/OU=DTIHQ/CN=RECIPIENTS/CN=WGIBSON]
Sent: 25/11/2013 18:33:33
To: Swinson MPST [REDACTED] **GRO** [REDACTED]; Hobson Claire (BRE) [REDACTED] **GRO** [REDACTED]
CC: Callard Richard (ShEx) [REDACTED] **GRO** [REDACTED]; Batten Peter (ShEx) [REDACTED] **GRO** [REDACTED]
Subject: RE: Ria - meeting request

No particular objection on my part. It's a commercial relationship with POL so we don't normally engage on those sorts of issues, but they're a key partner of the Post Office and Jo may want to ask them to reassure her of the systemic integrity of the Horizon network given the recent Parliamentary and news interest on that.

Copied to Richard who will likely be leading on this when any meeting goes in, and Peter who leads on the Horizon stuff.

Will Gibson | Executive Director | Shareholder Executive
BIS, 1 Victoria Street, London SW1H 0ET | [REDACTED] **GRO** [REDACTED] **GRO** [REDACTED]
www.gov.uk/government/organisations/the-shareholder-executive

PA: [REDACTED] **GRO** [REDACTED] | [REDACTED] **GRO** [REDACTED] |

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From: Swinson MPST
Sent: 25 November 2013 18:24
To: Hobson Claire (BRE); Gibson Will (ShEx)
Subject: FW: Ria - meeting request

Dear both

Apologies for the delay in sending.

Please could you confirm your thoughts with regard to the below e-mail's meeting request when you are able, as Joe seems to be very keen and has contacted me today.

Thanks so much.

Ria

Ria Trott | Diary Secretary to Jo Swinson MP, Minister for Employment Relations and Consumer Affairs | Department for Business, Innovation & Skills | 1 Victoria Street, London SW1H 0ET |
[REDACTED] **GRO** [REDACTED] | [REDACTED] **GRO** [REDACTED] | www.bis.gov.uk

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From: Joe Moor [mailto: ] **GRO**
Sent: 18 November 2013 16:14
To: Swinson MPST
Subject: FAO: Ria - meeting request

Dear Ria

Further to our conversation earlier today, I am contacting you on behalf of Fujitsu as they are keen to meet with your minister to discuss a number of different issues, which I will briefly outline below.

Two of Fujitsu's execs, Simon Blagden and Gavin Bounds, met briefly with your minister when she spoke at a Business in the Community – BITC – fringe event at this year's Liberal Democrat Party Conference (the event was supported by Fujitsu). With the view to seeking a more substantial meeting, we did approach her Parliamentary prior to the Conference; however, we were advised that her diary was too full but to contact your predecessor, Filder, which I am now doing!

Fujitsu's executives are keen to meet your minister again for a number of specific reasons, that cross both of her departmental remits ie. BIS and DCMS:

- Firstly, as you may have seen in Saturday's Times, Fujitsu's Chief Executive, Duncan Tait, is a cosignatory of a letter highlighting a BITC campaign called *Opportunity Now* – an initiative seeks to address the gender balance at all levels of organisations. More information can be found at www.project2840.com
- Secondly, earlier this year, Fujitsu responded to BIS' *Corporate responsibility: call for views* – providing details of the various CSR activity they, as a company, are involved with
- And finally, the Post Office has been working with Fujitsu since 1996, during which time it has been central to the introduction of many new services, including; Chip and Pin terminals, automated cash accounting, mobile phone e-top-ups and the Smart Post system. Fujitsu has also been the driving force behind the development and deployment of the radical new IT and ePOS infrastructure known as Horizon, and are also supporting important initiatives, such as the Crown Transformation programme with the successful introduction of mail kiosks.

Given all the above, Simon Blagden, Fujitsu's Non-Executive Chairman for UK & Ireland, would like to arrange a meeting with your minister whereby they can provide her with a briefing on the work they do that is directly relevant to her brief, as well as outlining some of the critical infrastructure projects and services they provide across other government departments. It would also be a nice opportunity for him to introduce your minister to Helen Lamb, one of Fujitsu's Executive Directors, who initially joined the company as a graduate.

I hope the above outlines all the information you require and I look forward to hearing from you in due course.

With best wishes


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