

From: Hadley Paul (ShEx)[/O=DTI/OU=DTIHQ/CN=RECIPIENTS/CN=PSHADLEY]
Sent: Wed 27/11/2013 9:17:35 AM (UTC)
To: 'Jonathan Preece (UK SBS)'[GRO] Midgley Darrell
(ITD)[GRO]
Cc: Callard Richard (ShEx)[GRO] Francis David
(LG)[GRO] Wathen Maureen (ShEx)[GRO]
Brown Vicki (ShEx)[GRO] Evans Francis
(BE)[GRO] Harwood Julia (ITD)[GRO] Hobson
Claire (BE)[GRO] Gibson Will (ShEx)[GRO]
Batten Peter (ShEx)[GRO] Swinson
MPST[GRO]
Subject: RE: Ria - meeting request - Fujitsu

Darrel/Jonathan

Whatever the commercial issues at stake I cannot agree to relations with Fujitsu, or any other major IT supplier, being ring fenced in this way. It is the responsibility of my team maintain direct dialogue with the whole of the IT sector, regardless of whether other parts of the Government firmament are having contractual issues with them. The Government has committed to a Industrial Strategy for the sector and that means dialogue with all the players, large and small.

Paul

Paul Hadley | Deputy Director - Information Economy | Department for Business, Innovation & Skills
1 Victoria Street, London, SW1H 0ET | Tel:[GRO] | Fax:[GRO]
<https://www.gov.uk/government/organisations/department-for-business-innovation-skills>

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From: Jonathan Preece (UK SBS)[GRO]
Sent: 27 November 2013 09:00
To: Midgley Darrell (ITD); Hadley Paul (ShEx)
Cc: Callard Richard (ShEx); Francis David (LG); Wathen Maureen (ShEx); Brown Vicki (ShEx); Evans Francis (BE); Harwood Julia (ITD); Hobson Claire (BE); Gibson Will (ShEx); Batten Peter (ShEx); Swinson MPST
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I would recommend (from a purely commercial perspective) that any BIS engagement with FJS should be through the commercial team managing the exit from FJS. There is a risk of compromise or potential prejudice the exit agreement. So any engagement should be deferred until this exit is finalised.

We have also agreed with the Crown Commercial Representative of FJS that any future engagement should be at the least sighted to the central team, whilst the cross govt review is underway, notwithstanding the need for post exit lessons learnt, or engaging FJS in their perspective of the future IT sector as listed below.

Regards

Jonathan Preece

Tel: [GRO]

Email: jonathan.preece@ukhsbs.co.uk GRO

PA: Kathy Glanville

Tel: 01296 424242 GRO

Email: kathy.glanville@ukhsbs.co.uk GRO

UK Shared Business Services Ltd, North Star House, North Star Avenue
Swindon SN2 1FF



From: Midgley Darrell (ITD) GRO

Sent: 27 November 2013 08:33

To: Hadley Paul (ShEx)

Cc: Callard Richard (ShEx); Francis David (LG); Jonathan Preece (UK SBS); Wathen Maureen (ShEx); Brown Vicki (ShEx); Evans Francis (BE); Harwood Julia (ITD); Hobson Claire (BE); Gibson Will (ShEx); Batten Peter (ShEx); Swinson MPST

Subject: RE: Ria - meeting request - Fujitsu

Paul,

To note Fujitsu are deemed a 'high risk supplier' by the commercial side of the Cabinet Office and they wish to be sighted of any involvement so be cautious regarding any invites. This also partially explains the 'hard time' you suggest below for any large IT supplier.

Of course as good project professionals we will conduct a lesson learnt review of Elgar with Fujitsu who wish to improve their standing across Government by helping us exit gracefully from the current contract. It will make interesting reading!

Regards

Darrell

Darrell Midgley | CIO for BIS and Partner Organisations | Information & Technology Directorate | Department for Business, Innovation & Skills | darrell.midgley@bis.gov.uk GRO | GRO www.bis.gov.uk |

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From: Hadley Paul (ShEx)

Sent: 26 November 2013 16:05

To: Evans Francis (BE); Harwood Julia (ITD); Hobson Claire (BE); Gibson Will (ShEx); Batten Peter (ShEx); Swinson MPST

Cc: Callard Richard (ShEx); Francis David (BSFCS); Midgley Darrell (ITD); Jonathan Preece (UK SBS); Wathen Maureen (ShEx); Brown Vicki (ShEx)

Subject: RE: Ria - meeting request - Fujitsu

All

My team sponsors the "tech" sector but has not had much direct contact with Fujitsu over the last 12 months. The agenda seems weighted towards the corporate social responsibility space - happy to contribute to any briefing if they show interest in discussing the direction of the ICT sector. We would be happy for Fujitsu to participate in some of the sub-groups which the industry has formed to work on the challenges identified in the Information Economy Strategy published in June. Like Francis - I don't think we should be shy to ask them about lessons learnt from the 15 year Elgar contract. That said generally the procurement side of Cabinet Office has been taking a hard line with all of the giants in the IT sector of late so we might get a strong reaction from their side.

Paul

Paul Hadley | Deputy Director - Information Economy | Department for Business, Innovation & Skills

1 Victoria Street, London, SW1H 0ET | Tel: GRO | Fax: GRO |
<https://www.gov.uk/government/organisations/department-for-business-innovation-skills>

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From: Evans Francis (BE)
Sent: 26 November 2013 09:46
To: Harwood Julia (ITD); Hobson Claire (BE); Gibson Will (ShEx); Batten Peter (ShEx); Swinson MPST
Cc: Callard Richard (ShEx); Francis David (BSFCS); Hadley Paul (ShEx); Midgley Darrell (ITD); Jonathan Preece (UK SBS)
Subject: RE: Ria - meeting request - Fujitsu

Hi all,

As Claire says this is not very strategic. But Joe Moor, the PR guy, is trying to do his job - to change BIS perceptions of Fujitsu from "those people who gave us that outdated IT system" to upstanding corporate citizens taking their social responsibilities seriously. Hence he is including everything he can think of into the message, in the hope that the sheer volume of stuff will persuade us to agree to a meeting.

Happy to be part of a team (to cover gender balance) and like Julia's idea to "leverage this engagement to help ensure our exit is as "graceful" as possible from everyone's perspective". There is nothing to be embarrassed about, it seems to me we could tackle the issue head-on. Every BIS official is a Fujitsu customer. It would be interesting for example to ask them what they think Fujitsu has learned from this contract.

Best wishes,

Francis

Francis Evans | Senior Policy Adviser | Business Environment Directorate | Department for Business, Innovation & Skills | 3rd Floor Spur, 1 Victoria Street, London SW1H 0ET | francis.evans@bis.gov.uk Tel: **GRO** Mobile: **GRO** (recommended rather than leaving a message on BIS voicemail)

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From: Harwood Julia (ITD)
Sent: 26 November 2013 08:04
To: Hobson Claire (BE); Gibson Will (ShEx); Batten Peter (ShEx); Swinson MPST
Cc: Callard Richard (ShEx); Francis David (BSFCS); Evans Francis (BE); Hadley Paul (ShEx); Midgley Darrell (ITD); Jonathan Preece (UK SBS)
Subject: RE: Ria - meeting request - Fujitsu

All

My team are leading on the exit from the 14 year old Elgar contract and the relationship with FJ over the next four months and would be very happy to contribute to any pre brief and perhaps leverage this engagement to help ensure our exit is as "graceful" as possible from everyone's perspective.

Darrell Midgley the BIS CIO, will have a wider view across our POs who are engaged with FJ. Jonathan Preece in SBS also has a key role in managing that relationship from an SBS angle.

Let me know how we can help.

Julia

Julia Harwood
FLITE Programme Director
Chief Information Officer Core BIS, DSO, DD Info Strategy
Department for **Business, Innovation, & Skills**
| Victoria 3 Fifth Floor | One Victoria Street | London SW1H 0ET |
| t: **GRO** | m: **GRO** | www.bis.gov.uk
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From: Hobson Claire (BE)
Sent: 26 November 2013 07:45
To: Gibson Will (ShEx); Batten Peter (ShEx); Swinson MPST
Cc: Callard Richard (ShEx); Francis David (BSFCS); Harwood Julia (ITD); Evans Francis (BE); Hadley Paul (ShEx)
Subject: RE: Ria - meeting request - Fujitsu

Ria ca David in my team - invite them to our CR bash in Dec?

There's a lot in here and not very strategically laid out. I agree with the caution on the IT and PO fronts.

We'd be happy to talk to them about my areas - women on boards (FTSE 350 exclusively; GEO lead on gender diversity more generally) and corporate responsibility.

I don't think the minister should meet them but you can say we'll be in touch about CR and WoBs. We can invite them to the CR launch in the middle of December, e.g. ACTION: David.

Copied to Francis (WoB) and David (CR) in my team and Paul Hadley in case we have a relationship via the sector team.

Claire
x5003

From: Gibson Will (ShEx)
Sent: 25 November 2013 18:40
To: Batten Peter (ShEx); Swinson MPST; Hobson Claire (BRE)
Cc: Callard Richard (ShEx)
Subject: RE: Ria - meeting request

I think that would be Julia Harwood.

Will Gibson | Executive Director | Shareholder Executive
BIS, 1 Victoria Street, London SW1H 0ET | [GRO](#)
[will.gibson@bis.gov.uk](#) | [GRO](#)
www.gov.uk/government/organisations/the-shareholder-executive

PA: Karen Smith | [GRO](#)

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From: Batten Peter (ShEx)
Sent: 25 November 2013 18:38
To: Gibson Will (ShEx); Swinson MPST; Hobson Claire (BRE)
Cc: Callard Richard (ShEx)
Subject: RE: Ria - meeting request

Non on mine from a Post Office perspective - although would echo Will's point about the operational and commercial nature of the relationship. Might also want to be slightly careful given Fujitsu ran Elgar which is due to be phased out of BIS.. not sure who the best person to advise on that relationship is though.
Peter

From: Gibson Will (ShEx)
Sent: 25 November 2013 18:34
To: Swinson MPST; Hobson Claire (BRE)
Cc: Callard Richard (ShEx); Batten Peter (ShEx)
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
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PA: Karen Smith | **GRO**

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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 |
mpst.swinson@GRO
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From: Joe Moor 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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Joe Moor
Public Affairs

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