

Fujitsu Services EYES ONLY



Private Sector Division
Commercial Function Report

15th May 2009

BIDS

T,M&S

Wins

Irrelevant

Contract Management Key Successes

Irrelevant

Losses

Irrelevant

Opportunities

Irrelevant

Irrelevant

Irrelevant



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Irrelevant

RRMT

Post Office and Royal Mail Group (G Wilkerson & H Forrest)

Post Office (POL)

- **Future Change** (TCV and GM TBD) [**G Wilkerson**] – we are quoting a series of related prices for a standing facility to support change through to the end of the contract in 2015. Part of this opportunity will be the absorption of £6M of the existing credit notes with POL against future business but it is difficult to predict how many years/stages POL is prepared to commit to at this point.
- **GLOBE** (TCV £10M) [**G Wilkerson**] – early consultancy stages being set up at around £50K.
- **AEI Hosting** (TCV £0.5m) [**H Forrest**] – discussion With prime contractor Cogent in progress. Cogent have provided their standard terms with flow-downs from the prime contract with POL. Initial Fujitsu response on these is imminent, finalisation of which is dependent on agreed service description (including SLAs). Service description to be finalised before pricing can be submitted. Awaiting some requirements from Cogent
- **SAP Rationalisation Development Completion and Hosting** (TCV £10M) [**G Wilkerson**] – Won but not contracted for. Delayed due to extension of Blueprint study by approximately 2 months because of customer failures to deliver obligations. Change note of approx £500K will address. CCN will probably now be in August as a result.

RMG

- **DMS** bid (TCV c£40m) – (**G Wilkerson**) - In discussions with customer – low-level Opportunity Review held to confirm pursuit.



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- **DMN** prospect (TCV £5M) (**G Wilkerson**) – RMG has confirmed that they want to continue the programme at full quantity. Focus will be on convincing them to let a new contract single source.

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RRMT**Post Office/Royal Mail Group (G Wilkerson, H Forrest & N Shafi)****Post Office**

- **HNG-X – (G Wilkerson)** - Latest re-plan shows a slip through to February for commencement of rollout (this is the 'with contingency' figure). Completion may well now be later than year end which we know is emotive for the customer. We also expect a cost claim for their team from POL (£2M has been mentioned). Next steps are discussions with the customer on the new plan and a formal submission via CCN. Peter Rowley and Legal are both already in the loop.
- **POLSAP [G Wilkerson and N Shafi]** – Customer has failed to meet key dependencies (due to failure to manage another supplier) and we are currently discussing a 2 month slip at customer's expense.
- **POLMI [H Forrest]** – CCN resubmitted to include increased ongoing charges relating to some additional work requested by POL.

RMG (G Wilkerson)

- **DMN** - strategy to let DMN run out as scheduled in January 2010 and let POL's existing claim (not mentioned by POL for 12 months but not withdrawn) die with it. Follow-on under discussion.
- Hooper report may see RMG forced to separate business from Post Office, leading to further opportunities.

Irrelevant

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Irrelevant

Contract Management System

- CMS progress delayed on HNG-X as dates have not yet been confirmed for future obligations. POLSAP dates also slipping and programme not yet re-confirmed. No other RRMT contracts meet the required criteria except M&S which has been entered.
- Funding approved for reporting modifications.
- T,M&S projects to commence launch sequence this month (May).

Irrelevant



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PSD COMMERCIAL & LEGAL RESPONSIBILITY GRID			
Irrelevant			
	Post Office	G Wilkerson	D Jones/R Jones
Irrelevant			



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Irrelevant

Other Matters	Inter co/Global Trading Model		M Knight
	Litigation (Gen)		D Jones
	HR (Gen)		R Jones