



John Bennett,
Managing Director,
ICL Pathway,
Forest Road,
Feltham,
Middlesex. TW13 7EJ

2nd April 1997

Dear John,

We have met on a few occasions. I currently work for the Information Systems Strategy Unit at POCL, working for Wendy Powney. I am taking voluntary redundancy from POCL at the end of April and would like to offer my services to you for a short period, in a specific area, when I leave.

In 1995, I developed the practical implementation of the 'Five Generic Model' that is discussed within the Programme team and at Pathway. This model was meant to be the basis for all software development, in conjunction with a standard retail EPOS package, for the BA/POCL Programme and provides a means to implement all POCL transactions (both present and future) with little bespoke programming.

Now that I am leaving, I can approach you directly to offer my services to help develop the Five Generic Model using the GlobalSTORE EPOS package from ICL Retail Systems Ltd as the base.

The development needed to the GlobalSTORE package is a discrete, and relatively short, piece of work that is well understood by me. A transaction 'engine' would need to be built on the side of GlobalSTORE to provide the generic functions.

The advantage of this approach is that the GlobalSTORE package is left unaltered and all improvements made to the package (for example Euro functionality), for other ICL Retail Systems' clients, can be used by Pathway. The basis of this approach is to provide a framework that can manage all transaction flows and can accept bespoke object development where additional functions are needed. This would include the BA transactions, automated payments etc. in the same module, addressing the product integration problems by building in functionality that will manage ALL transaction types, by design.

It also means Pathway does not have to develop new EFTPoS or logistic functions as these already exist in GlobalSTORE. I have explained this method on many occasions, including to Greg Nice of ICL Retail Systems, who would probably be keen to help.

I believe you are meeting some POCL people to discuss this approach in April and feel it could be good idea for you a share my knowledge before I move on.

I am doing this purely independently of POCL and I am using my current experience to our, hopefully, mutual advantage in that I can short cut Pathway's learning process. No one knows of this letter, and some may object to me sending it, so your discretion would be appreciated.

If this is of any interest please contact me on the numbers above.

Yours Sincerely,

Charles Hooper