

Summary by Rupert Lloyd Thomas

## FILE NOTE

4/3/96 Charles Hooper	TOR: Comparing POCL outlet processes to that of Standard Retail EPOS packages
5/3/96 Ian Gair	TOR: EPOSS 'Way forward Task Force'
8/3/96 Preliminary meeting	EPOSS Task Force
19/3/96 John Meagher	EPOS - A discussion document for consideration by the EPOS Task Force
2/4/96 John Meagher	to Charles Hooper re TOR
10/4/96 Ian Gair	Paper from EPOS(S) Task Force
11/4/96 Charles Hooper	to Andy Radka, David Smith, Len Watson re Cash Acct Changes
19/4/96 Ian Gair	Progress report to Paul Rich
21/4/96 John Scannell	to Charles Hooper & John Murray re Cash Acct changes
25/4/96 Report	Electronic Point of Sale Service: "Way Forward"
27/4/96 Andy Radka	to Bernie O'Keeney (caution)
15/5/96 PFI	contract awarded to ICL Pathway. Extract from ICL 1996 Review, Keith Todd, Chief Exec "we crowned this achievement with our largest win to date: ICL Pathway was awarded the contract to design, build, finance and operate a new Post Office infrastructure and roll out the UK Department of Social Security's new card-based benefit payments system. This will be the largest ISDN based network in the UK."
20/5/96 Sue Rhodes & Barbara Scannell	Report: EPOS & The Cash Acct - concluded "standard EPOS system will be able to provide cash acct in the format required by CBDB."
10/6/96 Dallas, Texas	ICL Retail Systems and Post Software International (PSI) announce the merger of their global operations. The focus is on the implementation of in-store systems and migration strategy for all non-food retailers. The strategy, GlobalSTORE, is based on the Association of Retail Technology Standards (ARTS) data model, PSI's existing business rule objects and Microsoft tools and technologies including Windows NT. Future solutions will also incorporate Internet services and business objects from third party suppliers.

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	Note: PSI previously part of Syntegra PFI bid - PSI acceptable to POCL.
20/8/96 Charles Hooper	letter to Alan Shepherd and subsequent corres. Draws a blank.
28/8/96 John Meagher	memo to Peter Crahan. Extract: "...what became the two unsuccessful suppliers, were proposing a solution based on a standard retail package, while the Pathway solution is effectively a new application written on top of Riposte, their messaging middleware."
11/9/96 Paul Rich	e-mail to Charles Hooper et al rejects GlobalSTORE approach. Extract: "...to introduce a PSI solution at this stage would be dangerously risky to the timetable. Andrew (Stott) and others estimate a delay to release 1 of up to a year is likely. ....so, my decision is to stick where we are."
17/9/96 Wendy Powney, Charles Hooper, Rupert Lloyd Thomas	Draft 'Make or Buy' decision for Pathway EPOSS - advocates use of packaged software.
31/9/96 Charles Hooper	Paper "Integration of GlobalSTORE into Pathway Solution" - advocates use of packaged software.
4/10/96 Ian Gair	memo to Mena Rego. Extract: "...I think we are in danger of receiving a solution that does not meet all our requirements."
7/10/96 La Jolla, California	Paul Rich, Wendy Powney et al visit Fujitsu-ICL Systems and see GlobalSTORE demonstration.
11/11/96 Paul Rich	letter to John Bennett, MD, ICL Pathway. Extract: "I was hoping that something a bit more formal would be set up to integrate PSI's expertise on the programme - such as a PSI person on the Pathway team, as one example?"
13/11/96 Paul Rich	memo to Mena Rego & John Meagher. Extract: "I do think there are some long-term potential benefits of involving PSI more, and I've written to John Bennett saying so, following my US visit. This is a piece of work we agreed would happen, and I'd appreciate your co-operation in it."

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1/12/96 Jeremy Folkes	memo to John Meagher rejects GlobalSTORE. Extract: "Many companies would die for the economies of scale that having 40,000 machines would give as far as developing a bespoke solution."
1/12/96 John Meagher	memo to Mena Rego rejects GlobalSTORE approach. Extract: "... For me the whole thrust of its argument is open to criticism..."
8/1/97 Paul Rich	to John Bennett, MD, ICL Pathway, requesting joint meeting with Adrian King, MD, ICL Retail Systems to activate EPOS/GlobalSTORE review.
30/6/97 Charles Hooper	Last day of service.
11/7/97 Joint Meeting:	Paul Rich, Wendy Powney, POCL, Adrian King, ICL Retail Systems John Bennett, Liam Foley, John Dicks, ICL Pathway.
6/8/97 Dominic Barton	Head of Business Development, ICL Pathway, letter to Wendy Powney outlining EPOS/GlobalSTORE review activity. Extract: "...we will produce a document which details whether or not the (PSI) module will run on the Horizon platform, and this will provide clear evidence to support the conclusions either way."