

*Pathway
Board
Rules file
→ 15/6/95.*

PATHWAY BOARD MEETING
Thursday 15th June 1995

A G E N D A



**Venue : ICL, 1 High Street, Putney SW1
Rm: 1401/2**

Time : 3.00pm - 5.30pm

- 1. The Board, and Chairman's Remarks Sir Michael Butler
- 2. Minutes of 1st Meeting of the Board Secretary
- 12.5.95
Resolutions Passed Prior to this meeting
- 3. Managing Director's Report J.H. Bennett
- 4. 1995 Bid Budget A.E. Oppenheim
- 5. Any Other Business All
 - Delegated Authorities
 - Board Committees
- 6. Schedule of Future Meetings Secretary

D & O. in name.
Committee.
Submitting back

PATHWAY GROUP LTD

BOARD MEETING 15th June 1995

MANAGING DIRECTOR'S REPORT



1. THE PROPOSAL

16 copies of the proposal were submitted on time on Thursday 8th June. The proposal itself is of good quality, is compliant and does have a well argued case for a rapid roll-out strategy exploiting our success with ALPS. This can give us a competitive differentiation and can achieve two of the BA/POCL critical success factors earlier than any of our competitors. It is difficult at the moment to anticipate when questions will start, but we must plan for these to be quite extensive and penetrating. The best evidence in terms of a short-list decisions is that this will be made on or around the 21st July.

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2. PATHWAY SUB-CONTRACTORS

Although we were successful in getting illustrative prices from all our sub-contractors suitable for the proposal submission we now need to move quickly to drive these to a much more competitive position. It is likely we will end up with some 20 sub-contractor agreements, many of which may have up to ten different work packages. Managing this needs to be a core competence within Pathway and a start point we are planning is a Pathway suppliers conference in July. We should use this as a briefing forum for potential sub-contractors as well as an opportunity to outline the plans and processes we intend following.

3. PATHWAY LAUNCH PLAN

Although the press at large is broadly familiar as Pathway as one of the bidding service providers, we do intend following the short-list decision in July to take a higher profile with a press conference in order to project somewhat more forcibly the strength, style and intent of this company.

4. ORGANISATIONAL DEVELOPMENT

Now that we have a top level organisational structure in place, work continues to populate the directorates and to begin to construct some of the key processes we shall need to run this company properly. Later in the year we will need to consider terms and conditions for all employees but for the moment staff will continue to be seconded on the parent companies terms.

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5. PATHWAY SECURITY

We are taking steps now to tighten up considerably the security of all information from Pathway. This includes the issuing of the proposal sections to interested parties including sub-contractors, having an electronic sweep of Feltham to make sure the security hasn't been breached and tighten up all aspects of physical security, data handling and general control over secure documents.

6. ARRANGEMENTS WITH AN POST/ESCHER

This has been the most difficult month we've ever had with An Post/Escher. We did however finish on the day the proposal was submitted with a signed tri-partite teaming agreement which will carry us through to contract. Keeping this agreement on the rails will undoubtedly be a difficult task and we are almost certainly to have more crises to manage. The positive side is that we now have a joint development programme between Pathway and An Post and the time scale plan which supports the demonstration phase starting in July. At the moment there is goodwill all round to make this new agreement work.

7. ALPS

A more difficult month with ALPS, although the main key milestones continue to be met. Unexpected technical problems with the new Ergo Pro PC's caused delay as did the slowness to respond to change requests within Escher. Also the more difficult part of the roll-out is just about to start which involves the major Crown offices within London. As a result I am now setting up regular Director level reviews with POCL to ensure that we remain on top of the project.

Pathway attended the Federation of Sub-Postmasters Conference in mid-May where we got excellent support and comment from most of the delegates who visited our stand. This was helped by the fact that we were the only supplier at the event.

John Bennett