

To: Paula Vennells
Cc: Mike Young

Re: Executive engagement into Post Office

Dear Paula,

I thought the timing was appropriate to write to you and inform you of our plans and objectives for the account and take the opportunity to introduce the two senior executives appointed to support your business and lead on behalf of Fujitsu.

As you are aware Fujitsu is a business critical supplier to the Post Office and has been so for over fifteen years.

The Post Office appears to me as a unique company with social and public sector responsibilities combined with objectives to grow and develop as a private sector business. This combined with the separation from Royal Mail Group and Government plans for mutualisation the required restructuring and transformation must present formidable challenges.

Back in August 2010 I attended a video conference with your predecessor David Smith. Amongst other important matters, a paper previously submitted to David was discussed and endorsed. The brief document set out the principles of working jointly to explore the mutual benefits of developing our existing Horizon on Line contract to ensure future alignment to the Post Office strategic plan. We envisaged that through this process the Post Office will be much better positioned to undertake its transformation and restructuring programmes on a significantly reduced time frame with the added advantages of achieving business benefits earlier, at lower risk and at a significantly reduced cost.

To support this initiative Fujitsu has proactively invested in the development of a compelling proposal through a dedicated team working out of our Centre of Excellence in Slough. Our intention is to present our proposition to you in early March and gain your agreement to a period of exclusivity and joint working with the objective of signing a new agreement by May 2011.

To facilitate this Fujitsu have assigned two senior executives, both known to your teams; Stephen Long, Business Unit Director has the responsibility for the running of the Post Office Account and Charles Matcham Senior Responsible Industry Executive who has been appointed to take charge of future Strategic Engagements.

Stephen Long is (Short elevator note about Stephen etc)

Charles Matcham operates at board level is an industry specialist with extensive experience in advising, developing and leading innovative, large scale commercially driven and business outcome based solutions, including large scale ITC programmes, business transformation and outsourcing contracts across both Private and Public Sectors.

Charles will be in contact with your office to arrange a meeting to further discuss these initiatives. I look forward to an even closer and highly collaborative working relationship between our organisations.

Yours faithfully

Duncan Tait