

PATHWAY GROUP LIMITED

MINUTES OF A MEETING OF THE BOARD OF DIRECTORS



HELD AT

AN POST, DUBLIN

ON

6TH DECEMBER 1995

Present: Sir Michael Butler (In the Chair)
Mr R Banks
Mr J H Bennett
Mr A Oppenheim
Mr T Reynolds
Mr T K Todd
Mr J White

In attendance: Mr T Austin
Mr J A Jones

Apologies: Mr R F Scott (Secretary)

ACTION

95/56 **MINUTES OF THE PREVIOUS MEETING**

The Minutes of the Meeting of the Board held on 8th September were approved as a correct record except that the reference to Mr. Lewis should read Mr. Lewis Evans, MD of Girobank.

95/57 **MANAGING DIRECTOR'S REPORT**

Noted.

95/58 **FINANCE DIRECTOR'S REPORT**

Noted.

Sir Michael It was agreed that Sir Michael would write to Ambassadors of the countries listed in the report, excluding USA and Hong Kong.

95/59 **TIMETABLE**

Against a background of continuing uncertainty, it was agreed that:

- | | | |
|-------------|----|--|
| Sir Michael | a) | Sir Michael would push Treasury again; |
| Mr. Bennett | b) | Pathway would qualify the chances of claiming bid moneys back under the Michael Jack statement (Answer: it does not apply to our circumstances); |
| Mr. Todd | c) | Consideration to be given to a joint approach with IBM and Cardlink (Considered and rejected); |
| Mr. Jones | d) | Mr. Jones to detail the timetable track. |

The judgement was that the planning assumption for Management and Shareholders should be a June award.

GRO

Mr. Todd It was agreed that Mr. Todd would seek to bring forward the meeting planned with Mr. Dykes into early January. Mr. Bennett to provide him with a thorough brief, the objective being to get Mr. Dykes to take a more active role in establishing POCL's vital interests in the procurement.

95/60 PRICING AND CONTRACT NEGOTIATION

Mr. Oppenheim's update on the proposed charging methodology and rules was noted.

Mr. Oppenheim to resist the principle of capping charges.

It was agreed that Pathway should adopt an "easy to do business with" approach wherever possible without creating problems for the future, and save issues up for contract negotiation.

95/61 OVERSEAS COUNTRIES AND ALPS

Sir Michael to write to Ambassadors as above.

Singapore: need to co-ordinate sales messages and the resource demands on Escher, and qualify the risk of bad press resulting.

IBM: seek opportunities to deploy sales messages for Singapore (and South Africa, New Zealand?).

ALPS: get positive messages across - it is a **success** and needs to be seen as such. Problems associated with the LANs, polling and ECCO are outside ICL's control. Note however that ALPS provides no benefit to POCL.

95/62 SALES MESSAGES - OTHER

Distributed architecture: need positively to sell the benefits. Ensure that the key messages get across to all procurement team influencers at every opportunity.

Other competitive information: seek and deploy.

Household Budgeting: consider how to use client interest (eg. Water Utilities) to put pressure on POCL.

BBC: Mr. Banks to use the opportunity of an impending meeting to promote Pathway's offering on licencing services.

95/63 PMS/CMS

Mr. Oppenheim to discuss the commercial implications of Oracle's involvement off-line with Mr. Reynolds (Done, no issues).

GRO

95/64 **PROGRAMME PLAN**

Mr. Austin's description of the plan, setting out the shape and significant scale of the task against the uncertain timescale plan, was welcomed as progress.

95/65 **RISKS**

Mr. Bennett's presentation of the status as viewed by the customer was noted. Progress is being made on clearance of Category A and B risks generally but some are being "shelved" under CNT (Core Negotating Team): attempts are being made to move these forward.

Mr. Todd

Mr. Bennett

Escher: it was agreed that Mr. Todd would take the lead in determining the best way to secure Pathway's position (including possible expanded use of Riposte within ICL) and report back at the next meeting. Mr. Bennett to call Mr. Murphy to stress the positive and arrange an initial meeting between Mr. Murphy, Mr. Reynolds and Mr. Todd as soon as possible.

95/66 **HOSPITALITY**

The Board expressed its thanks to Mr. Reynolds for An Post's hospitality and for arranging the tour of the post office.

95/67 **NEXT MEETING**

17th of January in Feltham starting at 2.30pm.

GRO

17.1.96