

TO: Stuart Sweetman

COPY: Mena Rego

FROM: Paul Rich

DATE: 1 May 1997

SUBJECT: HORIZON - UPDATE ON 'LATEST'!

You may have seen my e-mail of yesterday afternoon to keep you up to speed, pre-case. As it said, Mena and I did have dinner with George McCorkell and Peter Crahan last night, and some issues did emerge. Mena is 'flying' around today, but will try to touch base with you at some point to fill in details. I'm on leave today (flying to Germany), but thought I'd give you key points.

KEY POINTS• ON GVT

He's going to HMT this morning to update - he worries about labour!

• ON PATHWAY:

The technical release slippage is a cause of major concern for BA, not so much for its direct impact but because it is a "very poor" signal of ICL's capability, so soon after a re-plan. There is a big meeting later today with Bennett, McCorkell, PDA and Mena. George intends to take a tough line to put culpability on ICL for this delay and force them to come back with an acceptable plan (which Peter has 'in his back pocket'). The issues for us will not be commercial this time, but we will insist on acceptance of trial not being done over Xmas!!! This may mean EPOS/ APS being a bit later. We'll see how Pathway react- they could be into penalties too, if we call it (we'll say we will for now).

• ON FUTURE OF PDA

George is keen to pare down PDA quickly and it sounds to me there are some opportunities here for us. He's realised too that detailed 'field' planning is best done within BA - what a surprise!

• ON POCL AND INSTALLATION ISSUES

He didn't play this hard. Except to say that BA have a legitimate interest in this (he's right) and may raise it at PSC next week. We'll be ready to say how seriously we're taking it etc.....

Also Colin Baker rang me yesterday. He wants some words to say at his conference about roll-out. I explained DSS paranoia etc. Mena will provide today.

PAUL RICH

PL: **GRO**  
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