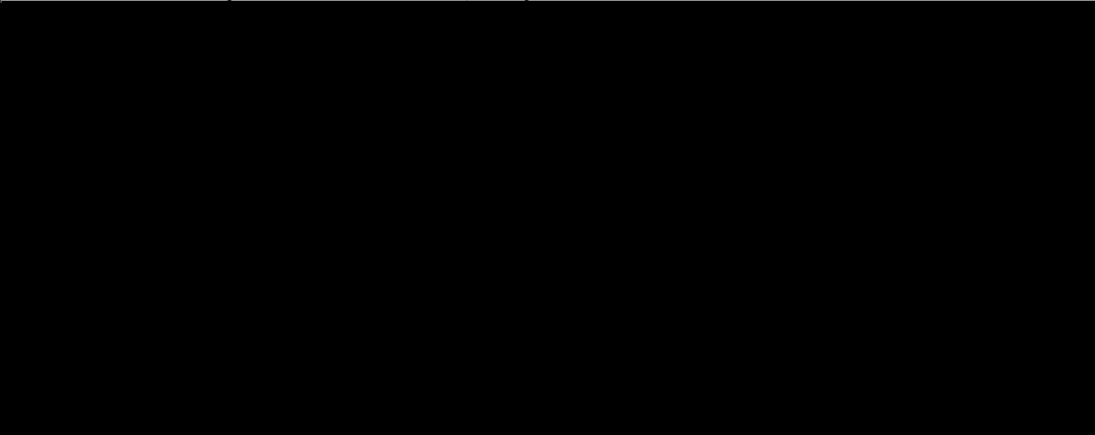

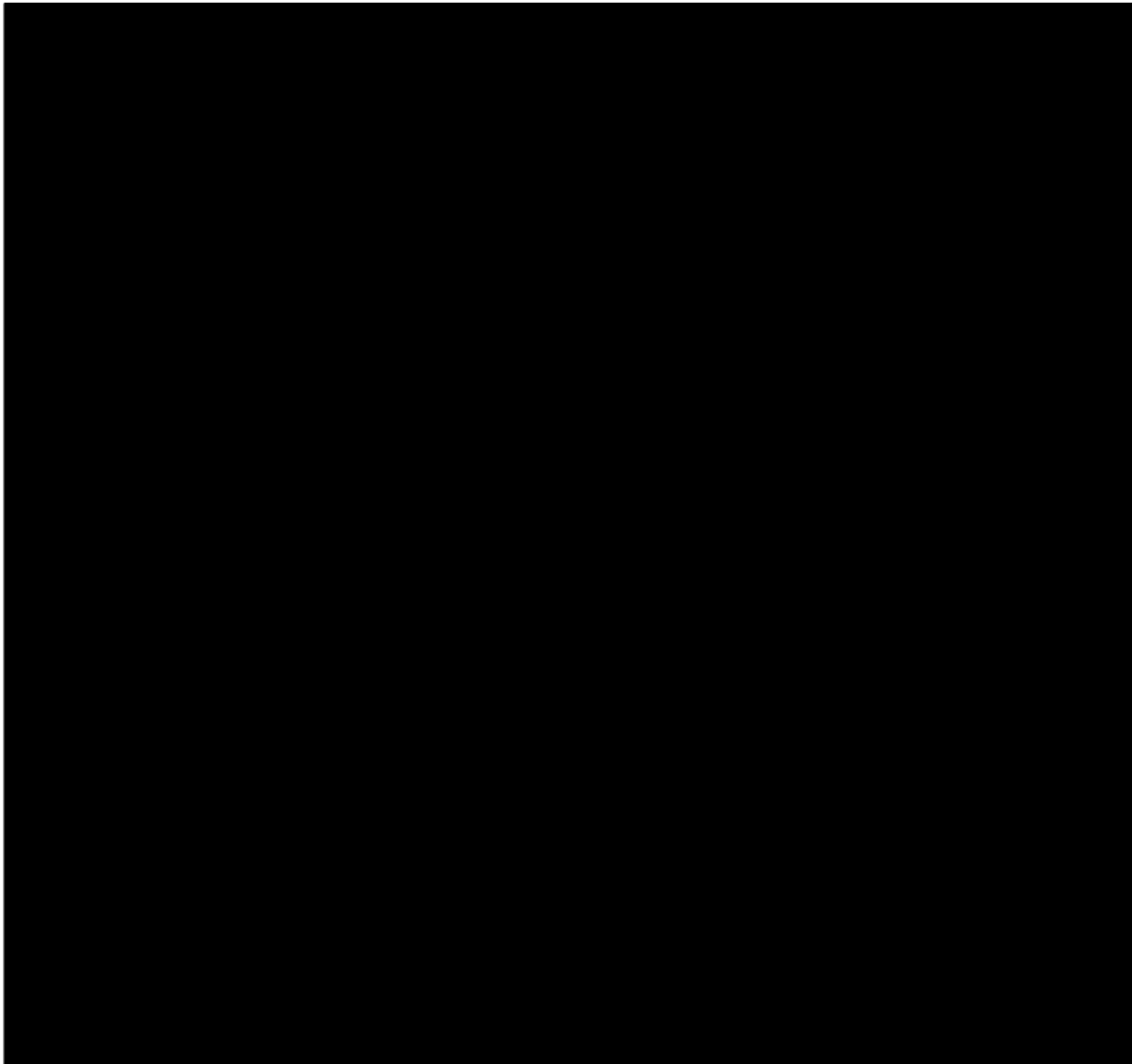


• Key milestones (as defined in business plan)

Traffic light indicator	Overall objective	Milestone
		
	Harnessing Technology	<ul style="list-style-type: none"> <li>• To continue the automation of POCL by:               <ul style="list-style-type: none"> <li>• successfully completing the live trial of Horizon by the end of September 1999;</li> <li>• installing 4,000 post offices with Horizon by the end of March 2000;</li> </ul> </li> </ul>



Harnessing Technology

A revised deal on acceptance of the system with ICL was agreed last Friday. The aim of so doing was to facilitate the acceptance and roll-out of a robust system before Christmas. As part of the deal they accepted that they had failed the last stage A acceptance. They now have until 15 November to gain acceptance.