



Update

Fujitsu-ICL Reorganization

September 1, 2000

Fujitsu-ICL has reorganized our North American business. In general, the company has recognized the importance of a strong, independent operation in the Americas, and has reorganized around three major operating groups reporting to Austen Mulinder in Dallas:

- Fujitsu-ICL Retail Products — this group reports is headed by Ron Omohundro and is responsible for **ISS45**, TeamPoS and our current system products for Retail. This group now also owns full responsibility for Fujitsu-ICL's Managed Services business as well as our world-class central shipping and logistics facility in Foothill Ranch, California.
- The Fujitsu-ICL eBusiness group will continue its rapid growth with electronic commerce systems and services together with our Corema™ Customer Relationship Merchandising (CRM) products. This group is headed by Dean Whitlock in Dallas.
- A special Fujitsu-ICL group will be headquartered in Wake Forest and led by Gene Senecal. This operation is responsible for **GlobalSTORE** software for general retail customers, together with Fujitsu-ICL's legacy software products.

The primary purpose of this reorganization is to align Fujitsu-ICL's North American business to the different operating models represented by these three vastly dissimilar opportunities. For example the business and risk models for eCommerce and its mix of services and consulting is completely different than that for Retail Products. It was also important to recognize the differences between engineering- and customization-intensive operations such as **GlobalSTORE** that carry very different business requirements compared to, for example, more "packaged" hardware and software systems such as **ISS45**.

This reorganization is coordinated with a new agreement with PoS Ltd., our **ISS45** development partner. Although there are no changes impacting the Dealer business in this new agreement, our 20-year partnership is being strengthened in the direct sales area for major accounts. Here, Fujitsu-ICL and PoS Ltd. will now be work more closely to replicate our successes at accounts like Albertsons. Expect to see a much broader exchange of cross-contracting, with some Fujitsu-ICL staff even transferring to PoS Ltd. in the coming months.

There have been no organizational changes for Bruce Minale and his Dealer sales and support team. In fact, to maximize its success and continued profitability — and help promote Dealer sales into larger accounts — Fujitsu-ICL will be adding sales and support staff to this group in the coming weeks. Some **ISS45** software development, support and release functions are being moved around to fit the new organization, however, and we apologize in advance for whatever confusion this will cause as the new organization settles into operation.

To Your Success,

Tony

Tony van Severter
Director: Supermarket Systems

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