

Vincent Kelly
Crown Representative
Cabinet Office
1 Horse Guards Road
London, SW1A 2 HQ

By email only

Date: 6th February 2024

Subject: Fujitsu Public Sector Bidding

Dear Vincent,

Further to our meeting on the 31st January 2024 this letter follows up the request to clarify Fujitsu's position regarding bidding for work with Government customers.

As you are aware, Paul Patterson wrote to Gareth Rhys-Williams on 18 January 2024 to advise that Fujitsu would voluntarily pause bidding for future public sector contracts in line with the approach below:

- 1. It is our [Fujitsu's] intention to pause bidding for work with new Government customers. This is until such time as the Inquiry has reported, or, with prior consultation and support from such new Government customers.*
- 2. In support of Government, where there are existing customer relationships or an agreed need for Fujitsu skills and capability, it is our [Fujitsu's] intention to bid as appropriate in line with public procurement processes.*
- 3. Where we are already actively engaged in a live procurement, we will sensitively assess our continued involvement whilst seeking not to disrupt ongoing procurement processes or disrupt essential Government work.*

As requested, Paul Patterson subsequently confirmed in an email of 24 January 2024, the following clarifications:

"... there is no limitation or caveat on our intention to pause bidding for work with new Government customers until the Inquiry has reported (point 1 from our original note [above]). We [Fujitsu] would only bid for work with a new Government customer if asked to do so.

In respect of point 2 from our original note, your understanding is correct. That this relates only to existing Government customers of Fujitsu, where we intend to bid:

a) where we have existing customer relationships (for example a contract extension or for similar work already undertaken by Fujitsu for that customer), or

b) for new opportunities with existing customers, where we have assessed and understood there to be a need or Fujitsu skills and capability.

I hope this clarifies our intentions. If you would like to discuss further, please let me know."

Fujitsu would like to take this opportunity to further clarify practical details from questions relating to this voluntary action.

Fujitsu's approach, in its voluntary action, will apply consistently to all public procurements, including where goods and services are procured under a Framework Agreement or DPS.

To reaffirm:

- (i) There is no limitation or caveat on Fujitsu's intention to pause bidding for work with new Government customers, until the Inquiry has reported.
- (ii) In clarifying point a) above, where it wishes to do so, Fujitsu intends to:
 - submit bids in respect of re-procurement exercises by existing government customers for similar goods and services where Fujitsu is the incumbent;
 - where appropriate, agree to the extension of existing contracts for Fujitsu goods and services.
- (iii) Clarifying point b) above, where there is a requirement for new goods and services not currently provided by Fujitsu with its existing customers, Fujitsu would very carefully assess the existing customer's requirements and need for Fujitsu's skills and capability.

In respect of areas covered by its approach, Fujitsu views "Government" as central Government departments, their arms length bodies, the devolved administrations, local government bodies and the National Health Service. In the context of these areas, existing customer relationship and existing customer contract relates to goods and services under existing contractual arrangements.

I would like to take this opportunity to reiterate Fujitsu's ongoing commitment to supporting critical national infrastructure in the UK, and to the successful delivery of all existing contracts to His Majesty's Government.

Kind regards,



Dave Riley
Head of UK Public Sector