

Postcomm Competition Questionnaire

Answers:-

Ques.4

Approaches have been made to us by 3 Operators by Phone and Follow Up meetings and also at Trade Seminars within the last 3 years.No further contact within the last 12 months.

They could not offer an alternative to Mailsort 3 service which we use predominately for our Customer communications.

We require a collection/delivery service potential to any private address in the UK.

Q. 5

None switched.

Q. 6

See final para. For Q.4

We require a service for our Mailings where we will provide advance schedules of high volume presorted mail and in return we require delivery within a specified time frame and the best discounted price which we can negotiate.

Q.7

Extremely difficult to obtain any information from RM regarding "lost" mail.Cannot comment on other suppliers.

Q.8

RM have launched a new product strategy which includes an "Advertising" service.We may well be interested in this particularly the Nominated Day option.

We would also be interested to hear of competition for this type of service.

Q.9

Only with regard to the new product strategy mentioned above.

Q.10

Mostly concerned re the announcement that Mailsort 3 is not to be part of RM USO.We need to know asap what their pricing and delivery strategy on this service will be.

Q.11/12

We believe that viable competition will continue to be provided by "Pipeline" access or localised delivery to densely populated areas.

Q.13/16

We cannot currently see a Competitor resourcing and operating a National collection and delivery network.

Q.17/19

We do not believe that Postcomm can currently do more. We are more concerned regarding its interface with Royal Mail and striking the right balance between RM's commercial needs and the Bulk Mailers such as ourselves who underpin the Network.