

From: pharrington@nlh.nl.ca
Sent: Monday, August 28, 2006 3:55 PM
To: brianporter@nlh.nl.ca
Subject: Fw: Followup to your conversation with Westney Consulting Group

Brian

Here is the email trail- nothing came back from Ed so I parked the issue- we have chosen a different path now, we are doing this in house, but It could still be a good idea to have our work checked later on before we go through Gate 2

Let me have your thoughts

Paul

----- Forwarded by Paul Harrington/NLHydro on 08/28/2006 03:52 PM -----

Paul Harrington/NLHydro 06/06/2006 02:44 PM		
	To	Ed Martin/NLHydro, Gilbert Bennett/NLHydro
	cc	Jim Keating/NLHydro@NLHydro, John Mallam/NLHydro@NLHydro
	Subject	Re: Fw: Followup to your conversation with Westney Consulting Group {doclink : document = 'A3257868007DEBFBA3257180003D52BC' view = 'A3257868007DEBFB852564B5001283EA' database = 'A325824D0052B8D1' }

Ed/Gilbert

This Company would be candidates for a risk analysis that we would need to carry out on the LCP before we go through Gate 2 (Jan 15) and when we have clarity on the Project configuration, Market access etc - the most suitable time would be around PS3 " Ready to proceed with Market Access decision" which has a target date of 15 Dec 06. They could also participate in the Gate Review Board.

I recommend that we issue an RFP for these type of services in July and draw up a short-list of Companies in Aug who could provide this kind of service (Risk, Project Reviews etc) and invite them in to demonstrate their capabilities before making the final choice in Sept. If you want me to move on this please let me know.

Regards Paul

Ed Martin/NLHydro

Ed Martin/NLHydro 06/01/2006 08:42 AM		
	To	Gilbert Bennett/NLHydro@NLHydro, Paul Harrington/NLHydro@NLHydro, Jim Keating/NLHydro@NLHydro, John Mallam/NLHydro@NLHydro
	cc	[]
	Subject	Fw: Followup to your conversation with Westney Consulting Group

I met with these folks as part of a Husky White Rose "lessons learned" exercise - they seemed to know their stuff. They may be of interest to us from a large project (LC, wind, etc) risk and planning perspective - maybe "cold eyes" reviews? Anyway, have a quick look and let me know if we should pursue.

Ed

----- Forwarded by Ed Martin/NLHydro on 06/01/2006 08:39 AM -----

"Richard Westney" <rwestney@westney.com> 05/31/2006 08:23 PM		
	To	<emartin@nlh.nl.ca>
	cc	"Mark Marlin" <m_marlin@westney.com>, "Pete Luan" <p_luan@westney.com>, "John Coppens" <j_coppens@westney.com>
	Subject	Followup to your conversation with Westney Consulting Group

Hello Ed:

You may recall that Mark Marlin and Pete Luan, from Westney Consulting Group Canada, met with you recently as part of the Lessons Learned review for White Rose. Mark and Pete indicated that you and I should get in touch for further discussions on the capital project opportunities and challenges faced by Hydro.

We understand that this is a time of fresh thinking at Hydro as your new mandate opens opportunities that previously were "outside the company's realm". This apparently includes CAPEX for sustaining projects as well as the potential Lower Churchill mega-project. Equity positions in projects operated by others are also possible, as well as a new focus on renewable energy. Your team must be quite energized about these possibilities.

As Mark and Pete may have told you, our company's strength is working with organizations that want to improve CAPEX predictability, as they take on major projects with significant risks. We help ensure CAPEX predictability and performance with Program Delivery Systems, Strategic Risk Management, Strategic Program Planning, Project Management Training, and the facilitation of Project Management Best Practices. In many cases our role as an independent third party is critical to ensure objectivity and a full consideration of external factors.

Of course, our newly updated website www.westney.com, provides more information.

I would certainly welcome an opportunity to discuss this with you at your convenience. If you would like me to give you a call, please let me know the best date and time.

Thanks and best regards,

Richard Westney

Founder/CEO

Westney Consulting Group

713-861-0800

www.westney.com