

From: PatHussey@nalcenergy.com
To: [Asfar, Christian](#)
Cc: [Cuisinier Raynal, Fabien](#); [Morrison, Ken](#); [Bechard, Normand](#); PaulKennedy@nalcenergy.com; RonPower@nalcenergy.com
Subject: Re: Posting of bidder lists on the SNC-Lavalin Lower Churchill website
Date: Thursday, October 27, 2011 7:23:10 AM
Attachments: [ATT3249957.jpg](#)
[ATT3249958.png](#)

Chris

Nalcor's policy (plus other major projects in NL and the east coast of Canada) is to post the bidders list for all our packages once the **RFP package is issued** not when the bid list is approved. This has been a project policy from day one and we just went around the island telling the business community that we will do this (SLI procurement people participated in these supplier sessions). This is part of our benefits agreement and IBA.

I totally disagree with your comment to post them after award. It totally defeats the purpose to post them to allow smaller NL companies to seek out sub contract opportunities. I have discussed the posting of these bid list with your team since day 1 and am quite surprised that you question it at this time. If you want to discuss this sort of thing pls come see me rather than send emails. We had discussed and agreed to stop sending emails. If you want to revert to that practice we will be taking a step backwards again.

The only thing I need to review is the situation where we have only 1 bidder ie on the camp. I will advise what to do with this one before the RFP is issued.

Before you post anything on the website **I** want to have one last look at it.

In addition I ask that you read the benefits strategy document agreement with the province of NL and the IBA and become familiar with our requirements. These are paramount to our process. I have been managing these but SLI needs to start taking some ownership in this process and stop fighting it. It will not go away. Unless you understand it you won't accept it.

If there are other comments pls come see me.



Pat Hussey

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Date: 10/26/2011 06:16 PM
Subject: Posting of bidder lists on the SNC-Lavalin Lower Churchill website

Paul,

Further to our conversation this afternoon, we contacted our programming group in Montreal to request a modification to the current website information so that it can be possible to post the list of bidders for each package once this list has been approved by Nalcor.

They addressed this issue right away, and have proposed an approach which would adequately meet our request.

Before we give them the green light to go ahead, and after discussing the issue amongst ourselves we have some concerns about posting the bidders for each package at this time.

Understanding the nature of this project and the transparency that we want to keep with the market place, we agree that we need to eventually post the list of bidders that were invited for each package however we would normally post this list only after the package has been awarded. At that time we would also post the name of the company that was awarded the package.

Posting the list of bidders at the same time as we release the package for proposal can potentially create scenarios of partnering or even other agreements which could have an impact on the eventual price. Of course we are not saying that this phenomenon will automatically happen, it's just a concern.

Please let us know if you want us to proceed nonetheless.

We can also discuss this issue together before making the final decision.

Thank you,

Christian Asfar

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