

**From:** [Tremblay, Jean-Daniel](#)  
**To:** [Turcotte, Luc \(Energie\)](#)  
**Subject:** FW: CH0007 - PreQual Risk Score  
**Date:** Tuesday, August 7, 2012 7:47:00 AM  
**Attachments:** [CH0007-PreQual-RiskScore.pdf](#)  
[image001.jpg](#)  
[image002.jpg](#)  
[image003.jpg](#)

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FYI

**Jean-Daniel Tremblay, Eng.**

*Interface Manager & Risk Coordinator*  
Project Management

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**SNC-Lavalin Inc.**

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**From:** Tremblay, Jean-Daniel  
**Sent:** July 28, 2012 3:00 PM  
**To:** Adamcyk, Ronald  
**Subject:** CH0007 - PreQual Risk Score

Adam,

Please find attached the CH0007 PreQual Risk Score.

Regards

**Jean-Daniel Tremblay, Eng.**

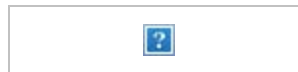
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Table 2 - PREQUALIFICATION FOR PACKAGE CH000 SUMMARY OF THE COMMERCIAL EVALUATION

Element	Weight for Element	Minimum Score	Acciona		Aecon - Flatiron - Demathieu&Bard JV		Astaldi		Barnard		Impregilo		IKC-ONE		Salini		OHL		Strabag	
			Answer	Score	Answer	Score	Answer	Score	Answer	Score	Answer	Score	Answer	Score	Answer	Score	Answer	Score	Answer	Score
<b>Supplier / Commercial Information</b>																				
1.0 Details of Applicant Complete	2		2	2	2	2	2	2	2	2	2	2	2	1.4	2	2	2	2	2	
2.0 Details of Organization Complete	2		2	2	2	2	2	2	2	2	1.2	2	2	1.2	2	2	2	2	2	
3.0 Current Contract Commitments Plus contract for prequalification, compared to the Annual revenue last 3 years, indicate Applicant not overextended.	5		5	0	5	2.5	2.5	5	2	5	5	2	5	5	5	5	5	5	5	
4.2 Annual revenue over the last 3 years, is at least twice the annual cash flow of the Package for Prequalification.	5		5	5	5	3.5	5	4.8	5	5	5	4.8	5	5	5	5	5	5	5	
4.4 Upper limit of Applicant's confirmed bidding range is consistent with the budget for Package CH0007.	5		5	5	5	3.25	5	4.8	4.5	5	5	4.8	4.5	5	5	5	5	5	5	
<b>Financial Health of the Applicant</b>																				
4.2 Annual Revenue, Profit and Debt/Asset Ratio, last 3 years, indicate healthy company; and confirmed by submitted financial statements.	16		12.8	13.44	11.8	11.5	12	14.96	7.375	7.75	13.8									
4.10 Applicant not presently involved in any bankruptcy or reorganization proceedings.	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	
<b>Financial Instruments to Perform</b>																				
4.5 Lines of Credit sufficient for Peak Monthly Cash Flow	10	20	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	
4.6 Can you supply Performance/Payment bonds? Or	10		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	
4.7 Letter of Credit?	10		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	
<b>Contract Administration Performance</b>																				
4.9 No Arbitration or Litigation, against Applicant in Last 5 years	2		2	0.72	1	1.1	1.2	0.56	1	0	2									
4.10 No Judgements, claims or suits pending or outstanding against Applicant Business	2		2	2	2	1.6	2	1.12	2	0.8	2									
4.10 Applicant has never cancelled a contract before completion of the work.	2		2	2	2	2	2	2	2	2	2									
4.10 Applicant has never had a draw down on a letter of credit issued for a contract.	2		2	2	2	2	2	2	2	2	2									
There are no issues identified under the headings above that would indicate a trend to negative contract administration.	2		1.6	1.52	1	1.2	1.2	1.2	1.2	1.2	1.2									
<b>Lower Churchill Construction Project Benefits Strategy</b>																				
5.1 Read Benefits Strategy & will Comply	10	13	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	
5.2 Previous relevant Experience working on projects with a local benefits strategy similar to Lower Churchill.	6		0	1.92	3	3	2.4	4.32	3	1.2	3.6									
5.3 Applicant has a named Individual responsible for Newfoundland and Labrador Benefits	3		3	3	3	3	2.4	3	2.4	0	3									
5.5 Previous relevant Experience Working with Aboriginal Groups?	2		1.6	0.64	0	0.6	0.8	1.68	0	0	0									
5.7 Has Applicant registered with any of the listed aboriginal groups?	2		0	0	0	0	0	0.72	0	0	0									
5.8 Applicant has Applicant/Aboriginal JVs	2		0	0	0	0	0	0.72	0	0	0									
<b>Risk Management</b>																				
Applicant appears to have a culture supporting proactive risk identification, consistent with Lower	5		2	3.0	3.0	3.0	3.0	4	80	4	3.0	2.5	3.0	2.5	3.5	3.5	3.5	3.5	3.5	
<b>Score</b>	<b>100</b>	<b>60</b>	<b>83</b>	<b>80.24</b>	<b>82.3</b>	<b>76.75</b>	<b>80.7</b>	<b>89.68</b>	<b>71.98</b>	<b>70.25</b>	<b>87.9</b>									