



# Responses to Request for Information

October 6, 2011

# Industry Dialogue

- Critical component of project delivery process
  - Industry input helps shape project terms
  - Helps ensure final commercial structure is financeable
  - “Marketing the project” to generate strong competition
- Began dialogue July 2010
- Industry forum February 2011
- Individual firm meetings February and April

# Purpose of the RFI

- Confirm the project team's current thinking on:
  - Project delivery options
  - Specifics of procurement process
  - Elements of the financial plan
- Hear current views of key industry players in an evolving market
- *Does not* constitute start of the procurement process
- *Does not* provide any preference, advantage or disadvantage in any subsequent procurement process

# Request for Information - Background

- RFI Issued September 13, 2011
- Responses received September 30, 2011
- Respondents answered 10 questions on:
  - Project Delivery Alternatives (5 questions)
  - Operations and Maintenance Alternatives (2 questions)
  - Lifecycle Cost and Schedule Responsibilities (1 questions)
  - Project Risks (1 question)
  - Additional Considerations (1 question)

# Overview of Responses

- Received 28 responses
- Broad range of geographic experience
  - Large global firms (18)
  - Large North American firms (5)
  - Small, local and regional firms (5)
- A range of industry specialization
  - Developers / Contractors (15)
  - Financial (8)
  - Specialty Consultants (5)

# Key Findings

- Detailed feedback on specific issues
  - Potential schedule acceleration by segment
  - Number of firms to be shortlisted under different delivery models
  - Willingness to take on various risks, including during procurement
  - Ability to provide alternative contract security provisions
- Confirmed ongoing strong industry interest
- Bidder teams forming, dependent on delivery option