

## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 10:51 AM  
**To:** 'cjarvis@metroscg.com'  
**Subject:** NRFP SATP-301 cancellation

Dear Chris,

Further to the recent call from Richard Poutney this is to notify you of the cancellation of the Distribution of Liquor Project, Negotiated Request for Proposals SATP-301.

If you are interested in meeting with the Province to discuss the procurement please contact me by email to schedule a meeting. The Province appreciates your teams' participation in the DLP procurement.

Best regards,

Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

---

Logistics and Business Services  
Shared Services BC  
Ministry of Citizens' Services and Open Government  
563 Superior St 3fl, Victoria, BC Canada  
Cell: (250) 516-5340 Fax: (250) 387-7309  
Email: [Pelle.Agerup@gov.bc.ca](mailto:Pelle.Agerup@gov.bc.ca)

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## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 10:51 AM  
**To:** 'Frank, Craig / Kuehne + Nagel / TOR ZV-KD'  
**Subject:** NRFP SATP-301 cancellation

Dear Craig,

Further to the recent call from Richard Poutney this is to notify you of the cancellation of the Distribution of Liquor Project, Negotiated Request for Proposals SATP-301.

If you are interested in meeting with the Province to discuss the procurement please contact me by email to schedule a meeting. The Province appreciates your teams' participation in the DLP procurement.

Best regards,

Pelle

**Pelle Agerup, BSc MBA RYT**

Senior Director, Strategic Acquisitions

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## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 10:51 AM  
**To:** 'Scott Lyons (EXEL CA)'  
**Subject:** NRFP SATP-301 cancellation

Dear Scott,

Further to the recent call from Richard Poutney this is to notify you of the cancellation of the Distribution of Liquor Project, Negotiated Request for Proposals SATP-301.

If you are interested in meeting with the Province to discuss the procurement please contact me by email to schedule a meeting. The Province appreciates your teams' participation in the DLP procurement.

Best regards,

Pelle

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Senior Director, Strategic Acquisitions

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## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 10:51 AM  
**To:** 'bchipman@containerworld.com'  
**Subject:** NRFP SATP-301 cancellation

Dear Brian,

Further to the recent call from Richard Poutney this is to notify you of the cancellation of the Distribution of Liquor Project, Negotiated Request for Proposals SATP-301.

If you are interested in meeting with the Province to discuss the procurement please contact me by email to schedule a meeting. The Province appreciates your teams' participation in the DLP procurement.

Best regards,

Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

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## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Thursday, September 27, 2012 12:13 PM  
**To:** 'Saman Saiy (EXEL CA)'  
**Cc:** 'Scott Lyons (EXEL CA)'; 'Greg Foreman (EXEL US)'; 'Robert Rujevcan (EXEL US)'; Martin, Leigh CITZ:EX  
**Subject:** RE: Question on Ops Financials

Hello,

Answers to 1) Proponents are to include all costs that they intend on recovering through their proposed prices. For example, if pallet costs fall into this category then proponents should include these costs.

Cheers,  
Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

---

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---

**From:** Saman Saiy (EXEL CA) [<mailto:saman.saiy@exel.com>]  
**Sent:** Thursday, September 27, 2012 9:43 AM  
**To:** Agerup, Pelle LCTZ:EX  
**Cc:** Scott Lyons (EXEL CA); Greg Foreman (EXEL US); Robert Rujevcan (EXEL US)  
**Subject:** Question on Ops Financials

Good morning Pelle,

We have 2 questions regarding the Operational Financials file "Appendix\_G\_-\_10\_DSO\_P12\_2011.xls".

1. On Lines 127 & 128 (Column I), there is \$590k annual expense for pallets, which is missing from the "Distribution Center Costs" word document provided on Sept 20<sup>th</sup>. What is the direction on that? Should we include this additional cost in our model or Frank will add that in?
2. In the "Distribution Center Costs" word document, the total annual costs add up to \$6.8M, but these costs are not included in the Appendix G mentioned above. Just to clarify, we are including all of these \$6.8M for the first 2 years of takeover.

Thank you,

Saman Saiy  
Solutions Manager  
Integrated Logistics Design  
Exel Supply Chain

Office: 905-366-7762  
Mobile: 416-839-7262

[www.exel.com](http://www.exel.com)

## Kindylides, Thespina CITZ:EX

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**From:** Agerup, Pelle CITZ:EX  
**Sent:** Thursday, September 27, 2012 9:54 AM  
**To:** Gordon, Audra CITZ:EX  
**Subject:** RE: travel request

Done

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**From:** Gordon, Audra LCTZ:EX  
**Sent:** Wednesday, September 26, 2012 10:20 PM  
**To:** Agerup, Pelle LCTZ:EX  
**Subject:** travel request  
**Importance:** High

Hi Pelle,

I went in and looked and my travel request – initiated on 9/19 – has not yet been approved.

Tks,  
Audra

## Kindylides, Thespina CITZ:EX

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**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 1:39 PM  
**To:** 'Thomas Barfoed'  
**Subject:** RE: NRFP SATP-301 cancellation  
**Attachments:** 2012FIN0043-001458.pdf

Hi Thomas,

It is public now. I've attached the news release – see the fourth paragraph.

Cheers,  
Pelle

Pelle Agerup, BSc MBA RYT  
Senior Director, Strategic Acquisitions

---

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---

**From:** Thomas Barfoed [<mailto:T.Barfoed@hillebrandgroup.com>]  
**Sent:** Friday, September 28, 2012 1:33 PM  
**To:** Agerup, Pelle LCTZ:EX  
**Subject:** RE: NRFP SATP-301 cancellation

Hi Pelle

Thanks for the notice. Can you please advise if this is public information as of today which we can share with our customers? I wanted to double check in accordance to our confidentiality agreement.

Best regards,  
JF Hillebrand Canada Inc  
Hillebrand Westlink Inc

Thomas Barfoed  
*Regional Manager / General Manager*

P +1-604-214-7604  
F +1-604-214-7616  
M +1-604-614-0092  
[t.barfoed@hillebrandgroup.com](mailto:t.barfoed@hillebrandgroup.com)

---

**From:** Agerup, Pelle LCTZ:EX [<mailto:Pelle.Agerup@gov.bc.ca>]  
**Sent:** Friday, September 28, 2012 11:37 AM  
**To:** Thomas Barfoed  
**Subject:** NRFP SATP-301 cancellation



Dear Thomas,

As a result of collective bargaining with the BCGEU, the BC Government has agreed to cancel the Distribution of Liquor Project, Negotiated Request for Proposal. This email hereby notifies you of the cancellation of SATP-301.

If you are interested in meeting with the Province to discuss the procurement please contact me by email to schedule a meeting. The Province appreciates your teams' participation in the DLP procurement.

Best regards,

Pelle

**Pelle Agerup, BSc MBA RYT**

Senior Director, Strategic Acquisitions

---

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## NEWS RELEASE

For Immediate Release  
2012FIN0043-001458  
Sept. 28, 2012

Ministry of Finance

### **Tentative agreements with BCGEU, Residents**

VICTORIA – A tentative agreement for a new contract for public service employees throughout British Columbia has been reached with the B.C. Government and Service Employees' Union, Finance Minister Michael de Jong announced today.

The settlement covers approximately 26,000 BCGEU members working in a wide range of occupations that provide British Columbians with the services they rely on, including health care, public safety, social services, education, environmental management and others.

The two-year agreement provides for modest wage increases, which are being funded from savings found within existing budgets, as required under government's Cooperative Gains Mandate.

As part of the agreement, the Negotiated Request for Proposal process for the privatization of liquor distribution was cancelled.

A memorandum of settlement was also reached between Professional Association of Residents of British Columbia (PAR-BC) and the Health Employers' Association of BC earlier in the month, closing out two years under the 2010 Net Zero mandate and settling a new two-year term with modest increases found within Cooperative Gains.

Further details about each agreement will be available following the ratification process by the respective members.

### **Quotes:**

#### **Minister of Finance Michael de Jong –**

"This is a significant tentative agreement reached under the 2012 Cooperative Gains Mandate. It recognizes the respect we have for the employees who deliver important public services, and provides for modest wage increases. I would like to thank the negotiators from both sides of the table who worked hard to bring this tentative agreement forward."

"The tentative agreements announced this week show significant progress is being made, despite the tough fiscal environment. Each settlement is unique, as under this mandate, agreements depend on factors specific to each employer and sector, particularly the ability to generate savings to fund modest compensation improvements. I encourage employers and unions across the public sector to continue negotiating, because agreements can be reached.

**Quick Facts:**

- The new 2012 Cooperative Gains Mandate applies to all public sector employers whose collective agreements expire on or after Dec. 31, 2011.
- The key feature of the Cooperative Gains Mandate is that it provides public sector employers with the ability to negotiate modest wage increases using savings found within existing budgets.

**Learn More:**

Updated bargaining information is available at: <http://www.fin.gov.bc.ca/psec/>

Media Contact:        Jamie Edwardson  
                              Communications Director  
                              Ministry of Finance  
                              250 356-2821

Connect with the Province of B.C. at: [www.gov.bc.ca/connect](http://www.gov.bc.ca/connect)

## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 12:02 PM  
**To:** Poutney, Richard G CITZ:EX  
**Subject:** FW: News release

FYI

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

---

Logistics and Business Services  
Shared Services BC  
Ministry of Citizens' Services and Open Government  
563 Superior St 3fl, Victoria, BC Canada  
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---

**From:** Scott Lyons (EXEL CA) [<mailto:Scott.Lyons@exel.com>]  
**Sent:** Friday, September 28, 2012 11:55 AM  
**To:** Agerup, Pelle LCTZ:EX  
**Subject:** Re: News release

Thanks.

I really enjoyed working on this project with you. I thought you ran an excellent process.

Scott Lyons

Telephone: 905 366-7691  
Mobile: 416 417-2537

[www.exel.com](http://www.exel.com)

---

**From:** Agerup, Pelle LCTZ:EX [<mailto:Pelle.Agerup@gov.bc.ca>]  
**Sent:** Saturday, September 29, 2012 02:18 AM  
**To:** Agerup, Pelle LCTZ:EX <[Pelle.Agerup@gov.bc.ca](mailto:Pelle.Agerup@gov.bc.ca)>  
**Subject:** News release

FYI, see attached.

Pelle

## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 11:37 AM  
**To:** 'john.ellis@dbschenker.com'  
**Subject:** NRFP SATP-301 cancellation

Dear John,

As a result of collective bargaining with the BCGEU, the BC Government has agreed to cancel the Distribution of Liquor Project, Negotiated Request for Proposal. This email hereby notifies you of the cancellation of SATP-301.

If you are interested in meeting with the Province to discuss the procurement please contact me by email to schedule a meeting. The Province appreciates your teams' participation in the DLP procurement.

Best regards,

Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

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## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 11:18 AM  
**To:** Agerup, Pelle CITZ:EX  
**Subject:** News release  
**Attachments:** 2012FIN0043-001458.pdf

FYI, see attached.

Pelle

## Kindylides, Thespina CITZ:EX

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**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 11:16 AM  
**To:** Brenner, Dawson CITZ:EX  
**Subject:** FW: News Release  
**Attachments:** 2012FIN0043-001458.docx; ATT00001.txt; 2012FIN0043-001458.pdf; ATT00002.txt; 2012FIN0043-001458.txt

FYI - NRFP cancelled.

Cheers,  
Pelle

Pelle Agerup, BSc MBA RYT  
Senior Director, Strategic Acquisitions

---

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-----Original Message-----

**From:** Plecas, Bobbi LCTZ:EX  
**Sent:** Friday, September 28, 2012 11:14 AM  
**To:** Boychuk, Dave LCTZ:EX; Brenner, Dawson LCTZ:EX; Cameron, Tara D LCTZ:EX; Hayes, Brooke LCTZ:EX; McLelland, Duncan G LCTZ:EX; Quinn, Deborah A LCTZ:EX; Ward, Kathleen LCTZ:EX  
**Cc:** Agerup, Pelle LCTZ:EX  
**Subject:** FW: News Release

-----Original Message-----

**From:** Henderson, Kim N LCTZ:EX  
**Sent:** Friday, September 28, 2012 11:09 AM  
**To:** Nikolejsin, Dave LCTZ:EX; Hughes, Bette-Jo LCTZ:EX; Ritchie, CJ CITZ:EX; Schlosar, Jay M CITZ:EX; Plecas, Bobbi LCTZ:EX; Ahmed, Sarf LCTZ:EX; St. John, Valerie LCTZ:EX; Macnaughton, Jason GCPE:EX; DeLarge, Lorne LCTZ:EX; Lavine, Teri LCTZ:EX  
**Cc:** Poutney, Richard G LCTZ:EX  
**Subject:** News Release

Please see announcement below. I can't say enough about the professionalism and excellent work by Richard, Bette Jo and the entire procurement team and thank them for their efforts.

>

>

> NEWS RELEASE

## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 11:14 AM  
**To:** Kishimoto, Mike J CITZ:EX; Poutney, Richard G CITZ:EX; Martin, Leigh CITZ:EX  
**Subject:** FW: News Release  
**Attachments:** 2012FIN0043-001458.docx; ATT00001.txt; 2012FIN0043-001458.pdf; ATT00002.txt; 2012FIN0043-001458.txt

Pelle Agerup, BSc MBA RYT  
Senior Director, Strategic Acquisitions

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-----Original Message-----

**From:** Plecas, Bobbi LCTZ:EX  
**Sent:** Friday, September 28, 2012 11:14 AM  
**To:** Boychuk, Dave LCTZ:EX; Brenner, Dawson LCTZ:EX; Cameron, Tara D LCTZ:EX; Hayes, Brooke LCTZ:EX; McLelland, Duncan G LCTZ:EX; Quinn, Deborah A LCTZ:EX; Ward, Kathleen LCTZ:EX  
**Cc:** Agerup, Pelle LCTZ:EX  
**Subject:** FW: News Release

-----Original Message-----

**From:** Henderson, Kim N LCTZ:EX  
**Sent:** Friday, September 28, 2012 11:09 AM  
**To:** Nikolejsin, Dave LCTZ:EX; Hughes, Bette-Jo LCTZ:EX; Ritchie, CJ CITZ:EX; Schlosar, Jay M CITZ:EX; Plecas, Bobbi LCTZ:EX; Ahmed, Sarf LCTZ:EX; St. John, Valerie LCTZ:EX; Macnaughton, Jason GCPE:EX; DeLarge, Lorne LCTZ:EX; Lavine, Teri LCTZ:EX  
**Cc:** Poutney, Richard G LCTZ:EX  
**Subject:** News Release

Please see announcement below. I can't say enough about the professionalism and excellent work by Richard, Bette Jo and the entire procurement team and thank them for their efforts.

>

>

> NEWS RELEASE  
> For Immediate Release  
> 2012FIN0043-001458  
> Sept. 28, 2012  
>



## Kindylides, Thespina CITZ:EX

---

**From:** Agerup, Pelle CITZ:EX  
**Sent:** Friday, September 28, 2012 11:05 AM  
**To:** McLelland, Duncan G CITZ:EX  
**Cc:** Plecas, Bobbi CITZ:EX  
**Subject:** NFRP cancelled

Hi,  
FYI, the process has been cancelled. More to follow. Talking with proponents now.

Pelle

Pelle Agerup, BSc MBA RYT  
Senior Director, Strategic Acquisitions

---

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## Kindylides, Thespina CITZ:EX

---

**From:** Low, Elaine LDB:EX  
**Sent:** Thursday, September 27, 2012 1:29 PM  
**To:** Agerup, Pelle CITZ:EX; Martin, Leigh CITZ:EX; 'Frank Catala'  
**Subject:** RE: Question on Ops Financials

The word document does add to \$6.8 million. The word document is based on fiscal 2011-12 operating expenses. The report in question 1 is the prior fiscal year so they are not comparable.

---

**From:** Agerup, Pelle LCTZ:EX  
**Sent:** Thursday, September 27, 2012 12:11 PM  
**To:** Low, Elaine LDB:EX; Martin, Leigh LCTZ:EX; 'Frank Catala'  
**Subject:** RE: Question on Ops Financials

I'll send them #1.

Elaine, what about question 2? Frank needed you to validate his answer to #2.

Cheers,  
Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

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**From:** Low, Elaine LDB:EX  
**Sent:** Thursday, September 27, 2012 11:53 AM  
**To:** Martin, Leigh LCTZ:EX; 'Frank Catala'; Agerup, Pelle LCTZ:EX  
**Subject:** RE: Question on Ops Financials

Pallet purchases were not included in the word document. If they believe they will need to purchase pallets, then they should include that cost.

I agree with Frank's answer.

---

**From:** Martin, Leigh LCTZ:EX  
**Sent:** Thursday, September 27, 2012 11:48 AM  
**To:** Low, Elaine LDB:EX; 'Frank Catala'; Agerup, Pelle LCTZ:EX  
**Subject:** RE: Question on Ops Financials

Here you go.

**From:** Low, Elaine LDB:EX  
**Sent:** Thursday, September 27, 2012 11:47 AM  
**To:** 'Frank Catala'; Agerup, Pelle LCTZ:EX  
**Cc:** Martin, Leigh LCTZ:EX  
**Subject:** RE: Question on Ops Financials

Can you send me the Sept 20 word document referred to below. I did not keep that email.

Thanks.

**From:** Frank Catala [<mailto:fcatala@deetken.com>]  
**Sent:** Thursday, September 27, 2012 10:49 AM  
**To:** Agerup, Pelle LCTZ:EX; Low, Elaine LDB:EX  
**Cc:** Martin, Leigh LCTZ:EX  
**Subject:** RE: Question on Ops Financials

Answers to 1) Proponents are to include all costs that they intend on recovering through their proposed prices. For example, if pallet costs fall into this category then proponents should include these costs.

Answer to 2) This need validation from Elaine, but if the Distribution Costs are all incremental to the Operating Expenses, then the answer is to 2) is:

Yes proponents are to include the costs in the Distribution Centre Cost document during the time period that they will be in the LDB distribution centres.

Frank

**From:** Agerup, Pelle LCTZ:EX [<mailto:Pelle.Agerup@gov.bc.ca>]  
**Sent:** September-27-12 9:45 AM  
**To:** Frank Catala; Low, Elaine LDB:EX  
**Cc:** Martin, Leigh LCTZ:EX  
**Subject:** FW: Question on Ops Financials

Number question. Can you two help?

Cheers,  
Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

---

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**From:** Saman Saiy (EXEL CA) [<mailto:saman.saiy@exel.com>]  
**Sent:** Thursday, September 27, 2012 9:43 AM  
**To:** Agerup, Pelle LCTZ:EX  
**Cc:** Scott Lyons (EXEL CA); Greg Foreman (EXEL US); Robert Rujevcan (EXEL US)  
**Subject:** Question on Ops Financials

Good morning Pelle,

We have 2 questions regarding the Operational Financials file "Appendix\_G\_-\_10\_DS0\_P12\_2011.xls".

1. On Lines 127 & 128 (Column I), there is \$590k annual expense for pallets, which is missing from the "Distribution Center Costs" word document provided on Sept 20<sup>th</sup>. What is the direction on that? Should we include this additional cost in our model or Frank will add that in?
2. In the "Distribution Center Costs" word document, the total annual costs add up to \$6.8M, but these costs are not included in the Appendix G mentioned above. Just to clarify, we are including all of these \$6.8M for the first 2 years of takeover.

Thank you,

Saman Saiy  
Solutions Manager  
Integrated Logistics Design  
Exel Supply Chain

Office: 905-366-7762  
Mobile: 416-839-7262

[www.exel.com](http://www.exel.com)

## Kindylides, Thespina CITZ:EX

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**From:** McLelland, Duncan G CITZ:EX  
**Sent:** Thursday, September 27, 2012 12:05 PM  
**To:** Agerup, Pelle CITZ:EX  
**Subject:** RE: H Drive storage

I'm by far the largest user of H drive storage – Dave Boychuk's initial scan was that it's my word, excel, powerpoint documents (that go back to the beginning of time) that are the problem. I don't recall the IT folks advising branches/employees in the past to do their document storage on drives other than H, but that now appears to be the case.

Duncan McLelland  
Executive Director, Procurement Services

Shared Services BC  
Phone: (250) 387-7312 Fax: (250) 387-7309  
[duncan.mcllland@gov.bc.ca](mailto:duncan.mcllland@gov.bc.ca)

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**From:** Agerup, Pelle LCTZ:EX  
**Sent:** Thursday, September 27, 2012 10:30 AM  
**To:** McLelland, Duncan G LCTZ:EX  
**Subject:** RE: H Drive storage

Hi,  
When we did the hosting/datacenter project we looked at what was stored. A large amount was personal e.g. photos, music, etc. Some of it is unavoidable, but it could be some savings there.  
A couple of ideas (just looking in the mirror...):

- Data clean-up day – get a storage estimate before and after. Maybe a goal and some hint and tips in the morning.
- If people are storing personal stuff on H for safe keeping we could offer DVDs to burn the data and then remove it from H.
- Project files – often stored in multiple locations (email attachments, bcbid, backed up computer, etc).
- Archiving old emails – going through old emails is time consuming but anything older than say 5 years could be saved as a PST and stored elsewhere rather in the emails.
- Maybe we can get some suggestions from some hosting expert? What is the cheapest storage? Email, s7713, H, BCBid?

Cheers,  
Pelle

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**From:** McLelland, Duncan G LCTZ:EX  
**Sent:** Thursday, September 27, 2012 10:14 AM  
**To:** SSBC PUR Victoria Office  
**Subject:** H Drive storage

Hi – my note of yesterday has prompted a number of questions re: the amount of data that staff should be storing on their H drive. I've asked for clarification, and will pass on the data standards when I receive them.

**Duncan McLelland**

Executive Director, Procurement Services

Shared Services BC

Phone: (250) 387-7312 Fax: (250) 387-7309

[duncan.mclelland@gov.bc.ca](mailto:duncan.mclelland@gov.bc.ca)

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## Kindylides, Thespina CITZ:EX

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**From:** Gordon, Audra CITZ:EX  
**Sent:** Thursday, September 27, 2012 4:23 PM  
**To:** Agerup, Pelle CITZ:EX  
**Subject:** RE: STMS final presentaion

Hi Pelle,

Yes – I can help from Monday onwards, excepting Wednesday, next week.

Audra

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**From:** Agerup, Pelle LCTZ:EX  
**Sent:** Thu, September 27, 2012 4:19 PM  
**To:** Gordon, Audra LCTZ:EX  
**Cc:** Kishimoto, Mike J LCTZ:EX  
**Subject:** STMS final presentaion

Hi Audra,

S 22 SPO (Mike) is looking for the final presentation by EDS. Can't find it on the share drive... Dan is looking as well.

If Dan cannot find the presentation we need to retrieve the boxes from storage (Shelia knows how) and find the electronic (or paper) version of the presentation.

Can you help me with this?

Cheers,

Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

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Logistics and Business Services  
Shared Services BC  
Ministry of Citizens' Services and Open Government  
563 Superior St 3fl, Victoria, BC Canada  
Cell: (250) 516-5340 Fax: (250) 387-7309  
Email: [Pelle.Agerup@gov.bc.ca](mailto:Pelle.Agerup@gov.bc.ca)

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## Kindylides, Thespina CITZ:EX

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**From:** Milligan, Don [Don\_Milligan@bcstransit.com]  
**Sent:** Friday, September 28, 2012 7:59 AM  
**To:** Agerup, Pelle CITZ:EX  
**Subject:** Public Procurement Policy

Hi Pelle,

S 22 I would like to chat about what you folks are up to, and what kind of work you get into....

On an another matter, Question: Who in core government interprets public procurement policy. I am developing a new contracting methodology for our regional transit systems, which are outsourced throughout the province. Traditionally, we have contracted with operating companies for 7 years with 2 - one year options.

We have two questions:

- (1) We want to extend contract contracts past the 7 plus 2 to re-align the regional contracts so the expire at the same time, and we can bid out regions versus just systems. For example: Kelowna, Kamloops, and Vernon systems in order to increase the spend and attract larger more sophisticated firms. My sense is that from a policy perspective, to amend contracts and add extensions periods to meet the above strategy would be both defensible and within the reasonable public interest.
- (2) The second question is a bit revolutionary, and need to pose a new design of the contract. That is, we want to have the contract term open ended, so that we may renew the contract every three years (our budget cycle), provided certain criteria is met. For example, labour costs (mechanics, and bus drivers) will not exceed provincial guidelines (ie: 1.5% per year); and Management Fees will not exceed a 2% increase per year; and all contract performance targets are met. That is, we have KPI's in the contracts, like: 98% On – time Service on Delivery, or 99% bus pull out in mornings, or no more than 1 on road bus breakdown per month. Note: all these KPI's are linked to financial incentives and liquidated damages. The question becomes, would you know whether there is a public policy that dictates that all contracts must be term certain?

What we are experiencing is our good performing contract operators are willing to negotiate another 3 year term at a very low lift of say 2%. However, as the contract is at the end of the term, we end up going out to RFP. The results of the RFP – low bid- ends up being a 25% lift? Thus, we could have re-negotiated with the incumbent, at a much lower cost.....this causes havoc at a municipal and regional level as municipality pays 50% of the costs of the contract operator.

Have you ever designed open ended contracts and renewals based on specific criteria? We are thinking I moves more into that "Partnership" style agreement versus the "Contract Services" style of agreement.

Who in core government would interpret public procurement policy in this regard? I just do not want to cross any core government guidelines from a globe and mail test.

Thoughts,

Thanks,

Don Milligan, SCMP, PMP.  
Strategic Procurement Manager



520 Gorge Road E.  
Victoria, B.C. V8W 2P3  
Ph: 250-995-5652  
Cell: 250-727-8700  
Fax: 250-995-5640  
e-mail [Don\\_Milligan@bctransit.com](mailto:Don_Milligan@bctransit.com)

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## **Kindylides, Thespina CITZ:EX**

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**From:** McLelland, Duncan G CITZ:EX  
**Sent:** Friday, September 28, 2012 11:36 AM  
**To:** Agerup, Pelle CITZ:EX  
**Cc:** Plecas, Bobbi CITZ:EX  
**Subject:** RE: NFRP cancelled

Wow! ... will await further news

**Duncan McLelland**  
Executive Director, Procurement Services

Shared Services BC  
Phone: (250) 387-7312 Fax: (250) 387-7309  
[duncan.mclelland@gov.bc.ca](mailto:duncan.mclelland@gov.bc.ca)

Visit us online at: [www.pss.gov.bc.ca/psb](http://www.pss.gov.bc.ca/psb)

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**From:** Agerup, Pelle LCTZ:EX  
**Sent:** Friday, September 28, 2012 11:05 AM  
**To:** McLelland, Duncan G LCTZ:EX  
**Cc:** Plecas, Bobbi LCTZ:EX  
**Subject:** NFRP cancelled

Hi,  
FYI, the process has been cancelled. More to follow. Talking with proponents now.

Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

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Logistics and Business Services  
Shared Services BC  
Ministry of Citizens' Services and Open Government  
563 Superior St 3fl, Victoria, BC Canada  
Cell: (250) 516-5340 Fax: (250) 387-7309  
Email: [Pelle.Agerup@gov.bc.ca](mailto:Pelle.Agerup@gov.bc.ca)

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**Kindylides, Thespina CITZ:EX**

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**From:** Gordon, Audra CITZ:EX  
**Sent:** Friday, September 28, 2012 11:46 AM  
**To:** Agerup, Pelle CITZ:EX  
**Subject:** FW: Tentative Settlement Reached  
**Attachments:** 2012FIN0043-001458.pdf

Do we get you back, now?

-----Original Message-----

**From:** McLelland, Duncan G LCTZ:EX  
**Sent:** Fri, September 28, 2012 11:41 AM  
**To:** SSBC PUR Victoria Office  
**Subject:** Tentative Settlement Reached

A tentative settlement has been reached with the GEU - this is very welcome news!

Duncan McLelland

Executive Director, Procurement Services Shared Services BC

Phone: (250) 387-7312 Fax: (250) 387-7309 [duncan.mclelland@gov.bc.ca](mailto:duncan.mclelland@gov.bc.ca) Visit us online at:  
[www.pss.gov.bc.ca/psb](http://www.pss.gov.bc.ca/psb)

## Kindylides, Thespina CITZ:EX

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**From:** Pilling, David FIN:EX  
**Sent:** Friday, September 28, 2012 2:54 PM  
**To:** Agerup, Pelle CITZ:EX  
**Cc:** McLelland, Duncan G CITZ:EX  
**Subject:** LDB NRFP

Pelle, I just heard the distribution NRFP was cancelled as part of the BCGEU negotiations. Sorry to hear that. I know you had been working hard on it.

Regards,

David Pilling, LLB  
Director, Procurement and Financial Management Governance  
Office of the Comptroller General  
Ministry of Finance  
250.387.8189  
[david.pilling@gov.bc.ca](mailto:david.pilling@gov.bc.ca)

## Kindylides, Thespina CITZ:EX

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**From:** McLelland, Duncan G CITZ:EX  
**Sent:** Friday, September 28, 2012 12:03 PM  
**To:** Agerup, Pelle CITZ:EX; Brodie, Diane CITZ:EX  
**Cc:** Quinn, Deborah A CITZ:EX  
**Subject:** RE: FOI re VCRP by Oct 5

Hi Pelle – please send the VCRP complaint forms (that's all we need to provide) to Deb Quinn – thanks!

**Duncan McLelland**  
Executive Director, Procurement Services

Shared Services BC  
Phone: (250) 387-7312 Fax: (250) 387-7309  
[duncan.mclelland@gov.bc.ca](mailto:duncan.mclelland@gov.bc.ca)

Visit us online at: [www.bss.gov.bc.ca/psb](http://www.bss.gov.bc.ca/psb)

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**From:** Agerup, Pelle LCTZ:EX  
**Sent:** Friday, September 28, 2012 12:01 PM  
**To:** McLelland, Duncan G LCTZ:EX; Brodie, Diane LCTZ:EX  
**Subject:** RE: FOI re VCRP by Oct 5

I have a few. Who will be coordinating?

Cheers,  
Pelle

**Pelle Agerup, BSc MBA RYT**  
Senior Director, Strategic Acquisitions

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563 Superior St 3fl, Victoria, BC Canada  
Cell: (250) 516-5340 Fax: (250) 387-7309  
Email: [Pelle.Agerup@gov.bc.ca](mailto:Pelle.Agerup@gov.bc.ca)

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**From:** McLelland, Duncan G LCTZ:EX  
**Sent:** Thursday, September 27, 2012 4:55 PM  
**To:** Agerup, Pelle LCTZ:EX; Brodie, Diane LCTZ:EX  
**Subject:** FOI re VCRP by Oct 5

Hi – the following FOI request has been received. Would IT Procurement or SATP have had any VCRPs during the specified period? Telus yes? Any others? Could you advise by next Friday – thanks!

*"The registry of complaints for the period of Jan. 1, 2011 to present day of the Vendor Complaint Review Process, including, but not limited to, the name and company of the complainants, competition or contract titles and numbers, descriptions of complaints and the summaries of outcomes. If the registry does not already exist or has not been updated, please send all Vendor Complaint Review Process Forms for the period above."*

**Duncan McLelland**  
Executive Director, Procurement Services

Shared Services BC  
Phone: (250) 387-7312 Fax: (250) 387-7309  
[duncan.mclelland@gov.bc.ca](mailto:duncan.mclelland@gov.bc.ca)

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