

## Sarrazin, Heidi A SSBC:EX

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**From:** Poutney, Richard G LCTZ:EX  
**Sent:** Tuesday, July 17, 2012 2:15 PM  
**To:** Hughes, Bette-Jo LCTZ:EX  
**Subject:** FW: lctz\_presentation to minsters - July 17\_v1.pptx  
**Attachments:** lctz\_presentation to minsters - July 17\_v1.pptx

[Here you are..RP](#)

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**From:** Poutney, Richard G LCTZ:EX  
**Sent:** Tuesday, July 17, 2012 12:58 PM  
**To:** Taylor, Diane Ruth LCTZ:EX  
**Cc:** Henderson, Karen LDB:EX  
**Subject:** lctz\_presentation to minsters - July 17\_v1.pptx

Diane: here you go...RP



# Overview of DLP Evaluations

## Minister's Briefing

### July 2012

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# Agenda

1. **Process Overview**
2. **Short-Listed Proponents**
3. **DLP Next Steps**
4. **Proponent Confidentiality Provisions**
5. **Proponent Notification**
6. **Wholesale Pricing Review**
7. **Communications Process**
8. **Questions**

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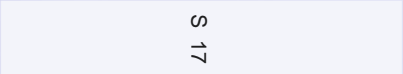
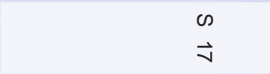
## Process Overview

- Province received 6 proposals
- Evaluation committee consisted of representatives from LDB and LCTZ
- Evaluations took place over the week of July 9<sup>th</sup>, 2012
- Supply chain subject matter expert and Finance subject matter expert analysis provided to committee
- Also consulted with LDB HR subject matter expert
- Committee finalized ranking through consensus on July 13<sup>th</sup>, 2012
- Stage 2 complete pending satisfactory reference checks on Short-Listed Proponents

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## Short-Listed Proponents

- Short-Listed Proponents list pending satisfactory customer reference checks
- Short-List
  -  S 17
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-  S 17 evaluation scores were numerically equal
- Committee and Fairness Monitor determined that  S 17 should occupy the 3<sup>rd</sup> available Short-List slot

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## DLP Next Steps

- **Conduct customer reference checks**
  - Reference checks scheduled for after announcement of preliminary short-list to manage communications
- **Confirm short-list. Stage 2 of NRFP process concludes**
- **Stage 3 commences with feedback session to Short-Listed Proponents**
  - Purpose is to debrief Short-Listed Proponents on strengths and weaknesses as well as areas for improvement to address in their refined proposal
  - Feedback session is scheduled for the last week of July 2012

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## DLP Next Steps

- **Project activity continues in August allowing Short-Listed Proponents to access the virtual documents room and ask questions in preparation for the proposal improvement sessions with the Province**
- **Proposal improvement sessions with each Short-Listed Proponent scheduled for first 3 weeks of September. Purpose of the proposal improvement sessions is to:**
  - Engage with members of the Province's evaluation committee and subject matter experts so as to ask questions, explore feedback provided during the feedback sessions and to resolve areas of clarity, reduce assumptions, clarify financials so that solid, refined proposals may be produced
- **Refined proposals due 1<sup>st</sup> week of October followed by evaluation of refined proposals. Identification of Selected Proponent is scheduled for October 16<sup>th</sup>, 2012**

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## Proponent Confidentiality Provisions

- All Proponents signed a declaration of interest which includes confidentiality provisions
- Confidentiality provisions continue even after process is complete
- Notification to unsuccessful Proponents will include reminder of their obligations to maintain confidentiality regarding the procurement
- Short-Listed Proponents will also be reminded of their obligation to maintain confidentiality as per their declaration of interest

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## Proponent Notification

- **Announcement of Short-Listed Proponents will be in alphabetical order - Ranking will not be published**
- **Short-Listed Proponents will not be informed of their ranking**
- **Unsuccessful Proponents will not be informed of their ranking and will be debriefed at the end of the procurement process**
- **During the feedback sessions to take place next week, Short-Listed Proponents will be briefed, on a criterion by criterion basis, on how the evaluation committee evaluated their proposal**
- **Scores awarded from Stage 2 will not be carried forward to the next stage - All Short-Listed Proponents begin at zero (equal footing)**

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## Wholesale Pricing Review

- Flat, volume based wholesale mark-up
- Maintain overall and contribution by product category to revenue
- Model has benefits, and significant impacts:

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- Various pricing options assessed to mitigate impacts (wholesale/retail; phased mark-up; hybrid)

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# Wholesale Pricing Review

## Results:

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## Communications Process

- **Communications plan to be finalized with LCTZ, LDB and GCPE in tight sequence outlined below:**
  - **Communications notification for LDB staff July 19<sup>th</sup>/ July 20<sup>th</sup>**
  - **Short-Listed Proponents notified July 19<sup>th</sup>/ July 20<sup>th</sup> by email**
  - **Unsuccessful Proponents notified July 19<sup>th</sup>/ July 20<sup>th</sup> by email**
  - **Communications to the public July 19<sup>th</sup>/ July 20<sup>th</sup>**

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