

RFP NUMBER 1216
NOVEMBER 17, 2006
SUMMARY SCORES FOR ALL PROPOSERS

Category	ABB Inc.	Siemens Power T& D, Inc.	Contra Costa Electric/ EDS- Shaw
<u>Category 1 – Business History and Performance – 20 %</u>			
Proposer – 6%	51	54	50
Construction Management Firm (Proposer or Subcontractor) – 6%	51	54	50
Design Firm(s) (Proposer or Subcontractor) – 6%	51	52	51
3-Trade Subcontractor Firm(s) – Average of up to 3 firms and 2%	18	11	17
Sub total Category 1	171	171	168
<u>Category 2 – Technical and Service Proposal – 20%</u>			
Proposer - 5% for 34.5 Kv GIS (Item 1)	39	38	38
-5% for Power Trans. (Item 2)	42	36	42
- 5 % for 15 kV AIS (Item3)	45	38	38
- 5% for Capacitor Banks (Items 4&5)	45	39	39
Overall layout	17	14	15
Sub total Category 2	188	165	172
<u>Category 3 – Design and Management Proposal, Oral Presentation, Key Personnel Qualifications – 30%</u>			
Written Proposal, Oral Presentation and Q & A – 6%	56	47	50
On-Site Construction Manager's Key Personnel – 6%	55	46	39
Project Manager's Key Personnel – 6%	59	48	43
Designers' Key Personnel – 6%	54	41	45
Trade Subcontractors- 3 major 2% each and subtotal 6%	51	45	43
Sub total Category 3	275	227	220
<u>Category 4 – Price and Total Owning Cost - Based on final and best offer – 30%</u>			
Proposer – 30%	300	280	267

Total Score of all Categories	934	843	827
Overall Rank	1	2	3

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ABB Inc.	Siemens Power T& D, Inc.	Contra Costa Electric/EDS- Shaw
\$17,273,260	with \$ 17,857,126	\$ 19,148,037
accelerated option 1 submitted in the proposal – No practical impact on BWP		with revised ABB GIS option in the proposal and approved by Purchasing Division on 11-8-06

Discussion- Why ABB Inc. has the “best value” Proposal?

- 1. Best qualified Project Manager, Site Manager and Project Engineer and the whole project team**
- 2. Project team has prior experience to work together on other design-build projects**
- 3. Excellent technical Proposal with selection of diverse and high quality major equipment items 1 thru 5**
- 4. Excellent past track record to complete 4 design-build projects for BWP on schedule and within budget**
- 5. ABB Inc. completed all previous projects for BWP with out any change orders initiated by them**
- 6. Lowest lump sum and firm price**
- 7. No exceptions to commercial terms and conditions**
- 8. Familiarity with BWP Electric System and constraints on construction clearances on work schedule for this technically complex and challenging project in coordination with other BWP projects**
- 9. Excellent working relationship with BWP management and IBEW Union workers**
- 10. Backing from ABB Inc. Corp. to respond in any emergencies and and excellent response to warranty issues in the past**
- 11. Added value to promote substation automation to next level as an alternative to enhance safety and reliability at no cost to BWP**

Members of Selection Committee

Dev D. Birla Michael Kelly William Hutchings Chuck Herron

Approved by:

Ronald E. Davis, General Manager, BWP