*S.P.R.I.N.T*

System for Performance Review of Infrastructure Negotiation Tracking

Enquiry Phase

|  |  |  |
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| Q |  |  |
| 1 | Name of Company (will not be disclosed) | enter text here |
| 2 | Name of project (field name plus infrastructure name) | enter text here |
| 3 | Which term best describes your role? |   User [ ]  Owner [ ] *If Owner skip Q5**If User skip Q4* |
| 4 | How well was the SOR defined at the initial enquiry? |   1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 5 | Was there an adequate and timely response made to the initial enquiry? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 6 | Was a timetable for the technical studies agreed?  |   Yes [ ]  No [ ]  |
| 7 | Was the timetable or desired timescale for the technical studies met (within reason)? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 8 | Were the technical studies managed with an appropriate sense of urgency? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 9 | Was there transparency and clarity of information arising from technical studies? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 10 | What were the reasons for any delay(s)? |

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| No delay [ ]  |
| Insufficient time spent by owner [ ]  |
| Unexpected technical issue [ ]  |
| Change to requirements/scope [ ]  |
| Resources diverted to other work [ ]  |
| Other [ ]  |

*If “Other”, please describe:*enter text here |
| 11 | Were Indicative Terms provided to support Concept Selection? |  Yes [ ]  No [ ]  |
| 12 | Did the enquiry proceed to negotiation phase? |   Yes [ ]  No [ ]  *If Yes, skip Q13/14 and proceed to Negotiation Phase* |
| 13 | Were there any technical or commercial “blockers”?  |  Yes [ ]  No [ ]  |
| 14 | What were the blockers? |

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| Lack of capacity [ ]  |
| Incompatible specification [ ]  |
| Host modifications not practical [ ]  |
| Tie-in terms not acceptable [ ]  |
| Tariff or Cost-share terms not acceptable [ ]  |
| Liabilities & indemnities not acceptable [ ]  |
| Too long to complete studies or negotiations [ ]  |
| Other [ ]  |

 *If “Other”, please describe:*enter text here |

Negotiation Phase

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| Q |  |  |
| 1 | To what extent were the key parties adequately resourced? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 2 | To what extent were all parties adequately mandated to negotiate |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 3 | Was there a need for senior management commitment and involvement in this negotiation? |  Yes [ ]  No [ ]  |
| 4 | What was the impact of any senior management involvement? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 5 | Was there alignment within the respective JVs? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 6 | Was a timetable for the negotiations agreed? |  Yes [ ]  No [ ]  |
| 7 | Were these negotiations conducted with an appropriate sense of urgency? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 8 | Were there unexpected changes or additions to the service request? |  Yes [ ]  No [ ]  *If No, skip Q9/10* |
| 9 | Please describe unexpected changes or additions to the service request | enter text here |
| 10 | How much time was added to the negotiation period as a result of unexpected changes/additions? |

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| < 1 Month [ ]  |
| 1 - 6 Months [ ]  |
| 7 - 12 Months [ ]  |
| 13 - 18 Months [ ]  |
| 19 - 24 Months [ ]  |
| 25 - 30 Months [ ]  |
| 31 - 36 Months [ ]  |
| > 36 Months [ ]  |
|  |

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| 11 | Was the ARN submitted at the appropriate time? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |
| 12 | Did the negotiation conclude successfully? |  Yes [ ]  No [ ]  *If Yes, skip Q13* |
| 13 | What were the technical or commercial “blockers” that prevented the successful conclusion? |

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| Lack of capacity [ ]  |
| Incompatible specification [ ]  |
| Host modifications not practical [ ]  |
| Tie-in terms not acceptable [ ]  |
| Tariff or Cost-share terms not acceptable [ ]  |
| Liabilities & indemnities not acceptable [ ]  |
| Too long to complete studies or negotiations [ ]  |
| Other [ ]  |

*If “Other”, please describe:*enter text here |
| 14 | Was a post activity review held? |  Yes [ ]  No [ ]  |
| 15 | Did you feel the post activity review process adequate? |  1 [ ]  2 [ ]  3 [ ]  4 [ ]  5 [ ]  6 [ ]  |

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|  | If you have any other comments, please add them here | enter text here |

Additional Comments