

1 Q. **Re: p. B-16** Provide a comparative cost benefit analysis between the  
2 Foxborough and Emerson proposals.

3  
4  
5 A. There was no cost benefit analysis between the two proposals carried out.  
6 Instead a technical bid evaluation was carried out as follows:

7  
8 The Emerson proposal as submitted was approximately \$75,000.00 lower  
9 than the Foxboro proposal. However, the detailed analysis revealed that the  
10 Emerson proposal included the re-use of existing (15 year old) I/O cards as  
11 compared to Foxboro which included the supply of new I/O cards. Emerson  
12 declined to quote new cards. In addition, Emerson informed Hydro that  
13 within the next five (5) years they plan to market a new I/O card system and  
14 when available, Hydro may need the upgrade, as the support for the existing  
15 cards will be phased out. The new I/O cards included in the Foxboro  
16 proposal are valued at approximately \$200,000, which resulted in Foxboro as  
17 the lower evaluated bidder based on overall cost.

18  
19 In addition, Foxboro has superior support commitment and services and has  
20 a significant presence in Newfoundland.

21  
22 It was concluded that the Foxboro proposal was cost-effective and would  
23 ensure a more reliable system and provide better service to Hydro's  
24 customers.