*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) | Click here to enter text. |
| 2 | Name of project (field name plus infrastructure name) | Click here to enter text. |
| 3 | Which term best describes your role? | Choose an item.  *If Owner skip Q5*  *If User skip Q4* |
| 4 | How well was the SOR defined at the initial enquiry? | Choose an item. |
| 5 | Was there an adequate and timely response made to the initial enquiry? | Choose an item. |
| 6 | Was a timetable for the technical studies agreed? | Choose an item. |
| 7 | Was the timetable or desired timescale for the technical studies met (within reason)? | Choose an item. |
| 8 | Were the technical studies managed with an appropriate sense of urgency? | Choose an item. |
| 9 | Was there transparency and clarity of information arising from technical studies? | Choose an item. |
| 10 | What were the reasons for any delay(s)? | Choose an item.  *If “Other”, please describe:*  Click here to enter text. |
| 11 | Were Indicative Terms provided to support Concept Selection? | Choose an item. |
| 12 | Did the enquiry proceed to negotiation phase? | Choose an item.  *If Yes, skip Q13/14 and proceed to Negotiation Phase* |
| 13 | Were there any technical or commercial “blockers”? | Choose an item. |
| 14 | What were the blockers? | Choose an item.  *If “Other”, please describe:*  Click here to enter text. |

Negotiation Phase

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| Q |  |  |
| 1 | To what extent were the key parties adequately resourced? | Choose an item. |
| 2 | To what extent were all parties adequately mandated to negotiate | Choose an item. |
| 3 | Was there a need for senior management commitment and involvement in this negotiation? | Choose an item. |
| 4 | What was the impact of any senior management involvement? | Choose an item. |
| 5 | Was there alignment within the respective JVs? | Choose an item. |
| 6 | Was a timetable for the negotiations agreed? | Choose an item. |
| 7 | Were these negotiations conducted with an appropriate sense of urgency? | Choose an item. |
| 8 | Were there unexpected changes or additions to the service request? | Choose an item.  *If No, skip Q9/10* |
| 9 | Please describe unexpected changes or additions to the service request | Click here to enter text. |
| 10 | How much time was added to the negotiation period as a result of unexpected changes/additions? | Choose an item. |
| 11 | Was the ARN submitted at the appropriate time? | Choose an item. |
| 12 | Did the negotiation conclude successfully? | Choose an item.  *If Yes, skip Q13* |
| 13 | What were the technical or commercial “blockers” that prevented the successful conclusion? | Choose an item.  *If “Other”, please describe:*  Click here to enter text. |
| 14 | Was a post activity review held? | Choose an item. |
| 15 | Did you feel the post activity review process adequate? | Choose an item. |

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

Additional Comments