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

System for Performance Review of Infrastructure Negotiation Tracking

Enquiry Phase

|  |  |  |
| --- | --- | --- |
| 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)? | |  | | --- | | 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? | |  | | --- | | 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

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

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

Additional Comments