

Message

From: Kim Wingrove [/O=TOC/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=KWINGROVE]
Sent: 11/20/2011 3:03:36 PM
To: Ed Houghton [ehoughton@collus.com]
Subject: Re: Scoring for Strategic Partner

Thanks Ed. This clarification is helpful. The scoring is a challenging task.

Kim

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 Sent from Blackberry Mobile Device

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**From:** Ed Houghton  
**Sent:** Sunday, November 20, 2011 02:43 PM  
**To:** Dean Muncaster; Sandra Cooper; Rick Lloyd; Kim Wingrove; David McFadden; Herhalt, John M <jherhalt@kpmg.ca>; Doug Garbutt; Tim Fryer  
**Cc:** Pam Hogg  
**Subject:** Scoring for Strategic Partner

Ladies & Gentlemen:

Earlier today, Chairman Muncaster and I discussed the scoring process for the Strategic Partner. It was decided that for each criteria the best proposal shall receive the full points. For example, if you feel respondent "A" has the best proposal regarding the "Support for Employees and Their Careers" then they shall get the full 10 points. The other three respondents will be then judged and provided points based on the best proposal. If in your opinion, there is a tie then they should both receive 10 points.

The evaluation criteria and weightings are as follows:

- Payment for up to 50% of shares and other considerations in Section 3.1 30 points
- Provision of strategic & specialized resources, support in growing the COLLUS business 30 points
- Support for employees and their careers 10 points
- Customer experience & satisfaction, supporting the interests of the communities we serve 10 points
- Competitive distribution rate and cost structure of COLLUS 10 points
- Cultural and synergistic fit 10 points

Regards.....Ed

Mr. Ed Houghton, President & CEO

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