

NATIONAL GRID/LIBERTY ENERGY
DG 11-040

JOINT PETITIONERS' RESPONSES TO
STAFF'S DATA REQUESTS – SET 4

Date Request Received: 08/09/11
Request No. Staff 4-120

Date of Response: 08/26/11
Witness: Robert C. Wood

REQUEST:

What is Liberty Energy's strategy for obtaining customer growth within the EnergyNorth gas franchise areas? In what ways will that strategy differ from National Grid's existing customer growth strategy? Please outline any specific strategies that will be employed. Has Liberty Energy established any customer growth targets? If so, please describe.

RESPONSE:

Liberty Energy NH will continue to target residential and C&I on-main (<100ft) gas conversion prospects, low use (non-gas heating) customers, and select key account customers for load growth opportunities, consistent with National Grid's past growth strategy. Liberty will also continue to offer a "preferred contractor" referral program to residential and small C&I customers for converting to natural gas (aka - National Grid's Value Plus Installer program).

Liberty will also emphasize energy efficiency in all sales, encourage customers to elect the highest efficiency options available to their home or business, and more aggressively target additional burner tip sales growth (water heater, cooking, fireplace, etc.). We also expect to develop and leverage partnerships with heating contractors, plumbers, real estate agents, builders, architects, engineers, retailers and associations as a primary tool for generating leads and sales activity. Less reliance will be placed on mass marketing-type advertising approaches.

Liberty Energy NH will have a dedicated sales and marketing staff located in New Hampshire, as opposed to sharing staff across a broader jurisdiction. Certain staff will focus on gas sales, and others on electric service. All will focus on maximizing customer participation in the company's energy efficiency programs. Most of that staff will be in place prior to the close of the sale. Where appropriate, Liberty Energy NH sales/marketing staff and management will actively participate in local and state economic development activities.

Specific customer growth targets have not yet been finalized.

Name

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Data Request Staff-1-50**Request:**

Reference Ling/Mercier/Saad/Demmer testimony, Bates 105-106. New Hampshire has experienced a number of major weather events that have resulted in widespread damages in the past few years. The Commission, in its review of utility responses to such events, has found mutual aid arrangements are not necessarily a reliable mechanism for utilities to obtain additional line workers for restoration efforts. Given New Hampshire's geographic location and Liberty's considerably smaller size relative to National Grid USA as it currently exists and the competition for such resources in the event of a widespread outage, how does Liberty plan to ensure adequate resources, including line workers, in preparation for, during, and after large scale outages?

Response:

We expect to use the same industry best-practices that exist today for storm response. For small outages, we will use our inside crews and cross-trained support staff (including gas resources trained as damage appraisers, wires down assessors, etc.). For medium size outages, we will compliment our crew count by deploying contractor crews that will be part of our current annual work plan resources. For larger outages, we will then reach out to larger contractor firms to supplement crew capacity. Lastly, we would expect to develop agreements with larger neighboring utilities, such as National Grid and Emera where we have established relationships that would provide some level of guaranteed service. These agreements will include a first-right-of refusal with Liberty Energy NH. For the short-term, we will rely on a TSA with National Grid.

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Data Request Staff-1-70**Request:**

Reference Tremblay/Bronicheski testimony, Bates 163. Please provide a copy of the Algonquin companies' current procurement policies and procedures for outside vendor and consultant services. Will such policies and procedures apply to Granite State Electric and EnergyNorth Natural Gas?

Response:

Please see the procurement policy for Liberty Energy, Attachment Staff 1-70. This policy is expected to apply to Granite State and EnergyNorth.



Procurement Procedures Manual



		2845 BRIS'		
GENERAL FORM		Proc. #:		
Description:	Procurement Procedures Manual	Revision #:	1	Pages: 16
Written by:	Stephen McCrodon	Date:	January 1, 2011	
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Purpose

The purpose of this procedure is to provide guidance to all staff members, to develop a common understanding of Liberty Energy's purchasing function. This procedure contains a description and explanation of the policies and management processes pertaining to individual procurement transactions.

Liberty Energy has developed a form of decentralized purchasing that allocates responsibility for a portion of the purchasing function to each Business Unit. This system offers a number of advantages to staff members and customers in terms of efficiency, effectiveness and flexibility.


1.0 Scope

This procedure applies to all Liberty Energy Sites

2.0 Procedure – Sourcing Products and Services


2.1 Purchasing is responsible for:

- Acquisition and disposition of supplies and services while instituting environmentally preferable and diverse purchasing practices.
- Collaborating with other departments, companies, boards and agencies regarding bulk or cooperative purchasing plans and tenders.
- Directing and supervising the scheduling, forecasting, purchasing, storage, distribution and testing of all goods and services
- Requests for prices, catalogues and demonstrations
- Purchasing goods, equipment or services required to replenish stock items
- Developing and implementing purchasing and materials management policies, procedures and regulations in consultation with other Business units.
- Creating and maintaining a list of qualified vendors (TBA)
- Vendor negotiations, interviews and referrals
- Maintenance of good vendor relations
- Developing, maintaining and disseminating purchasing procedures manual, ethical guidelines and procurement training programs.

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2.2 Purchasing methods, requirements and authorizations necessary for each financial limit are outlined briefly in the chart below. Purchasing requirements must not be artificially divided to avoid financial limits or alter selection requirements or authorizations. Detailed descriptions for each Purchase Method and Financial Limit may be found in the pages following this overview. Please contact Corporate Purchasing if you have any questions.

Purchase Methods	Financial Limits	Minimum Requirements	Initiated by	Authorizations
Fuel Card	Up to \$150 per transaction	Transactional charge at charge terminal. Made by Authorized Staff Member	Authorized Staff Member	Pre-approved
Purchase Order	Up to \$10,000	Verbal quotes – File written notes of amount quoted, company name and contact's name	Authorized Staff Member	Per Spending Hierarchy
Purchase Order	\$10,000 to \$50,000	Informal written quotes – file written quotes (on vendor's letterhead) with copy of the Purchase Order. When three quotations cannot be obtained, approval is required from the Purchasing Manager. Purchase Order is issued.	Purchasing	Per Spending Hierarchy
Purchase Order	\$50,000 to \$100,000	Three formal quotes – Purchasing will receive, file and open quotations. Includes contracts, consultants and financial commitments. When three quotations cannot be obtained, approval is required from Purchasing Manager or Business Unit President. Purchase Order is issued.	Purchasing	Per Spending Hierarchy
Tender or RFP with Purchase Order to Confirm	\$100,000 to \$500,000	Tenders or Requests for Proposal - Purchasing will receive, file and open quotations. Includes contracts, consultants and financial commitments. When three quotations cannot be obtained, approval is required from Purchasing Manager and CFO. Purchase Order or formal contract is issued.	Purchasing	Per Spending Hierarchy
Tender or RFP with Purchase Order to Confirm	\$500,000 +	Tenders or Requests for Proposal - Purchasing will receive, file and open quotations. Includes contracts, consultants and financial commitments. When three quotations cannot be obtained, approval is required from CFO and CEO. Purchase Order or formal contract is issued.	Purchasing	Per Spending Hierarchy

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2.3 Purchasing Authorization Limits have been approved for each individual who participates in the Purchasing process and must be followed and adhered to.

If a staff member exceeds the authorization limit or does not follow procedures set out in the Purchasing Procedures or By-Law a review process will begin. This process is as follows:

- a) Staff members who exceed authorized purchasing limits will be required to meet with their Team Leader or Manager, who will review and confirm their Purchasing authorizations. A letter documenting this counsel and the corrective measures to be taken will be placed in the staff member's file. Human Resources is to be notified.
- b) If a staff member continues to knowingly disregard the processes set out in the Purchasing Procedures they will be subject to further disciplinary action up to and including termination. Human Resources is to be notified.

3.0 Fuel Card Purchases Up to \$150 per Transaction


3.1 Fuel Cards may be used to make fuel purchases up to \$150 per single transaction from approved vendors that accept the Fuel card. The Fuel Card may under no circumstances be used for any vehicle that is not part of the Liberty Energy fleet. All receipts and paperwork must be retained by the Staff member for reconciliation with fuel use statements.

4.0 Purchase Orders – General Information

4.1 All acquisitions, except those made with a fuel card, require a Purchase Order. A Purchase Order is a contract detailing a financial commitment between a vendor and Liberty Energy. The supplier must follow the terms and conditions printed with the Purchase Order, therefore all contracts must be confirmed with our Purchase Order.

The most important function of the Purchase Order is to convey exact requirements to the vendor. Descriptions of goods or services required should be clear, concise and contain complete information to enable the vendor to fill the order accurately.

Delivery information should be specific and direct the vendor's delivery personnel to the correct location. In many cases goods are not being delivered directly to the staff member placing the order. Staff who will be receiving deliveries should receive a photocopy of the purchase order or complete details by email or fax so they know what goods are expected and who should be notified when goods arrive.

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The Purchase Order also requires a complete account number ("Job # and Cost Code #" or "GL Account #") and two signatures (the signature of the person placing the order and the signature of the highest level approver required based on the value of the order).

Purchase Orders – Up to \$1,000

4.2 Purchase Orders may be issued by an Authorized Staff Member for acquisitions up to and including \$1000 after verbal quotations have been obtained. Verbal quotations must be documented (date quoted, company name, contact name, product and price) and retained on file with the purchase order. This paperwork is subject to audit by Corporate Purchasing and internal/external auditors.

Purchase Orders – Up to \$10,000


4.3 Purchase Orders may be issued by an Authorized Staff Member for acquisitions up to and including \$10,000 after a minimum of quotations or proposals have been obtained. It is not necessary to obtain a proposal number from Purchasing. The quotes or proposals must be retained with the purchase order. This paperwork is subject to audit by Corporate Purchasing and internal/external auditors.

Purchase Orders – Over \$10,000 and up to \$50,000

4.4 Purchase Orders may be issued by an Authorized Staff Member for acquisitions exceeding \$10,000 and up to and including \$50,000 after obtaining a minimum of three formal quotations from qualified vendors. Requirements for goods and services may be posted on the internet to encourage the best possible competition and to secure quotes from many qualified vendors. Quotations must be provided on the vendor's letterhead. Transportation costs, options, terms of payment and taxes should be included in the quotation. Where three quotations cannot be obtained, approval is required from the Purchasing Manager. The quotes or proposals must be retained with the purchase order. This paperwork is subject to audit by Corporate Purchasing and internal/external auditors.

Purchase Orders – Over \$50,000 and up to \$100,000

4.5 Purchase Orders over \$50,000 and up to and including \$100,000. A specification sheet will be drawn up and attached to the requisition. The Purchasing Officer sourcing the goods or services will write up the submission. The Purchasing Officer will issue Requests for Quotation (Proposal) and may post submission on the Internet to facilitate fair and open competition. A minimum of three Formal Quotations from the qualified Vendor list (to be developed) is required and will be reviewed by the Purchasing Officer. After consulting with the Business Unit, the Purchasing Officer may issue the Purchase Order. Where three quotations cannot be obtained, approval is required from both the Purchasing Manager and the CFO.

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Purchase Orders (Tender or Request for Proposal) – Over \$100,000

4.6 A formal Request for Proposal must be obtained for all financial commitments, goods and services estimated to exceed \$100,000 in value. This includes maintenance contracts, consulting services, leases and other financial commitments.

Requests for Proposals may be sent to Qualified Vendors by the Purchasing Officer. After Approval, the Purchasing Officer may issue the Purchase order. All documents will be kept on file with Purchasing.

5.0 Consultant Fee Purchase Orders


Purchase Orders issued for Consulting Fees have a slightly different process due to the nature of the financial commitment involved. Every Purchase Order issued for Consulting must be issued as a "Not to exceed" Purchase Order and the wording of the PO must make it clear that no amount over the PO amount will be paid until it is applied to a new Purchase Order or a New Purchase Order line. If the new combined PO total causes the total to move into a new Procedural category then the process must be initiated and followed from the beginning for that higher level.

Consultant Fee Purchase Orders – Up to \$10,000

5.1 Authorized Staff Members may issue Purchase Orders up to and including \$10,000 after submissions outlining the specifics of the project and the services that the Consultant will supply have been obtained. No Official Quote number is necessary. Submissions must be retained on file with a copy of the Purchase Order and is subject to audit by Corporate Purchasing and internal/external auditors.

Consultant Fee Purchase Orders – Up to \$50,000

5.2 Purchase Orders for financial commitments exceeding \$10,000 up to \$50,000 may be issued by an Authorized Staff Member after a minimum of three submissions outlining the specifics of the project and the services the Consultant will supply have been outlined. No Official Quote Number is necessary. All quotations and proposals must be issued and submitted on the Consultant's letterhead. Transportation costs, options, terms of payment and taxes must be included in the submission document. If three submissions cannot be obtained, a minimum of the Purchasing Manager's approval must be obtained to award the contract. Submissions must be retained on file with a copy of the Purchase Order and is subject to audit by Corporate Purchasing and internal/external auditors.


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Consultant Fee Purchase Orders – Over \$50,000

5.3 Purchase Order over \$50,000 must have an official Quote Number assigned by Purchasing. The Purchasing Officer or an Authorized Staff Member will issue Request for Proposals. At least three formal submissions are required. Submissions will be issued in a manner that will facilitate and promote fair and equal competition. Budget limits are the responsibility of the Business Unit and must not be exceeded. Purchasing will retain all necessary files.

Purchase Orders for Consultant Fees that are expected to exceed \$50,000 over the course of the project must follow the following Consultant selection process.

1. A Consultant Selection Panel will be formed. The panel will be composed of at least 3 members (One Senior Purchasing person, One Business Unit Manager and one other member).
2. Advertisements (print media and/or internet) may be used to obtain Requests for Proposals or Letters of Interest from Consultants.
3. The Consultant Selection Panel will develop a Consultant Evaluation Matrix (see Appendix D for example) to assist with evaluation of the project. This information will be retained on file within the Business Unit.
4. The Consultant Selection Panel will evaluate the submissions and short list the submissions to reduce the number going into the final phase to between 2 to 4.
5. Proposals will be requested from the short list of Consultants.
6. The Consultant Selection Panel may conduct interviews with the Consultants on the short list. The technical merit of each proposal will be evaluated using the matrix.
7. Consultants will be ranked based on the total technical evaluation mark from the matrix.
8. When technical ranking has been completed, the Consultant Selection Panel will evaluate the Fee proposals. Price shall account for no less than 25% of the overall ranking.
9. The Consultant Selection Panel will recommend the Consultant with the highest total score. The Selection Panel may choose to award the project to a different Consultant if there are special circumstances (for example if there is a large variance in the Consultant fee estimates).
10. When everybody has signed off on the selection, the Consultant Services Agreement and a Purchase Order will be issued to award the contract.

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Interim invoices submitted by the Consultant who receives the award must include a statement of work completed and a statement of work not yet completed. This statement will include descriptions, percentages and dollar amounts required to complete the project.

The Consultant must also document additions to the scope of a project that will increase costs.

If additional expenditures will not cause the project to go over budget, no further approval is necessary.

If additional expenditures will cause the project to go over budget, further approval is necessary.

6.0 Vendor Lists

The vendor list for Purchase Orders, Tenders and RFP's includes companies that have submitted information by mail, facsimile, in person or over the internet and have been pre-qualified. New vendors can be added any time and many are added to the list through the Tendering process.

The Vendor Information Form may be sent to any vendor not currently on the Vendor List. The Purchasing Manager pre-qualifies new vendors and adds them to the list.


6.1 Disqualification of Vendors

Purchase Orders, Tenders and Requests for Proposals contain the Terms and Conditions that detail the expected level of performance and price. When a vendor accepts a Purchase Order they are legally agreeing to the terms of the contract and the standards of quality set out within the document. The Purchasing Manager should be notified about any noncompliance or substandard performance on the part of a vendor so that the situation can be documented, investigated and remedied. The Purchasing Manager may suspend the vendor from the qualified Vendor list.

7.0 Conflict of Interest

All employees must follow the competitive bidding process and adhere to all Conflict of Interest policies when providing goods and services to Liberty Energy

8.0 Legal Claims

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If an unresolved claim exists between a vendor and any Algonquin division, the vendor shall be suspended from the qualified vendor list until a resolution is reached.


9.0 Leases and Financial Arrangements

Financial Arrangements and leases must include detailed information and clearly outline the following:

- Length of lease
- Effective rate of interest
- Original equipment costs and residual value of the goods
- Complete repayment schedule and total cost over the term of the lease
- Buy out options (if any)


10.0 Legal Review

All contractual agreements that exceed \$100,000, or that commit the Business Unit for 3 years or longer, must be reviewed by Company Counsel prior to any commitment being made with the vendor.

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GENERAL PROVISIONS


1. Except as otherwise provided in this by law, the Purchasing Manager is responsible for the acquisition and disposition of goods and services, and for directing and supervising the scheduling, forecasting , purchasing, storage, distribution and testing of all goods, supplies, equipment and services.
2. The Purchasing Officer's duties shall include:
 - a. responding to requests for prices, catalogues, demonstrations or other related materials.
 - b. acquisition of goods or services required to replenish stock items
 - c. maintaining good vendor relations
 - d. negotiating with vendors
 - e. interviewing sales persons and where necessary referring them to other business units when technical information is required
 - f. monitoring adherence to relevant provisions made by resolution of the Company.
 - g. instituting environmentally preferable purchasing practices whenever it is feasible to do so in conformance with state/provincial or federal law.
3. Except as otherwise stated herein, all acquisitions shall be made:
 - a. On a competitive basis
 - b. In keeping with accepted Corporate Purchasing Practices and Procedures
 - c. Using the most cost efficient and cost effective methods
 - d. In an open, fair and consistent manner always allowing for inclusion of businesses run by women, minorities and the disabled.
 - e. Where the total cost, including repair costs, staff training, operation costs, safety concerns and equipment and disposal are considered rather than just the lowest cost.
 - f. In accordance with the Code of Ethics attached as Schedule "C"

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Schedule "A"

Exclusions

1. Petty Cash Items
2. Refundable Employee Expenses
 - Advances
 - Meal allowances
 - Travel expenses
 - Hotel accommodations
3. Employer's General Expense
 - Property rentals
 - Refunds
 - Fees or charges payable to the Federal or State Government
4. Special Services
 - Legal fees
 - Witness fees
 - Committee fees
 - Arbitrator fees
 - Real estate transactions
 - Appraisal fees
 - Real estate fees
 - Employee benefit premiums
 - Licenses (vehicle, radio etc.)
 - Debenture payments
 - Payments to local boards
 - Real property including land, buildings, leasehold interests, easements, encroachments and licenses.
 - Investments
 - Bank charges
 - Mortgage/loan payments


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- Registry office fees
- Insurance claims
- Audit fees
- Revenue collected on behalf of a third party

2. Utilities

- Postage
- Water, sewer and gas charges
- Hydro
- Telephone services
- Cable services

3. Expenses related to an event which will eventually be recovered in full by a third party.

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Schedule "B"

Spending Limits

CALPECO EMPLOYEES - SPENDING AUTHORITY

	First Name	Last Name	Job Title	Capital	Expense
1	BOB	DODDS	President and General Manager	\$ 100,000	\$ 100,000
2	BRIAN	GREGORY			
3	BRIAN	MASTON	Meter Reader/Collector	\$ -	\$ -
4	CASEY	KELLY	Line Working Foreman (North)	\$ 1,000	\$ 1,000
5	CESAR	BLANDINO	Meter Reader/Collector	\$ -	\$ -
6	CHARLES	SALA	Electric Troubleman (Portola)	\$ 500	\$ 500
7	CHERIE	SLIMP	Clerical Representative	\$ 250	\$ 250
8	DAVE	ROSE	Warehouseman	\$ 250	\$ 250
9	DONNA	HANEY	Customer Service Representative	\$ -	\$ -
10	GREGORY	GRUENZNER	Electric Lineman	\$ 100	\$ 100
11	JANINE	IRWIN	Customer/Field Services Manager	\$ 10,000	\$ 10,000
12	JEANNE	MATTHEWS	Billing Service Manager	\$ 10,000	\$ 10,000
13	JEFF	MATTHEWS	Senior Utility Design Administrator	\$ 5,000	\$ 5,000
14	JESSE	JUSTUS	Electric Lineman	\$ 100	\$ 100
15	JOEL	KUNTZ	Electric Lineman	\$ 100	\$ 100
16	JOHNATHON	MCCUE	Electric Lineman	\$ 100	\$ 100
17	JUSTIN	WEARIN	Electric Troubleman	\$ 500	\$ 500
18	KIMBERLY	RAIHL	Customer Service Representative	\$ -	\$ -
19	LINDA	STAHL	Purchasing Agent	\$ 5,000	\$ 5,000
20	MARC	CHRISTENEN	Electric Troubleman	\$ 500	\$ 500
21	MARTIN	RADEKIN	Line Working Foreman (South)	\$ 1,000	\$ 1,000
22	MICHELLE	PIECHOCINSKI	Customer Service Working Foreman	\$ 1,000	\$ 1,000
23	MIKE	FERRY	Field Clerk	\$ 250	\$ 250
24	PAMELA	PERKINS	Lines Construction & Maintenance Admin.	\$ 500	\$ 500
25	PATTI	GREGORY	Service Technician	\$ 100	\$ 100
26	PERCY	STAHL	Electric Inspector	\$ 250	\$ 250
27	PHIL	CARRILLO	Business Manager (North Tahoe Area)	\$ 10,000	\$ 10,000
28	RANDY	KELLY	Business Manager (South Tahoe Area)	\$ 10,000	\$ 10,000
29	RICHARD	MADRID	Utility Design Administrator	\$ 5,000	\$ 5,000
30	SARAH	RING	Lines Construction & Maintenance Admin.	\$ 1,000	\$ 500
31	STEVE	KAUFFMAN	Electric Lineman	\$ 100	\$ 100
32	THOMAS	TORVIK	Electric Serviceman	\$ 100	\$ 100
33	TIM	HUTTON	Utility Design Administrator	\$ 5,000	\$ 5,000
34	TODD	GEE	IT-Interactive Systems & Network Support	\$ 1,000	\$ 1,000
35	WILLIAM	MCMILLEN	Electric Troubleman	\$ 500	\$ 500

Please refer to the living document located on the Network for the latest revision. For amounts over those shown here, please refer to the APUC Spending Authorization Hierarchy.

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Schedule "C"

Code of Ethics

A. Declaration of Interest

Any personal interest that may impinge or might reasonably be deemed by others to impinge on a staff member's impartiality in any matter relevant to his or her duties should be immediately declared to his or her employer.

B. Confidentiality and Accuracy of Information

The confidentiality of information received in the course of duty must be respected and should not be used for personal gain; information given in the course of duty should be true and fair and not designed to mislead.

C. Competition

While considering the advantages to the staff member's employer of maintaining a continuing relationship with a vendor, any arrangement that might prevent the effective operation of fair competition should be avoided.

D. Business Gifts and Hospitality

To preserve the image and integrity of the staff member, employer and the profession, business gifts other than items of small intrinsic values should not be accepted.


Reasonable hospitality is an accepted courtesy of a business relationship. The frequency and nature of gifts and hospitality accepted should not be allowed whereby the recipient might be or might be deemed by others to have been influenced in making a business decision as a consequence of accepting such hospitality or gifts.

E. Discrimination and Harassment

No staff member shall knowingly participate in acts of discrimination or harassment towards any person that he or she has business relationships with.

F. Environmental Issues

Staff members shall recognize their responsibility to environmental issues consistent with their corporate goals or missions.

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Schedule "D"

Consultant Evaluation Matrix - Sample

LIBERTY ENERGY CONSULTANT EVALUATION MATRIX

Technical Evaluation Criteria	Weighting (%)	Name Consultant 1		Name Consultant 2		Name Consultant 3		Name Consultant 4		Name Consultant 5	
		Marks (0=10)	Weighted Marks	Marks (0=10)	Weighted Marks	Marks (0=10)	Weighted Marks	Marks (0=10)	Weighted Marks	Marks (0=10)	Weighted Marks
Completeness of Proposal	10										
Understanding and Approach	20										
Experience on similar projects	10										
Past Performance	5										
Evaluation of Project Manager	10										
Firm's knowledge of the business	5										
Support staff and disciplines	5										
Local office	3										
Disciplines in-house	2										
Amount of LE work in the past	5										
Technical Subtotal	75										
Price Evaluation Subtotal	25										
COMBINED TOTAL	100										
RATING											

Price Evaluation Calculation

Consultant	Quoted Price	Mean	Difference			Mean	Final Mark
			\$	%	Mark	Marks	/10
Name Consultant 1		\$ -	\$ -	#DIV/0!		5	
Name Consultant 2		\$ -	\$ -	#DIV/0!		5	
Name Consultant 3		\$ -	\$ -	#DIV/0!		5	
Name Consultant 4		\$ -	\$ -	#DIV/0!		5	
Name Consultant 5		\$ -	\$ -	#DIV/0!		5	

Price evaluation is calculated as follows:

- Mean of the short listed price is calculated
- Consultants are assigned 5 points (mean mark) each
- 1 mark is added to the mean mark for every 10 percent that the submitted price is under the mean to a maximum of 5 points (i.e. total of 10 points maximum)
- 1 mark is deducted from the mean mark for every 10 percent that the submitted price is above the mean to a maximum of 5 points (i.e. minimum score is 0)

NATIONAL GRID/LIBERTY ENERGY
DG 11-040

JOINT PETITIONERS' RESPONSES TO
STAFF'S DATA REQUESTS – SET 4

Date Request Received: 08/09/11
Request No. Staff 4-116

Date of Response: 08/25/11
Witness: David Pasieka

REQUEST:

How does Liberty plan to continue to meet the obligations established for EnergyNorth in Docket No. DG 06-007, as set forth in Section C of Commission Order No. 24,777?

RESPONSE:

Liberty Energy NH is aware of the provisions set forth in Section C of Commission Order No. 24,777 and plans to comply with those commitments and filing requirements that continue to apply to EnergyNorth using procedures similar to those currently in place.

NATIONAL GRID/LIBERTY ENERGY
DG 11-040

JOINT PETITIONERS' RESPONSES TO
STAFF'S DATA REQUESTS – SET 4

Date Request Received: 08/09/11
Request No. Staff 4-118

Date of Response: 08/26/11
Witness: David Pasieka

REQUEST:

Reference Pasieka's Testimony Lines 11-18 p 17 of 23 and Ling/Saad/Demers Testimony Lines 13 -21 page 26 of 43. Granite State Electric currently marks out underground facilities to the customer property line while the majority of services in New Hampshire are marked out to the house or structure. Does Liberty consider the current policy to be an industry best practice? Please explain and support. Has Liberty reviewed National Grid's policy and considered revising it to mark out to the house or structure upon acquisition of Granite State facilities?

RESPONSE:

Liberty Energy NH plans to more fully review this policy after closing to determine whether any changes are warranted.