

Business Contractual Questionnaire

Your answers to these business questions will give us the background information necessary to provide you with a proposal tailored specifically to meet your utility infrastructure requirements.

1. What are your main reasons for considering outsourcing?
 - * Lower utility commodity costs
 - * Redeployment of capital to core business
 - * Improved efficiency without capital investment
 - * Improved energy and facility management
 - * Improved balance sheet presentation
 - * Other:
2. What is your company's corporate structure?
 - * Public or privately owned
 - * Parent company
 - * Subsidiary or affiliate company
 - * Independent corporation
 - * Other:
3. Briefly describe your company's financial performance over the last three years.
4. Please describe how your process or production actually works, including acceptable downtime limits.
5. What products do you manufacture at this facility?
6. Please describe any capital projects that are planned at your facility over the next three years, and indicate projected implementation schedules.
7. What factors could potentially reduce costs in your utility operation?
8. What would you consider to be the optimum length for an operating lease or a commodity sales structure type contract?
9. Do you currently have any operating leases?

10. Have you already begun design, equipment procurement or construction on any utility projects for which you are considering outsourcing? If so, please describe briefly.
11. What is your internal hurdle rate for approving capital projects?
12. What is your corporate incremental borrowing rate for applying the operating lease rules test?
13. What asset class life do you use for your utility infrastructure assets? Or potential capital projects under consideration?
14. How do you currently insure (property, liability and business interruption) the assets of your facility? (deductible, self insure, reinsure)