

- 1 **Q. (Reference Application, EY Report) While SAP and Oracle are judged to be leaders**
2 **in CIS, would NP limit its request for proposals to these two vendors only?**
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- 4 A. No, Newfoundland Power does not intend to limit its Request for Proposals process to
5 these two vendors only.
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- 7 The Company intends to pre-screen potential software vendors with the assistance of a
8 third-party Procurement Advisor. Pre-screening potential software vendors will ensure
9 only solutions that meet Newfoundland Power's requirements are considered during the
10 procurement process. The criteria used to pre-screen potential software vendors will be
11 based on industry best practices.¹

¹ The pre-screening of software vendors will include various criteria across dimensions such as vendor health, resource availability, technical fit, customer experience, and associated costs. See the *2021 Capital Budget Application, Volume 1, Customer Service Continuity Plan, Attachment A*, page 16.