



Saskatchewan Mining Association Supply Chain Forum

SaskPower

Corporate & Financial Services
Quality Assurance & Supplier Development
2025 Victoria Ave. 5SE
Regina Saskatchewan
S4P 0S1

April 14, 2010



SaskPower

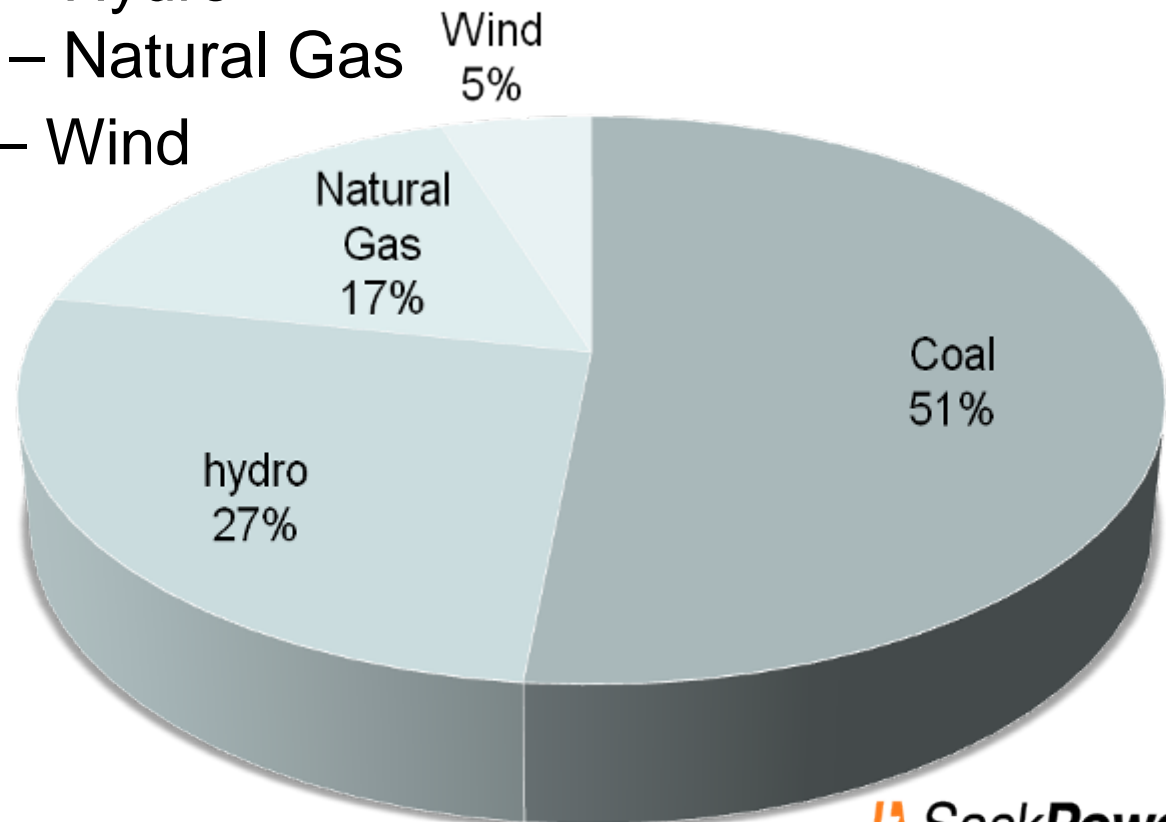
General Information about SaskPower:

- Principal supplier of electricity in Saskatchewan;
- Founded as the Saskatchewan Power Commission in 1929;
- Incorporated as a Provincial Crown Corporation in 1950;
- Now operates under the mandate and authority of the Power Corporation Act.

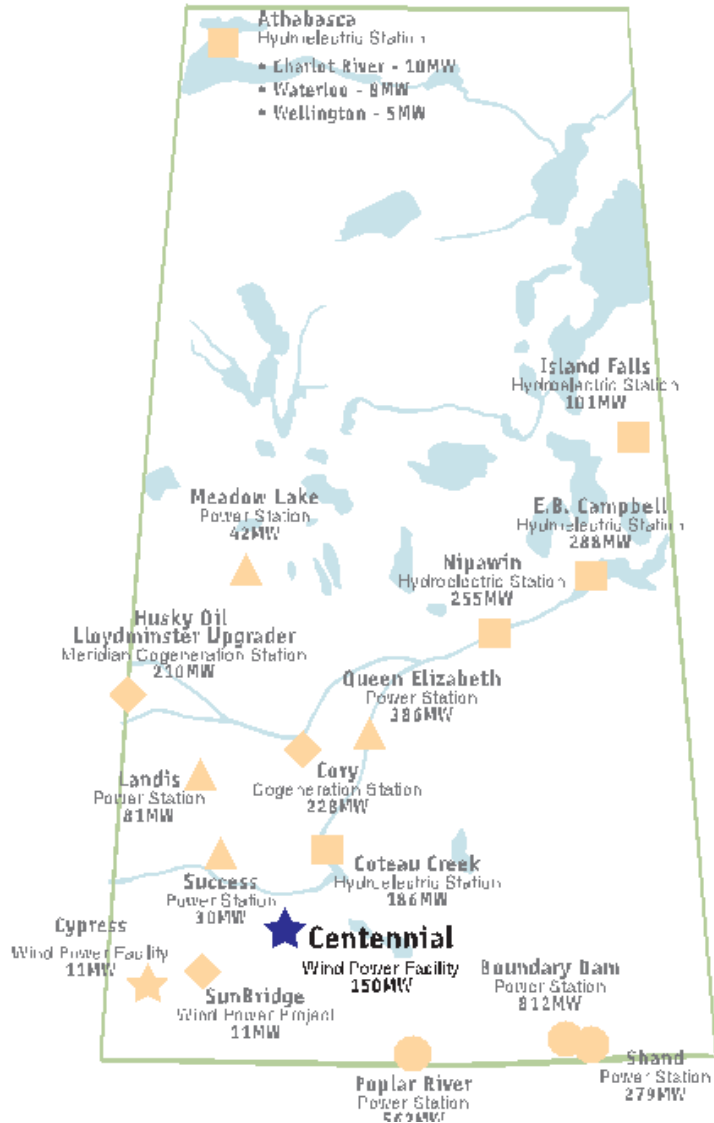
Power Generation

Total capacity 3,227 net MW:

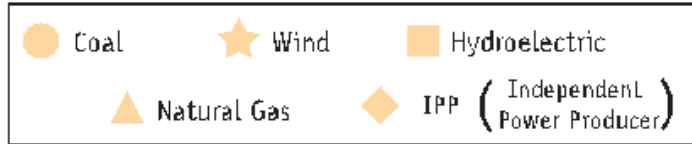
- 1674 net MW – Coal
- 853 net MW – Hydro
- 539 net MW – Natural Gas
- 161 net MW – Wind



SaskPower Generation Sources



Legend:





Coal-Fired Station

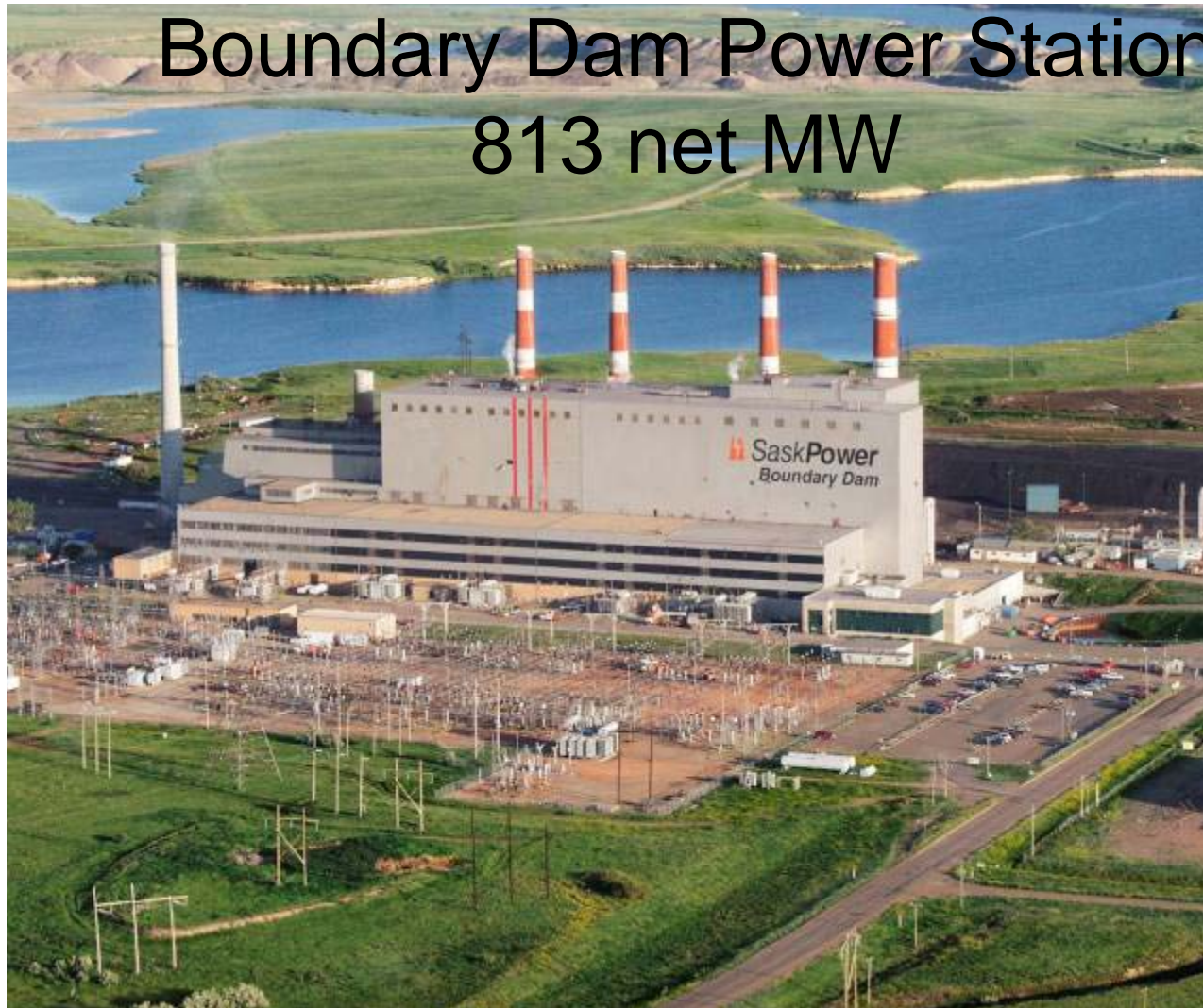
Shand Power Station
279 net MW





Coal-Fired Station

Boundary Dam Power Station
813 net MW





Coal-Fired Station

Poplar River Power Station
582 net MW





Hydroelectric Station

Coteau Creek Hydroelectric Station 186 net MW





Hydroelectric Station

Nipawin Hydroelectric Station
255 net MW





Hydroelectric Station

E.B. Campbell Hydroelectric Station 288 net MW





Hydroelectric Station



Island Falls Hydroelectric Station
101 net MW



Hydroelectric Station

Athabasca Charlot River Hydroelectric Station
10 net MW





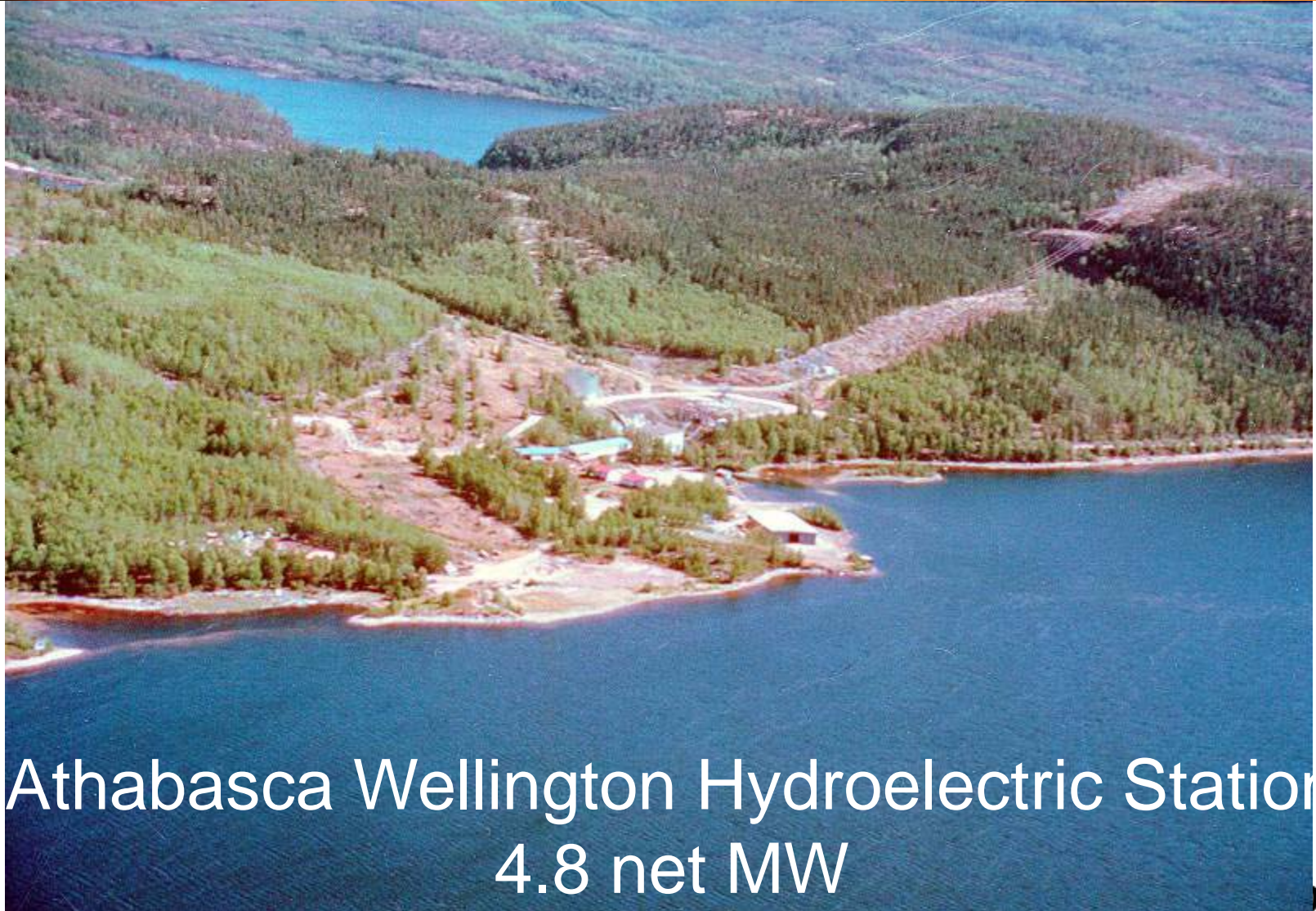
Hydroelectric Station

Athabasca Waterloo River Power Station
8 net MW





Hydroelectric Station



Athabasca Wellington Hydroelectric Station
4.8 net MW



Wind Power

Centennial Wind Power Facility
150 net MW



Wind Power

Cypress Wind Power Facility
11 net MW

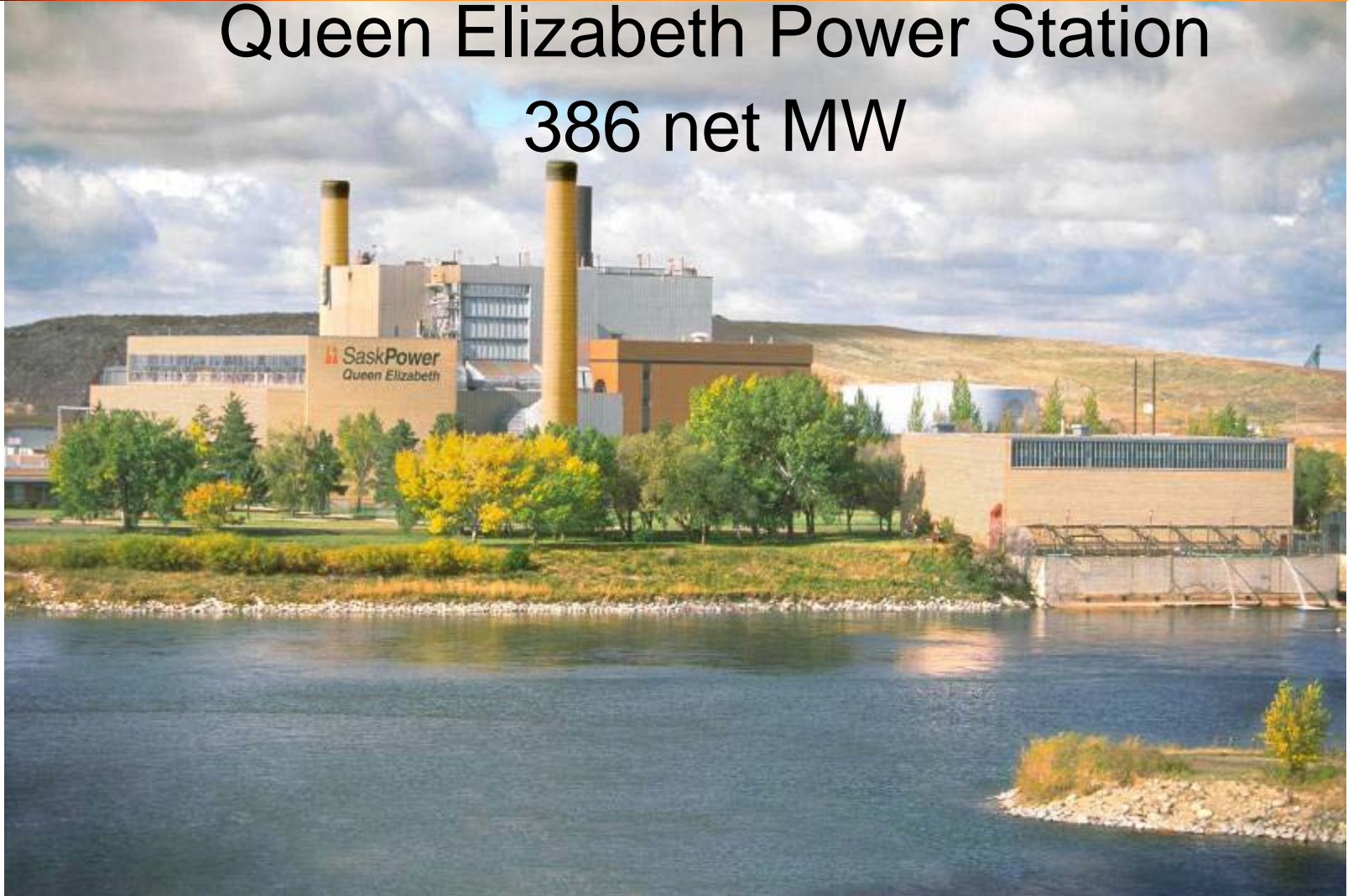


Power



Natural Gas

Queen Elizabeth Power Station
386 net MW





Natural Gas

Landis Power Station
79 net MW





Natural Gas





Natural Gas

Meadow Lake Power Station

44 net MW

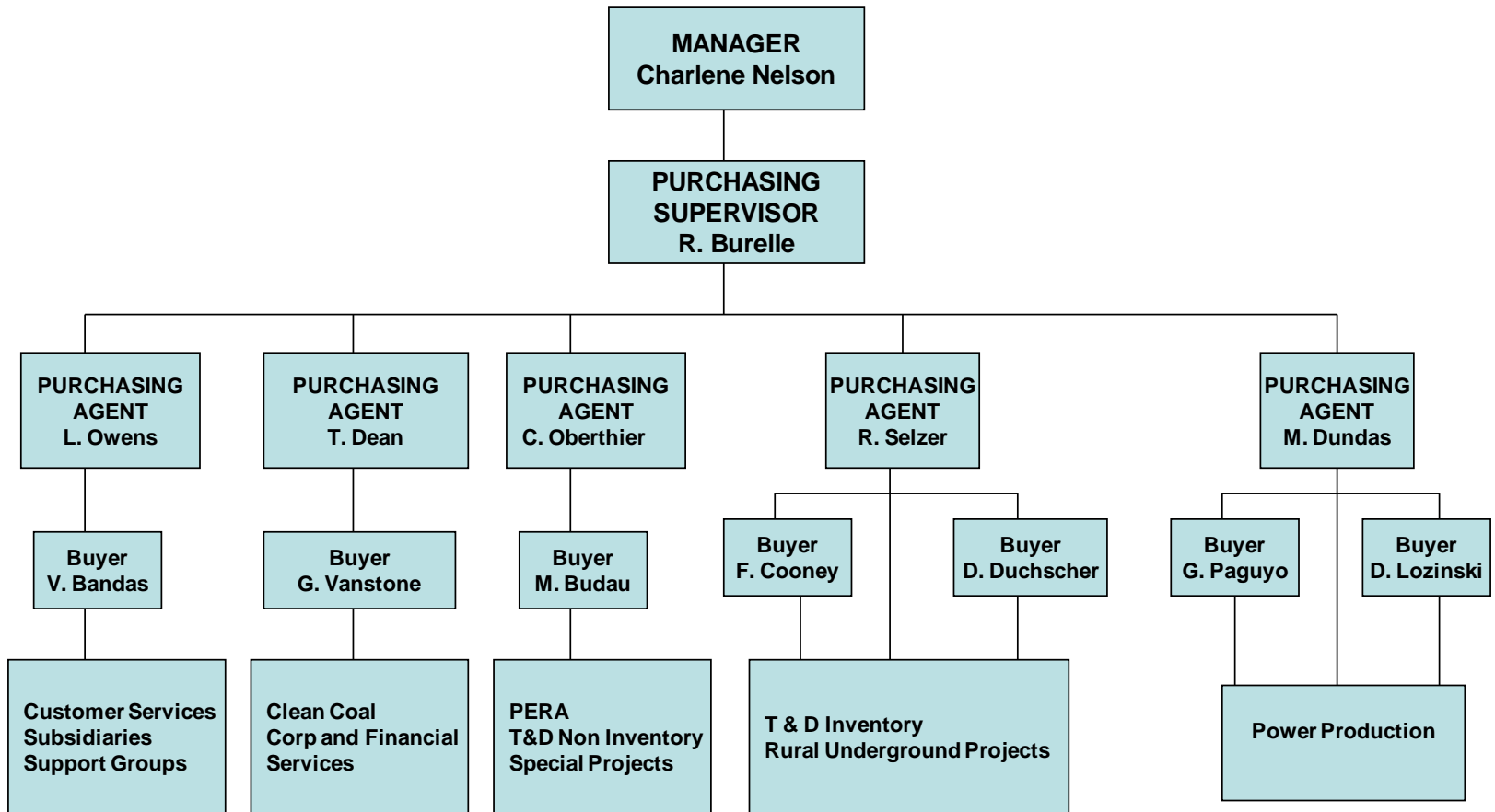




SaskPower

Procurement

Purchasing Department





Procurement

- Types of Procurement:
 - inventory products;
 - general products;
 - labour contracts.



Procurement Responsibilities

Responsibilities are to ensure goods and services are:

- of good value;
- compliant with specifications;
- of acceptable quality;
- delivered as scheduled or performed as required.



Procurement

- **Competitive Bidding Formats**
 - two formats used by SaskPower:
 - Invitation to Tender;
 - Request for Proposal (RFP).
- Request for Information (RFI);
- Request for Qualification (RFQ);
- Supplier opportunities are posted on the SaskPower website.
 - www.saskpower.com/procurement/current_supplier_opportunities/



Procurement

- Approximately 450 formal tenders each year;
- On average \$350 M is spent on goods and services each year;
- In 2009, approximately 25,000 purchase orders were created.



Procurement

- Power plants are authorized to purchase up to \$50,000;
- Purchasing Value Limits:
 - Purchases less than \$25,000
 - 3 Quotes required
 - Purchases greater than \$25,000
 - Use formal tendering process (Tender or RFP)



Vendor Registration

- Approximately 30,000 vendors from all over the world are registered with SaskPower;
- Any company can apply to become a vendor;
- Vendor Registration form to register;
- Tender activity bid list:
 - Over 700 tender categories

Vendor Registration Form



Vendor Registration Form

The completion of this form will ensure that your company is placed within SaskPower's electronic vendor database for the types of goods or services that are indicated below. Please return this document and any additional information such as catalogues or brochures to:

Quality Assurance & Supplier Development
2025 Victoria Avenue, Regina, SK S4P 0S1
Phone (306) 586-2765 or (306) 586-2769
Fax (306) 586-2777

OR

Corporate Purchasing
2025 Victoria Avenue, Regina, SK S4P 0S1
Phone (306) 586-2771
Fax (306) 586-2777

Company Information

Company Name: _____
Address: _____
City/Town: _____ Province: _____
Postal Code: _____ Phone: () _____
Contact: _____ Fax: () _____
Web Address: _____ Email Address: _____
Head Office Location: _____
City, Province: _____ Postal Code: _____
Web Address: _____ Email Address: _____

Diversity Declaration (Optional)

SaskPower believes in valuing and actively supporting diversity. The Corporation does this by ensuring all groups in the Province have the ability to compete on goods and services. One of the main areas of focus is to support economic development in Aboriginal communities.

For the purpose of monitoring and tracking, SaskPower requires **all businesses** to be registered within its electronic procurement database. Registration is open to all Aboriginal businesses, incorporated or not. A business includes a sole proprietorship, limited company, co-operative, partnership, or not-for-profit organization. To be considered an Aboriginal business, a firm must meet the following criteria:

- At least 51 percent of the firm is owned and controlled by Aboriginal people;

If a firm is starting a joint venture or consortium, at least 51 percent must be controlled and owned by an Aboriginal business or business, as defined above.

Based on this description, do you consider yourself to be a business of Aboriginal ancestry?

Yes ___ No ___

Name: _____ Signature: _____
(please print)

Date: _____

[www.saskpower.com/
Procurement/
Vendor registration form](http://www.saskpower.com/Procurement/Vendor%20registration%20form)





Quality Assurance & Supplier Development

- The role of QA&SD is to:
 - Ensure goods and services meet corporate and industry quality standards;
 - Maximize Saskatchewan content in purchases of goods and services;
 - Assist new suppliers.



Supplier Development Program

- Program was implemented in 1983;
- In 1983, SaskPower procured approximately 37 per cent of goods and services in Saskatchewan;
- Since 1984 approximately 80 per cent of goods and services have been sourced locally;
- Over the last 25 years, the corporation has procured more than \$6 Billion from Saskatchewan suppliers.



Supplier Development Program – Saskatchewan Content

- Saskatchewan Content:
 - SaskPower is a major contributor to the Saskatchewan economy;
 - Contribute on average more than \$600 M annually (goods, services and fuel purchases);
 - 2009 transactions - \$361 M to Saskatchewan-based companies for goods and services.



Saskatchewan Suppliers

- Companies located in Saskatchewan as a direct result of doing business with SaskPower:
 - Hitachi Canadian Industries – Saskatoon;
 - Nexans Canada Inc – Weyburn;
 - Babcock Wilcox – Melville;
 - Partner Technologies Inc. – Regina.

Hitachi





Hitachi – Wind Power



Hitachi





Babcock Wilcox



Partner Technologies Inc



Clothing

Country Leathers



Actionwear

Commercial Industrial Manufacturing



Provincial Galvanizing



Transformers



Pedestals



Machined Parts



Utility Bodies



Equipment Trailer



Wolverine All-Terrain Vehicles



TACS Tactical Amphibious
Ground Support Systems

Transmission & Distribution Structures



Buried Cable Warning Marker



Web Slings

Eastern Air Supplies



Valves

Frisch Engineered Products





Potential Suppliers

- Tour the Regina Central Store;
- Details SaskPower would provide:
 - stock code number and specification;
 - average annual usage;
 - cost estimate.
- Require an approved prototype.
- Visit the supplier facility to:
 - ensure business is on the correct bid list(s);
 - if special project requirements arise.



- QUESTIONS?