	A	B	C	D	E	F	G	H
1								
2		**INFRACO NEGOTIATION SUMMARY POSITION**						
3		**Date:- 13/12/07**						
4			**Baseline**		**Current**		**Difference**	**Comments**
5			**£m**		**£m**		**£m**	
6		**Fixed Elements**						
7								
8		Core contract sum - firm price	159.12		159.12			
9								
10		Provisional elements taken into firm	0		0.00			
11								
12		VE taken into firm price	0		-6.70			
13								
14		Total firm price	159.12		152.42		-6.70	
15								
16		**Provisional elements**						
17								
18		Remaining provisional elements	49.58		49.58		0.00	
19								
20		Remaining normalisations still provisional	17.80		17.80		0.00	
21								
22		Total Provisional	67.38		67.38		0.00	
23								
24		**Anticipated Infraco contract sum (Final Deal)**	**226.50**		**219.81**		-6.70	
25								
26		Remaining Identified VE	-13.535032		-16.14		-2.61	
27								
28		Changes as current cost report	2.40		2.40			
29								
30		**Current Estimated cost**	215.37		206.06		-9.30	
31								

	A	B	C	D	E	F	G	H
32		Budget for Infraco Contract	206.84		206.84			
33								
34		Difference with budget	8.53		-0.78		-9.30	£8.5m is essentially VE to find
35								
36		Negotiation allowance for firm deal			10.00			
37								
38		Difference with deal allowance			10.78			

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	ETN - Anticipated Cost Summary																	
2	Item	Prelims	Trackform - System	Depot	Structures - Superstructure	Highways	Tramstops	Buildings	Supervisory & Comms	OLE	Tramstop Equipment	Trams	Reduction as BBS letter 11/10/07	Reduction for taking CAF into BBS Consortia	Traction Power	System Wide	Network Rail	Total
3																		
4	**Base**																	
5	Firm	72,437,757	43,918,161	18,686,351				3,275,180	5,296,482	14,974,462	1,513,587	1,018,910	-1,000,000	-1,000,000				**159,120,890**
6	Provisional	3,000,000			31,415,121	11,893,955	3,270,376											**49,579,452**
7																		
8	**Sub-total Base**	**75,437,757**	**43,918,161**	**18,686,351**	**31,415,121**	**11,893,955**	**3,270,376**	**3,275,180**	**5,296,482**	**14,974,462**	**1,513,587**	**1,018,910**	**-1,000,000**	**-1,000,000**	**0**	**0**	**0**	**208,700,342**
9																		
10																		
11	**Normalisation**																	
12																		
13	**Firm**																	
14	Move item from Provisional below																	**0**
15	Move item from Provisional below																	**0**
16	**Sub-total - Firm Normalisation**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
17																		
18	**Provisional**																	
19	Provision of pumped surface water outfall system at A8 underpass			100,000														**100,000**
20	Spares not included in Price									174,762								**174,762**
21	Scottish Power Connections to Depot and IPR									750,000								**750,000**
22	Relocation of Ancient Monuments	53,700																**53,700**
23	CCTV cameras								1,000,000									**1,000,000**
24	Allowance for minor utility diversions		750,000															**750,000**
25	Archaeological Officer - impact on productivity MUDFA/INFRACO		405,755															**405,755**
26	Ballast		300,000															**300,000**
27	Gogarburn Tram Stop By RBS										-184,900							**-184,900**
28	Charrette Changes (20% in 2nd drop)					6,340,324												**6,340,324**
29	Extent of road refinishing in critical on street areas					5,900,576												**5,900,576**
30	E/O Shell Grip					319,343												**319,343**
31	Mains Power Connection to street lights and traffic signals					115,287												**115,287**
32	Adjust for Network Rail Possessions support				755,307													**755,307**
33	Balgreen Road - new structure reqd				750,000													**750,000**
34	S23 Carrick Knowe Widening				139,956													**139,956**
35	Leith Walk substation demolition				55,662													**55,662**
36	Additional Crew Relief Facilities at Haymarket				49,950													**49,950**
37	Structure S18 allowance for anticipated works				27,500													**27,500**
38	**Sub-total - Provisional Normalisation**	**53,700**	**1,455,755**	**100,000**	**1,778,375**	**12,675,531**	**0**	**0**	**1,000,000**	**924,762**	**-184,900**	**0**	**0**	**0**	**0**	**0**	**0**	**17,803,222**
39																		
40																		
41	**Value Engineering**																	
42																		
43	**Firm**																	
44	NR Immunisation - ensure design of immunisation is based on minimum safe propagation distance (e.g. <100m). Project budget previously very conservative																-4,700,000	**-4,700,000**
45	Provision of combined incoming and return cabinet.									-42,000								**-42,000**
46	Edinburgh Park Bridge - 7 span to 2 , utilise steel beams in lieu of concrete Edinburgh Park Viaduct				-270,000													**-270,000**
47	A8 Underpass various initiatives				-85,000													**-85,000**
48	Option to lease UPS provision from Supplier rather than purchase															-300,000		**-300,000**
49	Rationalising spares supplied with the Infraco bid															-300,000		**-300,000**
50	PM Integration including shared resources and co-location.															-1,000,000		**-1,000,000**
51	Move item from Provisional below																	**0**
52	**Sub-total - Firm Value Engineering**	**0**	**0**	**0**	**-355,000**	**0**	**0**	**0**	**0**	**-42,000**	**0**	**0**	**0**	**0**	**0**	**-1,600,000**	**-4,700,000**	**-6,697,000**
53																		
54																		
55	**Provisional**																	
56	Delete depot pumping station/storm tanks by utilising existing gravity system.			-193,526														**-193,526**
57	Depot - Build part now with provision to expand in the future/reduce size of car park facilities			-230,000														**-230,000**
58	Delete under floor lift plant and utilise mobile jacks. Incl mobile future proofing			-250,000														**-250,000**
59	Depot - delet split vehicle accommodation system - requirement dependant on tram vehicle selection			-27,500														**-27,500**
60	Depot - Track Maintenance Equipment - rationalise scope requirement and consider renting.			-27,500														**-27,500**
61	Depot - deletion of one pavement (inner)			-36,000														**-36,000**
62	Depot - delete requirement for concrete apron to security fence			-6,080														**-6,080**
63	Depot - delete compressed air system, utilise 1 or 2 local /mobile compressors			-54,400														**-54,400**
64	Consolidated VE items 7, 10, 11, 19 which results from changes to initial Depot design driven by proximity to BAA runway and EARL decision.			-3,181,264														**-3,181,264**
65	Delete standby generator and substitute with hardstanding and power connection for portable generator.			-250,000														**-250,000**
66	Material recovery and reprocessing (Infraco); 2 options - reconstituted planings & Type 1R					-500,000												**-500,000**
67	Reduce Kerb and associated re-instatement of pavement					-100,000												**-100,000**
68	Reduce drainage run from guideway					-100,000												**-100,000**
69	Overhead Contact system - Switchgear - rationalise specification - considered "quite onerous"									-336,000								**-336,000**
70	OLE - Catenary opportunity in Sections 5 to 7 - replace trolley wire with catenary on segregated sections.									0								**0**
71	Value Engineering/ de-risked pricing approach developed for the final designs for all structures, particularly substructures and foundations (where not covered below)				-2,000,000													**-2,000,000**
72	Edinburgh Park Bridge - 7 span to 2 , utilise steel beams in lieu of concrete Edinburgh Park Viaduct				-1,200,000													**-1,200,000**
73	Carricknowe Bridge Parapet - down grade from P6 / P5 to N2 (reduced cost of parapet plus knock on effect on deck design/cost)				-85,000													**-85,000**
74	A8 Underpass various initiatives				-765,000													**-765,000**
75	Roseburn Street viaduct various initiatives				-1,375,000													**-1,375,000**
76	Water of Leith various intiatives				-150,000													**-150,000**
77	Eight maintenance walkway structures - delete or reduce				-250,000													**-250,000**
78	Russel rd Bridge piling changes				-100,000													**-100,000**
79	Class 7 material conversion -				-300,000													**-300,000**
80	Signalling & Comms - fewer CCTV cameras . Reduced to 55Nr . (Tramstops 45Nr, Depot 10Nr)								-100,000									**-100,000**
81	Signalling & Comms - rationalise fibre optic ring. More economic architecture that performs the same function could be employed								-100,000									**-100,000**
82	Signalling & Comms - Current requirement for location and interface of the SCADA and Points controllers etc is unnecessarily complex.								-50,000									**-50,000**
83	Signalling & Comms - rationalise loop quantities by combining some loop functions								-87,500									**-87,500**
84	Signalling & Comms - Remove ambient noise sensing on the passenger announcement system								-7,000									**-7,000**

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	ETN - Anticipated Cost Summary																	
2	Item	Prelims	Trackform - System	Depot	Structures - Superstructure	Highways	Tramstops	Buildings	Supervisory & Comms	OLE	Tramstop Equipment	Trams	Reduction as BBS letter 11/10/07	Reduction for taking CAF into BBS Consortia	Traction Power	System Wide	Network Rail	Total
3																		
85	UPS - reduce capacity from 4hrs to 3hrs								-50,000									**-50,000**
86	Reduce nr of Signalised Pedestrian Xings.								?									**0**
87	Optimise the work site lengths wherever practical to ensure efficient construction outputs															-300,000		**-300,000**
88	Accept more disruption over shorter period to maximise efficiency of construction operations -															-100,000		**-100,000**
89	Remove spare capacity from OTN (linked to item 69)															-180,000		**-180,000**
90	Noise attenuation (outside of Roseburn Corridor) 3,650m of fencing		-50,000															**-50,000**
91	Trackform - changing embedded to ballast rail. Ballasted track adjacent to NwkRail		-2,000,000															**-2,000,000**
92	Track installation install in strips.		0															**0**
93	Reduce ballasted track thickness from 300 to 200mm		-300,000															**-300,000**
94	11Kv Traction Power feeds to sub stations including any network reinforcement required (separate VE 104).														?			**0**
95	Power supply - Russell Rd TPH - equipment for future upgrade to substation to be supplied when needed i.e. don't supply transformer rectifier now.														?			**0**
96	Power Supply (up to passenger operation) - possible over allowance in DFBC														-300,000			**-300,000**
97	Other unidentified VE items															-1,000,000		**-1,000,000**
98	**Sub-total - Provisional Value Engineering**	**0**	**-2,350,000**	**-4,256,270**	**-6,225,000**	**-700,000**	**0**	**0**	**-394,500**	**-336,000**	**0**	**0**	**0**	**0**	**-300,000**	**-1,580,000**	**0**	**-16,141,770**
99																		
100																		
101																		
102	**Total Anticipated Value**	**75,491,457**	**43,023,916**	**14,530,081**	**26,613,496**	**23,869,486**	**3,270,376**	**3,275,180**	**5,901,982**	**15,521,224**	**1,328,687**	**1,018,910**	**-1,000,000**	**-1,000,000**	**-300,000**	**-3,180,000**	**-4,700,000**	**203,664,794**

	A	B	C	D	E	F	G	H	I	J	K	L	M
1													
2		**EDINBURGH TRAM NETWORK**											
3		**BBS POSITION AS AT 12/12/07**											
4													
5		**PHASE 1A**		**BBS**									
6					**PROVISIONAL**								
7			**NOTES**	**BASE**	**NORM**	**PROV SUMS/QIAUNTS**	**TOTAL PROV**	**TOTAL**	**Provisional - of Total**	**BBS proposed adjustments**	**Total**		**Comment**
8		PRELIMS		72,437,757	53,700	3,000,000	3,053,700	75,491,457	1.35%		75,491,457		
9		TRACK FORM - System		28,134,417	1,455,755	0	1,455,755	29,590,172	0.64%		29,590,172		
10		TRACK FORM - Earthworks	3.	15,783,744			0	15,783,744	0.00%	1,000,000	16,783,744		Speculative - as BBS have not measured - suspect they think no real risk in Quants
11		DEPOT		18,686,351	100,000	0	100,000	18,786,351	0.04%		18,786,351		
12		STRUCTURES - Superstructure	1.		1,778,375	31,415,121	33,193,496	33,193,496	14.65%	1,750,000	34,943,496		£750k in normalisations
13		STRUCTURES - Substructure	3.						0.00%		0		
14		HIGHWAYS		0	12,675,531	11,893,955	24,569,486	24,569,486	10.85%	500,000	25,069,486		£5m in normalisations
15		TRAFFIC SIGNALS - CIVIL								1,777,000	1,777,000		
16		TRAMSTOPS	2.		-184,900	3,270,376	3,085,476	3,085,476	1.36%		3,085,476		
17		BUILDINGS		3,275,180	0	0	0	3,275,180	0.00%		3,275,180		
18		SUPERVISORY & COMMS		5,296,482	1,000,000	0	1,000,000	6,296,482	0.44%		6,296,482		
19		OLE		14,974,462	924,762	0	924,762	15,899,224	0.41%		15,899,224		
20		TRAMSTOP EQUIPMENT		1,513,587	0	0	0	1,513,587	0.00%	2,300,000	3,813,587		Attributed to changed surface finish - I'm sure that this isn't as extensive as this
21		TRAMS		1,018,910	0	0	0	1,018,910	0.00%		1,018,910		
22		HARD & SOFT LANSCAPING								500,000	500,000		Reasonable allowance
23		NOISE & VIBRATION								300,000	300,000		This is just a negotiating figure - don't believe there is any real issue
24				0	0	0	0	0	0.00%		0		
25		ADJUSTMENTS						0	0.00%		0		
26		Reduction as BBS letter 11/10/07		-1,000,000				-1,000,000	0.00%		-1,000,000		
27		Reduction for taking CAF into BBS Consortia	4.	-1,000,000				-1,000,000	0.00%		-1,000,000		
28													
29													
30													
31							0	0	0.00%		0		
32				159,120,890	17,803,222	49,579,452	67,382,674	226,503,564	29.75%	8,127,000	234,630,564		
33													
34		Changes											

BBS INFRACO CONTRACT COST REPORT

DATE:- 13/12/07

					At Preferred Bidder			Current Position			Variance	Comment
INFRACO										%		
		Firm Elements of bid			159,120,890		70.25%	193,806,387		84.67%	34,685,497	Current position is that 85% of the price is firm
		Provisional			49,579,452		21.89%	14,893,955		6.51%	(34,685,497)	
		Confirmed normalisations			0		0.00%			0.00%	0	
						208,700,000			**208,700,342**		(342)	
		Infraco Normalisation			17,803,222		7.86%	17,803,222		7.78%	0	
		Other Changes (See appended Sheet)						2,397,089		1.05%	2,397,089	
		Deal premium						0				
Infraco Bids normalised						**226,503,564**	100.00%		**228,900,653**	100.00%	2,397,089	
Value Engineering												Based on 26/11/07 Report
	Infraco items - Identified											
		Banked (category 2)			(3,077,480)			(2,906,995)			170,485	
		To go (category 3 & 4)			(16,588,567)			(10,628,037)			5,960,530	Now includes £2.5m NR Immunisation saving
					(19,666,047)			(13,535,032)			6,131,015	
	Infraco items - To Find				0			**(8,631,015)**			(8,631,015)	£8.6m of further VE savings to find to maintain £498m
Anticipated Infraco contract sum (Final Deal)						**206,837,517**			**206,734,606**			
	Non-Infraco items - Identified											
		Banked (category 5)			(2,755,600)			(3,278,600)			(523,000)	
		To go (category 6)			(7,530,500)			(4,428,250)			3,102,250	Now excludes £2.5m NR Immunisation saving
					(10,286,100)			(7,706,850)			2,579,250	
	Non-Infraco items - To find				0			**(79,250)**			(79,250)	
						196,551,417			198,948,506			
VE included in Project Estimate					**(29,952,147)**							
Non-Infraco items												
		Non-Infrastructure works			16,502,332			16,502,332			0	
		Advance works by others									0	
			Depot excavation		4,754,041			4,754,041			0	
			Minor contracts		332,000			332,000			0	
					21,588,373			21,588,373				
		Non Infraco Changes										
Contingency					4,442,000			2,044,911			(2,397,089)	
Total £ included in Infraco Budget Line						**222,581,790**			**222,581,790**		**0**	
Risk Allowance for Procurement Phase						**14,470,390**			**14,470,390**		**0**	
Total						**237,052,180**			**237,052,180**		**0**	

	A	B	C	D	E	F	G	H	I	J
1										
2		**EDINBURGH TRAM NETWORK**								
3		**PROVISIONAL ELEMENTS BASELINE**								
4										
5		**PHASE 1A**		**BBS**						
6					**PROVISIONAL**					
7			**NOTES**	**BASE**	**NORM**	**PROV SUMS/QIAUNTS**	**TOTAL PROV**	**TOTAL**	**Provisional - of Total**	**Comment**
8		PRELIMS		72,437,757	53,700	3,000,000	3,053,700	75,491,457	1.35%	
9		TRACK FORM - System		43,918,161	1,455,755	0	1,455,755	45,373,916	0.64%	
10		TRACK FORM - Earthworks	3.				0	0	0.00%	
11		DEPOT		18,686,351	100,000	0	100,000	18,786,351	0.04%	
12		STRUCTURES - Superstructure	1.		1,778,375	31,415,121	33,193,496	33,193,496	14.65%	Maximum - figures to be firmed up within this amount
13		STRUCTURES - Substructure	3.						0.00%	
14		HIGHWAYS		0	12,675,531	11,893,955	24,569,486	24,569,486	10.85%	
15		TRAMSTOPS	2.		-184,900	3,270,376	3,085,476	3,085,476	1.36%	
16		BUILDINGS		3,275,180	0	0	0	3,275,180	0.00%	
17		SUPERVISORY & COMMS		5,296,482	1,000,000	0	1,000,000	6,296,482	0.44%	
18		OLE		14,974,462	924,762	0	924,762	15,899,224	0.41%	
19		TRAMSTOP EQUIPMENT		1,513,587	0	0	0	1,513,587	0.00%	
20		TRAMS		1,018,910	0	0	0	1,018,910	0.00%	
21				0	0	0	0	0	0.00%	
22		ADJUSTMENTS						0	0.00%	
23		Reduction as BBS letter 11/10/07		-1,000,000				-1,000,000	0.00%	
24		Reduction for taking CAF into BBS Consortia	4.	-1,000,000				-1,000,000	0.00%	
25							0	0	0.00%	
26				159,120,890	17,803,222	49,579,452	67,382,674	226,503,564	29.75%	
27										
28								208,700,342		
29										
30		**NOTES**								
31		1. Structures allowance considered a reliable maximum figure								
32		2. Tramstops allowance considered a reliable maximum figure although final designs not yet provided								
33		3. Earthworks dependent on ground investigation works or confirmation of sections								
34		4. Unconditional as advised by BBS								

	A	B	C	D	E	F	G	H	I	J
1										
2		**EDINBURGH TRAM NETWORK**								
3		**PROVISIONAL ELEMENTS STATUS**								
4		**DATE:- 13/12/07**								
5		**PHASE 1A**		**BBS**						
6					**PROVISIONAL**					
7			**NOTES**	**BASE**	**NORM**	**PROV SUMS/QIAUNTS**	**TOTAL PROV**	**TOTAL**	**Provisional - of Total**	**Comment**
8		PRELIMS		72,437,757	53,700	3,000,000	3,053,700	75,491,457	1.35%	
9		TRACK FORM - System		43,918,161	1,455,755	0	1,455,755	45,373,916	0.64%	
10		TRACK FORM - Earthworks	3.				0	0	0.00%	
11		DEPOT		18,686,351	100,000	0	100,000	18,786,351	0.04%	
12		STRUCTURES - Superstructure	1.	31,415,121	1,778,375		1,778,375	33,193,496	0.79%	Maximum - figures to be firmed up within this amount
13		STRUCTURES - Substructure	3.						0.00%	
14		HIGHWAYS		0	12,675,531	11,893,955	24,569,486	24,569,486	10.85%	
15		TRAMSTOPS	2.	3,270,376	-184,900		-184,900	3,085,476	-0.08%	
16		BUILDINGS		3,275,180	0	0	0	3,275,180	0.00%	
17		SUPERVISORY & COMMS		5,296,482	1,000,000	0	1,000,000	6,296,482	0.44%	
18		OLE		14,974,462	924,762	0	924,762	15,899,224	0.41%	
19		TRAMSTOP EQUIPMENT		1,513,587	0	0	0	1,513,587	0.00%	
20		TRAMS		1,018,910	0	0	0	1,018,910	0.00%	
21				0	0	0	0	0	0.00%	
22		ADJUSTMENTS						0	0.00%	
23		Reduction as BBS letter 11/10/07		-1,000,000				-1,000,000	0.00%	
24		Reduction for taking CAF into BBS Consortia	4.	-1,000,000				-1,000,000	0.00%	
25							0	0	0.00%	
26				193,806,387	17,803,222	14,893,955	32,697,177	226,503,564	14.44%	
27										
28										
29										
30		**NOTES**								
31		1. Structures allowance considered a reliable maximum figure								
32		2. Tramstops allowance considered a reliable maximum figure although final designs not yet provided								
33		3. Earthworks dependent on ground investigation works or confirmation of sections								
34		4. Unconditional as advised by BBS								

	A	B	C	D	E
1		**BBS INFRACO CONTRACT COST REPORT**			
2					
3		**DATE:- 13/12/07**			
4					
5		**Description**	**Add**	**Omit**	**Implemented**
6			**£**	**£**	**Anticipated**
7					
8	1	Inclusion of Maintenance Mobilisation	1,397,089		A
9	2	Revised work at EAL	1,000,000		A
10					
11					
12					
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16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29		**Total**	2,397,089	0	
30					
31		**Net Change**	2,397,089		

	A	B	C	D	E
1		**BBS INFRACO CONTRACT COST REPORT**			
2					
3		**DATE:- 13/12/07**			
4					
5		**Description**	**Add**	**Omit**	**Implemented**
6			**£**	**£**	**Anticipated**
7					
8	1				
9	2				
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29		**Total**	**0**	**0**	
30					
31		**Net Change**	**0**		

	A	B	C	D	E
1		**NFRACO RISK ALLOWANCE STATUS REPORT**			
2					
3		**DATE:- 13/12/07**			
4					
5	**ID**	**Risk Description**	**Baseline**	**Current**	
6			**£**	**£**	
7					
8	48	Two stage tender pricing does not achieve price certainty for works at first stage.	5,344,000	5,344,000	
9	870	SDS Designs are late and do not provide detail Infraco requires	3,790,890	3,790,890	
10	952	Scope of works relating to Wide Area Modelling (WAM) have not been agreed with SDS because they consider this to be out with the scope of their contract.	1,906,540	1,906,540	
11	47	Poor design and review processes; cumbersome approvals process; reiterative design/approvals process.	1,356,510	1,356,510	
12	70	SDS does not provide its defined deliverables (technical specs) in accordance with the SDS contract. Infraco Proposals not fully considered.	1,203,690	1,203,690	
13	178	Procurement Strategy novates SDS to InfraCo after Detailed Design; Limited input on buidability from Infraco.	401,050	401,050	
14	132	Realignment of existing road geometry required	213,710	213,710	
15	172	Area of possible contamination and unstable ground (unlicensed tip) has been highlighted during desk study immediately to east of Gogar Burn - investigation for CERT project indicates that this consists of building rubble and domestic waste.	254,000	254,000	
16				0	
17				0	
18				0	
19				0	
20				0	
21				0	
22				0	
23				0	
24				0	
25				0	
26				0	
27				0	
28					
29		**Total**	14,470,390	14,470,390	