

	A	B	C
1	Reconciliation versus Carlisle		
2			
3			
4	Description	£m	Further Comments
5	Carlisle Offer:		
6	Bilfinger Berger	137.70	see T Rush Comparison Sheet
7	Seimens	78.80	see T Rush Comparison Sheet
8	Part A GMP Offer - Carlisle:	216.50	
9	Add to Deckchair Carlisle Column:		
10	Princes Street	9.00	excluded from tie counter offer
11	SDS	14.00	excluded from tie counter offer, but based upon a note from the Carlisle team
12	Further Prolongation	16.50	allowance for negotiation for prolongation (to £20m), price already includes £3.5m EoT1
13	CAF	58.50	CAF figure includes base contract plus maintenance mobilisation/ spare parts
14	Deckchair Carlisle Price BSC	314.50	deckchair Carlisle price to Haymarket based upon counter offer of 7th September
15			
16	Haymarket to Newhaven	73.90	Further construction cost (Carlisle team assessment Haymarket to Newhaven)
17	Further disruption risk	20.00	Further delay and disruption risk associated with new procurement
18	Deckchair Carlisle Inf & Vehicles	408.40	
19	Add to Deckchair SooC Column		
20	Interim works & Reinstatement	13.00	assessment of additional reinstatement works price not included in Carlisle
21	Premium - Cert above valuation	33.00	assumed as a "premium" that we might expect BSC to demand to walk away
22	Design Cost view	-4.00	view of premium in Carlisle £14m to SDS as opposed to QS view £8m + £2m further risk
23	CAF	4.00	additional view of storage due to CAF - potential further exposure if incrementally deliver
24	Add back VE not included	11.30	Deckchair view assumes that VE is lost in works to come
25	Difference in construction costs	-17.20	This is the balancing figure to the total construction costs
26			
27		448.50	
28		448.50	
29			
30	Note:		
31	tie Carlisle offer excluded PSSA and design costs for SDS		
32	Reconciliation price also excludes the CAF £45m as noted on the TR comparison spreadsheet		
33	the reduced assessment of construction costs is a function of prelims % costs. Verification against BoQ's required		

	A	B	C	D	E	F
1	Project Carlisle					
2	"Broad Brush" Differences - Tony Rush sheet					
3						
4	Offer Date	07/09/2010	29/07/2010	11/09/2010		
5		original tie position	BSC original position	BSC position (rev)	Diff BSC rev/tie final	Comments
6	Bilfinger Berger					
7	Subs	102.00	152.30	127.20	25.20	
8	Enab	6.50	0.00	0.00	-6.50	
9	Prelims	21.50	0.00	0.00	-21.50	
10	Indirect	0.00	41.50	41.20	41.20	
11	Risk	0.00	5.00	5.00	5.00	
12	P St	0.00	12.80	12.80	12.80	
13	Exclusions	0.00	0.00	8.05	8.05	
14	SDS	0.00	16.30	0.00	0.00	
15	OH	0.00	15.90	14.70	14.70	
16	Margin	7.70	6.80	6.35	-1.35	
17	Subtotal	137.7	250.6	215.3	77.6	
18						
19		tie position	BSC original position	BSC position (rev)	Difference	Comments
20	Siemens					
21	Aprt to Haym	68.70	48.55	0.00	-68.70	
22	Haymy to Loth	3.40	0.00	0.00	-3.40	
23	Loth to Wav	3.80	0.00	0.00	-3.80	
24	Et Al	2.90	0.00	0.00	-2.90	
25	Sys Wide		55.85	0.00	0.00	
26	PM		14.80	13.35	13.35	
27	Eng			3.00	3.00	
28	Trackwork			43.50	43.50	
29	Depot			2.00	2.00	
30	Electrification			6.00	6.00	
31	Infrastructure			3.20	3.20	
32	Ins, Bond, Guar			1.70	1.70	
33	Control and Info			5.10	5.10	
34	Comm			5.00	5.00	
35	Elec, Auto, Depot Eq			29.70	29.70	
36	Change Orders			5.10	5.10	
37	Carlisle			0.95	0.95	
38	Subtotal	78.8	119.2	118.6	39.8	
39	CAF***	45.00	60.00	60.00	15.00	
40	SDS***	0.00	16.00	16.00	16.00	
41	Subtotal	45.0	76.0	76.0	31.0	

	A	B	C	D	E	F
42	Project Carlisle Costs	261.5	445.8	409.9	148.4	
43						
44	Note:					
45	original tie offer included above. The £261.5m is measurable against paper offer on 24/08 of £267.3m					
46	final tie offer of £223.5m +£8m contamination + CAF £45m offer has not been included in the above reconciliation					
47	BSC original offer £433.3m + Euro 5.8m (noted above as £445.8m)					
48	BSC revised offer £405.5m + Euro 5.8m (noted above as £409.9m)					

	A	B	C	D	E	F
1	Flow of offers					
2						
3	Offers	Offer Date	GMP	Programme	Scope	reference
4	BSC	29/07/2010	£433.3m & Euro 5.8m	19/11/2012	Airport to Princes Street East plus Newhaven Enabling Works	25.1.201/eki/6338
5	tie	24/08/2010	£267.3m	06/06/2012	Airport to St Andrews Square plus Newhaven Enabling Works	infcorr5858 (PARTA excl SDS/ tram supply price)
6	BSC	11/09/2010	£405.5m & Euro 5.8m	18/12/2012	Airport to Princes Street East plus Newhaven Enabling Works	25.1.201/eki/6682
7	tie	24/09/2010	£282.3m	06/06/2012	Airport to St Andrews Square plus Newhaven Enabling Works	infcorr6275 (appendix II p10) + £8m contam
8						
9						
10						
11						
12						
13						