

REQUESTOR NAME: **BCOAPO**  
IR ROUND NO: **1**  
TO: **ABB Enterprise Software**  
DATE: **April 20, 2017**  
PROJECT NO: **3698901**  
APPLICATION NAME: **BC HYDRO SUPPLY CHAIN APPLICATIONS PROJECT APPLICATION**

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**1.0 Reference: Exhibit C3-3, page 14**

**Preamble:** The ABB evidence states: “In summary, if the Alternative 2 option scores higher, as it should give the above information, the case for “closing the gaps” with SAP Supply Chain goes down substantially.”

- 1.1 The above statement appears to suggest that a PassPort-based solution would not fully close the “capability gaps” identified by BC Hydro to same degree as a SAP-based solution. Please explain whether or not, in ABB’s view, a PassPort-based solution could close the “capability gaps” identified by BC Hydro to same degree as a SAP-based solution (if not more so).

**2.0 Reference: Exhibit C3-3, pages 14 and 15  
Exhibit B-3, Attachment 2, page 4**

**Preamble:** The ABB evidence states (page 14): “The Asset Suite 9 platform has actually proven to be a lower-cost technology platform to support, easing future upgrades by taking advantage of current technologies and leveraging tools that allow the configuration of the software without heavy customization costs.”

The ABB evidence states (page 15): “the software could have performed the business processes desired in a cost-effective technology platform”

- 2.1 When ABB says Asset Suite 9 has proven to be a lower-cost technology to support is this with specific reference and comparison to a SAP-based solution? If yes, please provide the information that ABB is relying on in making this statement.
- 2.2 Can ABB reconcile the statement in the Gartner Report (Exhibit B-3, Attachment 2) that “Asset Suite is one of the highest-cost EAM solutions to deploy and maintain” with the ABB claim that it is a cost effective technology and has proven to be a lower cost technology platform to support?