

	Hydro One	Power Stream	Horizon	Veridian
General considerations - current vs. future obligations/costs e.g. aging infrastructure, density and customer concentration vs. geographic dispersion, rate of return, growth, ineligible for rate harmonization as a separate entity, non compete on future M+A	Hydro One	Power Stream	Horizon	Veridian
payment for shares, other considerations (30)				
provision of specialized resources, support for Collus Business (30)		120 (265) integration into system control centre, construction resources, key acct mgmt, economic dev, outsourced call centre, water billing and meter reading, IFRS migration	() contractor agreements, systems conversion to Horizon	formed of 9 LDCs, further 5 acquisitions and a merger, same accounting sw, disentanglement re CPUSB and PW
support for employees and their careers (10)	4 bureaucracy, costs = cuts?	8 training w Georgian, health and safety mgmt, separate union	9 integrated into horizon organization, performance management, leadership development, same union IBEW, understood Solutions issue	6 same union, advancement, secondments, strong health and safety, employee engagement in the community(green and top 75 employer)
customer experience and satisfaction, supporting community (10)	not so easy to do business with	communications, eg web ivr, coop in LEAP, united Way, est \$25k community fund	strong focus here, easy to do business with goal, green energy, energy mapping	Asset services, system control centre with capacity, self healing technology, GIS. Mutual aid, meter to cash process, ebilling, Durham College CSR training
competitive distribution rate and cost structure (10)	\$424 OEB		\$184 \$165 low price, highest shareholder return	\$174

	Hydro One	Power Stream	Horizon	Veridian
cultural fit (10)		shared project on roof vent, geographic proximity, natural regional partner		Pickering to Belleville + Gravenhurst
	very high level	glosses over some key issues	articulate, intelligent, reasoned. Collus Solutions must be merged into Collus Power. Need the service delivery aspect to the town e.g. street lights	technically most explicit, regulatory issues defined and a process to address is outlined
	13.6 +	7.3 (14.5 total) 5.5 recap	6.5 to 8.5	6.5+2+1.7=10.2 2 recap
sale proceeds - how much money gets left in the company. Shareholder gets the proceeds.				