



# corcentric™

## Slide 1: Title Slide

- Title: Project Summary: Sourcing Strategy for a Commercial Energy Production Plant
  - Subtitle: A Strategic Partnership for Project Success
  - Client: After signing NDA.
  - Prepared by: Corcentric Inc. Canada
  - Date: 13<sup>th</sup> August 2026.
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### Slide 3: Executive Summary

- **Headline:** A Strategic Partnership for Financial & Operational Efficiency
  - **Body:** This project summary outlines Corcentric's comprehensive strategy for sourcing and securing partners for a new commercial energy production facility in Canada. Our approach leverages expert advisory services and a robust Source-to-Pay platform to navigate the complexities of the energy market.
  - **Key Objectives:**
    - Optimize total cost of ownership.
    - Ensure technical reliability and long-term operational excellence.
    - Mitigate financial, regulatory, and project risk.
    - Secure partners aligned with the project's sustainability goals.
  - **Key Message:** Corcentric acts as a seamless partner, diagnosing pain points and delivering tailor-made solutions to the unique challenges faced by procurement and finance leaders in the energy sector.
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### Slide 4: Project Overview & Objectives

- **Headline:** Project Scope & Strategic Goals
- **Body:** This project involves the selection of qualified suppliers and partners for a 1000 MW commercial energy production plant, based in North America.
- **Project Scope:**

- Technology: Sourcing for core generation technology (e.g., turbines, solar panels, BESS).
  - Services: Securing EPC (Engineering, Procurement, and Construction) contractors and long-term O&M (Operations & Maintenance) partners.
  - Financing: Identifying potential financial partners for project funding.
  - Primary Objectives:
    - Achieve at least 50% hard-dollar savings on capital expenditure.
    - Secure a supply chain that guarantees 95%+ on-time delivery.
    - Ensure all partners meet rigorous technical and compliance standards.
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#### Slide 5: About Corcentric Inc.

- Headline: A Global Leader in Procurement & Finance Solutions
  - Body: Corcentric is a leading global provider of procurement, payments, and finance solutions, uniquely combining technology, advisory services, and payments to reduce costs, optimize working capital, and unlock revenue.
  - Key Facts:
    - Founded: 1996.
    - Headquarters: Cherry Hill, NJ, USA.
    - Canadian Presence: Actively serving the Canadian market with localized support.
    - Clients: Over 2,000 clients, including mid-market and Fortune 1000 companies.
  - Tagline: "Proven results. Built together."
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#### Slide 6: The Strategic Imperative & Opportunity

- Headline: Navigating the Complex Energy Procurement Landscape
- Body: Sourcing for large-scale energy projects requires balancing multiple critical factors far beyond simple price.

- Key Challenges:
    - Technical Complexity: Ensuring compatibility, fuel flexibility, and grid code compliance for complex equipment.
    - Operational Reliability: Selecting suppliers with proven on-time delivery and performance to avoid costly delays.
    - Financial & Regulatory Rigor: Managing significant capital outlay and navigating complex Canadian regulations.
  - The Opportunity: A structured, data-driven sourcing strategy will transform these challenges into a competitive advantage, securing partners that align with project goals.
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#### Slide 7: Understanding the Canadian Energy Landscape

- Headline: Context is Key: Canada's Energy Market
  - Body: The Canadian energy market presents a unique set of opportunities and requirements. Recent procurement initiatives highlight the scale and complexity, with new-build resources requiring lead times of five or more years.
  - Relevance to Our Project:
    - Regulatory Bodies: Projects are overseen by bodies like the Canada Energy Regulator (CER), which requires strict compliance with technical standards and regulations.
    - Stakeholder Requirements: Proponents are often required to have team members with experience in planning, developing, financing, and constructing qualifying projects.
    - Long-Term Commitment: Contracts often cover extended periods (e.g., 5-year terms), emphasizing the need for reliable partners.
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#### Slide 8: Corcentric's Sourcing Solution: The Four-Phase Approach

- Headline: A Proven Framework for Success
- Body: Our advisory service follows a rigorous, four-phase process to ensure a comprehensive and transparent sourcing project.

- The Process:
    1. Discovery & Scoping: Define project requirements, size, and scope.
    2. Sourcing & RfP Management: Manage the Request for Proposal process, ensuring vendors meet technical and commercial requirements.
    3. Supplier Analysis & Evaluation: Assess suppliers using a balanced scorecard.
    4. Contract & Payment: Execute compliant contracts and manage payment terms.
  - [Visual: A simple 4-step circular or linear diagram]
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#### Slide 9: Phase 1: Discovery & Scoping

- Headline: Laying the Foundation for Success
  - Body: In this initial phase, we examine the current situation to establish a clear baseline and identify potential gaps.
  - Key Activities:
    - Spend Analysis: Conduct a full-scale evaluation of the project's budget and cost structure.
    - Requirements Definition: Define technical specifications, product/service descriptions, and contract requirements.
    - Supplier Identification: Create an initial long-list of potential suppliers and partners, including existing contacts.
    - Stakeholder Alignment: Ensure all internal project stakeholders agree on the project's scope and objectives.
  - Deliverable: A detailed "Project Charter" document that will guide the entire sourcing process.
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#### Slide 10: Phase 2: Sourcing & RfP Management

- Headline: Managing a Transparent and Effective RfP

- **Body:** This phase involves preparing and distributing an RfP document to the approved list of vendors, enabling them to respond to the project's technical and commercial requirements.
  - **Key Activities:**
    - **RfP Design:** Develop an outcome-based RfP that provides respondents with as much site and project information as possible.
    - **Bidder Engagement:** Manage all communications and queries from potential bidders, ensuring a fair and transparent process.
    - **Bid Administration:** Collect and organize all bids, ensuring they are complete and compliant.
  - [Visual: Image of a formal document with a "Request for Proposal" header]
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#### Slide 11: Phase 3: Supplier Analysis & Evaluation

- **Headline:** Beyond Price: A Holistic Assessment
  - **Body:** Comprehensive assessment is essential when selecting the most suitable supplier. We weigh a range of factors from price and delivery to performance and cultural fit.
  - **Key Activities:**
    - **Scorecarding:** Use a balanced scorecard to measure performance and assess supplier qualities against pre-determined criteria.
    - **Technical Review:** Assemble a qualified review team to evaluate the technical merits of each proposal.
    - **Risk Assessment:** Conduct a risk analysis of each potential supplier, including financial stability and supply chain resilience.
  - **Deliverable:** A shortlist of preferred suppliers and a detailed comparison report.
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#### Slide 12: Phase 4: Contract & Payment Execution

- **Headline:** Securing the Partnership

- Body: This final phase involves negotiating final terms, executing contracts, and establishing a payment structure that ensures compliance and long-term visibility.
  - Key Activities:
    - Negotiation: Negotiate terms and conditions based on the RfP requisitions and evaluation scores.
    - Contract Execution: Finalize and contract the supplier terms, ensuring they adhere to corporate guidelines and compliance criteria.
    - Payment Setup: Select a payment method suited to global requirements and establish a system for accurate tracking.
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#### Slide 13: Technical Evaluation Framework: The Supplier Scorecard

- Headline: Our Multi-Dimensional Selection Criteria
  - Body: We evaluate potential partners on a set of critical, weighted criteria to ensure long-term success.
  - Evaluation Criteria:
    - Technical Capability (Weight: 40%): Does the supplier provide detailed system architecture, performance data, and emissions information?
    - Operational Reliability (Weight: 30%): What is their on-time delivery and response time history? A 100% on-time delivery record is a key indicator.
    - Financial Stability (Weight: 20%): Does the supplier have the financial strength to undertake a project of this scale?
    - Quality & Safety (Weight: 10%): Are verifiable certifications (e.g., ISO) and safety records available?
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#### Slide 14: Navigating the Canadian Legal & Regulatory Landscape

- Headline: Mitigating Risk & Ensuring Compliance
- Body: A successful project requires expert navigation of Canada's unique legal and regulatory environment.
- Key Areas of Focus:

- Regulatory Compliance: We advise on facilities approvals, rates, and performance-based regulation with bodies like the Canada Energy Regulator (CER).
  - Contractual Rigor: We ensure robust commercial contracting, including PPA (Power Purchase Agreements) and EPC contract terms.
  - Indigenous & Environmental Law: We incorporate expert consultation on Aboriginal law, environmental assessments, and permitting requirements.
  - [Visual: A map of Canada with points of interest highlighted]
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#### Slide 15: Project Timeline & Milestones (Q4 2026 Kickoff)

- Headline: A Roadmap to Project Delivery
  - Body: Our structured process ensures accountability and progress towards the project's Commercial Operation Date (COD).
  - High-Level Timeline:
    - Q4 2026 (Oct–Dec): Project Kick-off & Discovery Phase Begins
    - Q1 2027 (Jan–Mar): Discovery & Scoping Completed; RfP Development
    - Q2 2027 (Apr–Jun): RfP Issued to Market
    - Q3–Q4 2027 (Jul–Dec): Bid Evaluation & Supplier Shortlisting
    - Q1 2028 (Jan–Mar): Final Supplier Selection & Contract Negotiation
    - Q2 2028 (Apr–Jun): Contract Execution & Project Handover to EPC
    - 2030–2032 (Target): Project Commercial Operation Date (COD) (Typical 4–6 year lead time for new-build energy assets)
  - [Visual: A Gantt chart showing these phases with clear Q4 2026 start date]
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#### Slide 16: Key Personnel & Team Structure

- Headline: The Corcentric Team
- Body: Our team is composed of industry experts with a proven track record.
- Core Team:

- Project Director: Albert Brown - Overseeing the entire project.
  - Senior Sourcing Consultant: Manoj Raven - Managing the RfP and supplier negotiations.
  - Technical Specialist: Benson Sand - Leading the technical evaluation.
  - Legal & Compliance Advisor: Coleman Drake - Managing regulatory and contractual compliance.
  - Supporting Resources: We also have access to a wider pool of on-demand temporary procurement professionals to supplement the core team as needed.
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#### Slide 17: Risk Assessment & Mitigation Strategy

- Headline: Proactive Risk Management
  - Body: We identify potential risks early and put mitigation strategies in place.
  - Key Risks & Mitigations:
    - Risk: Supplier Failure / Delays.
      - Mitigation: Require performance bonds, liquidated damages clauses, and a comprehensive qualification process.
    - Risk: Cost Overruns.
      - Mitigation: Fixed-price contracts, contingency planning, and regular budget monitoring.
    - Risk: Regulatory Changes.
      - Mitigation: Regular policy monitoring and flexible contract terms.
    - Risk: Supply Chain Disruption.
      - Mitigation: Multi-sourcing strategy and inventory buffer.
    - Risk: Timeline Extension.
      - Mitigation: Built-in buffer periods in the schedule; regular critical path analysis.
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#### Slide 18: Communication & Stakeholder Engagement Plan

- **Headline:** Ensuring Transparency & Alignment
  - **Body:** We will implement a robust communication plan to keep all stakeholders informed.
  - **Key Activities:**
    - **Regular Status Meetings:** Weekly or bi-weekly progress meetings with the project steering committee.
    - **Progress Reports:** Monthly written reports detailing milestones achieved, risks, and next steps.
    - **Bidder Communication:** All supplier communication will be managed through a centralized system to ensure fairness and transparency.
    - **Issue Escalation:** A clear path for escalating any issues to senior leadership.
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#### Slide 19: Project Summary & Value Proposition

- **Headline:** The Corcentric Advantage
  - **Body:** Corcentric is uniquely positioned to guide the sourcing of a commercial energy production plant.
  - **Key Value Drivers:**
    - **Proven Savings:** Clients realize significant hard-dollar savings across categories.
    - **Risk Reduction:** Our legal and technical expertise mitigates project risk.
    - **Efficiency:** Our Source-to-Pay platform and advisory services streamline the complex sourcing process.
    - **Long-Term Partnership:** We ensure the savings and contracts we secure are implemented and sustained.
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#### Slide 20: Next Steps & Conclusion

- **Headline:** Moving Forward with Confidence
- **Summary:** Corcentric is uniquely positioned to guide the sourcing of a commercial energy production plant. Our integrated advisory, technology, and legal expertise

will deliver partners that meet your technical, financial, and compliance requirements.

- Immediate Next Steps (Q4 2026):
  1. Finalize the detailed project scope and requirements.
  2. Assemble the core project team and steering committee.
  3. Initiate the Discovery & Scoping phase.
  4. Begin developing the RfP documentation.
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