

# BOMBARDIER

AEROSPACE

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**SUBJECT: E-TENDERING ON MERX**

Sir, Madam,

In July 2005, Bombardier Inc. signed an agreement with *Mediagrif Interactive Technologies* for electronic tendering services using MERX.

## What is MERX?

Please note that MERX is a tool for posting tenders on-line and is **not** a reverse auction website. MERX will not allow suppliers to see another supplier's pricing information or which suppliers have ordered information associated to a Bombardier tender.

## There are many advantages to using MERX, including:

- Greater access (24/7) to Bombardier tenders;
- Greater flexibility in receiving Bombardier tender documents, including download, email, fax, courier, mail, pickup, and CD delivery;
- The ability to track orders for Bombardier tender documents;
- Automatic notification via e-mail or fax when a new Bombardier tender has been posted;
- Automatic notification via e-mail or fax when there are amendments to a tender for which you have already ordered documentation;
- Improved communication as you have one central point to access Bombardier tenders that have been posted.

Bombardier Aerospace has conducted several successful test pilots and is currently in the process of deploying MERX throughout its supply chain department.

## Using MERX

The MERX website can be accessed via the following URL: <http://www.merx.com>.

Bombardier's tenders are listed under the "Private Tenders" tab on the MERX homepage. Potential suppliers are able to view individual Bombardier tender notices by clicking on a tender's title (hyperlink in blue underlined text). The tender notice allows a potential supplier to view basic information about the tender and make a decision on whether or not to order the associated tender documents. There is no charge for viewing tenders on the Private Tenders web page. Merx user fees only apply when ordering documentation associated with a tender.

## MERX User Fees

MERX offers two options to suppliers who are interested in Bombardier tenders:

- \$25.00 Pay-As-You-Go fee (for each order);
- \$150.00 annual (12 months) pre-paid subscription for unlimited access to Bombardier tenders.

Both options include free download delivery of tender documents and free amendment notification. Additional fees may apply for other document delivery methods and MERX value-added services. Please see attached price list or refer to the MERX website for more information. (Prices as of January 2007 - prices do not include applicable taxes and are subject to change without notice).

Please note that for Canadian companies, the ordering fees may qualify for an income tax deduction.

We understand that using MERX will generate additional costs for you but we are confident that you will quickly see the advantages this e-tendering tool has to offer. Should you have any questions or comments, please do not hesitate to contact us.

Sincerely yours,

Supplier Chain  
Bombardier Aerospace

Tel.: (514) 855-5000  
Fax: (514) 855-8436

**MERX PRICE LIST**

**BASIC TENDERS SUBSCRIPTION**

Sector	Subscription Fee
Private sector	<p><b>\$25/opportunity</b> for Large (ex. Bombardier Aerospace)</p> <p>\$19.95/opportunity for SME (small and medium enterprises), <i>Introductory offer</i></p>

The Basic Tenders Subscription package includes the following features and benefits:

Private sector:

- Access to all Open Opportunity Notices (with limited information)
- Free Notification of Amendments
- One free Opportunity Matching profile
- Free delivery of Opportunity Matching results (email, fax or online)
- Access to private-sector buyer contact information and tender documents by paying a “Pay As You Go Fee”

## PRIVATE TENDERS SUBSCRIPTION

Sector	Subscription Fee
Private sector	<p><b>Annual pre-paid subscription fee based on large organization</b>                      Example: <b>\$150/year</b> for Bombardier Aerospace</p> <p>\$19.95/opportunity for SME (small and medium enterprises),  <i>Introductory offer</i></p>

The Private Tenders Subscription package includes the following features and benefits:

Private sector:

- **Full access** to the **Opportunity Notices** for the large private-sector buying organizations to which you are subscribed
- Access to all other Open Opportunity Notices of SME (small and medium enterprise) & large private-sector buying organizations (with limited information)
- **Unlimited preview and download** of the **tender documents** posted by the large private-sector buying organizations to which you are subscribed
- **Free** Notification of Amendments
- **Free** Automatic Delivery of Amendments
- One **free** Opportunity Matching profile
- **Free** delivery of Opportunity Matching results (email, fax or online)
- **Low fixed annual pre-paid subscription fee**

### Value Added Services

To better serve you, MERX Private Tenders offers optional Value Added Services:

Service	Price
Automatic Delivery of Amendments – Basic subscription	\$4.95/month  <i>(Plus applicable fixed order fees; see Enhanced Services for a breakdown of prices)</i>
Automatic Delivery of Amendments – Private	\$0/month

Tenders subscription	<i>(Plus applicable fixed order fees; see Enhanced Services for a breakdown of prices)</i>
Additional Opportunity Matching Profiles	\$1.95/month for up to 3 profiles, \$2.95/month for 4 to 9 profiles

### Enhanced Services

MERX Private Tenders offers Enhanced Services that offer alternate order and delivery options of documents for all our service packages:

Service	Price
Fixed fax and email order	\$1.95/opportunity \$0.08/page
Fixed hard copy order  <i>(Regardless of the number of components in that one opportunity)</i>	\$4.95 \$4.95/additional set  <i>(Plus the duplication charge)</i>
Fixed paper duplication charge	\$0.08/page
Fixed CD duplication charge	\$5.00
Fixed per blueprint duplication charge	\$0.15/square foot \$4.95/additional set  <i>(Plus the duplication charge per additional set)</i>
Delivery of documents, physical items and other media	FREE for pick-up \$7.95 for courier \$2.50 for mail  <i>(Does not include U.S. or International destinations)</i>

Delivery of blueprints	FREE for pick-up \$21.00 for courier \$15.00 for mail <i>(Does not include U.S. or International destinations)</i>
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