



Alexander Lapov <alexander.lapov@gmail.com>

SP 2 Conexus

Alexander Lapov <alexander.lapov@gmail.com>
Draft To: roberto.rossi@fiorentini.com

Mon, May 24, 2021 at 2:55 PM

As requested all the correspondence from our side.

----- Forwarded message -----

From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Tue, March 16, 2021 at 5:41 PM
Subject: Fwd: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Roberto as per our telecon I confirm we succeed to use PF UFM for the project and this is a great result because PF has no references.

We need to discuss again the fee and I ask you to increase an additional 10% for the work done on UFM and agreed for 330.000 EURO – 165.000 payable after the first down payment from PF and 165.000 payable after delivery of the first phase.

We are waiting for your feedback.

Thanks and Best Regards,

Alexander Lapov
Project Manager

TOP Energy Set SP zoo.
Ul. Aleja Milenijna 7, 66-479
Kostrzyn nad Odra, Poland

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From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Tue, February 2, 2021 at 2:37 PM
Subject: Fwd: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Dear Roberto,

As per our telecon we inform you that Conexus and Olimps are in an intense discussion about the acceptance of PF UFM's as the quantity is significant and also Siemens is pushing to have order, in addition today there was Emerson visit to check if they can influence Conexus in order to supply the UFM and they claimed PF have no references.

We are working to avoid any interference.

Best Regards,

Alexander Lapov
Project Manager

TOP Energy Set SP zoo.
Ul. Aleja Milenijna 7, 66-479
Kostrzyn nad Odra, Poland

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From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Tue, November 10, 2020 at 4:14 PM
Subject: Fwd: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Dear Roberto,

Today Conexus had a board meeting and our supporter refused the technical solution proposed by Heat and therefore we have been declared the winner.
You will be informed officially about this shortly.

Best Regards,

Alexander Lapov
Project Manager

TOP Energy Set SP zoo.
Ul. Aleja Milenijna 7, 66-479
Kostrzyn nad Odra, Poland

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From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Thu, November 5, 2020 at 2:29 PM
Subject: Fwd: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Dear Roberto,

Today client open the quotations and Heat Technology make an option where they are more chipper than you with a different solution, I have instructed our friend to disqualify that technical proposal in order to secure the project for us. It will hard but we will try.

Best Regards,

Alexander Lapov
Project Manager

TOP Energy Set SP zoo.
Ul. Aleja Milenijna 7, 66-479
Kostrzyn nad Odra, Poland

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From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Thu, October 22, 2020 at 5:59 PM
Subject: Fwd: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Dear Roberto,

All tenderers have done site visit expect you but we will state in the report that also Fiorentini attended. In the official RFQ we included the supply of 34 UFM that was the mandatory same brand of previous supply (Siemens) but as per our telecon on today I confirm you that we will work on it and try that client will accept PF UFM also without reference. I remind you that we need to renegotiate the fee if this happens. The commercial and technical tabulation will have a score and we will try to advantage PF against competitors and increase the price.

Best Regards,

Alexander Lapov
Project Manager

TOP Energy Set SP zoo.
Ul. Aleja Milenijna 7, 66-479
Kostrzyn nad Odra, Poland

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From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Thu, October 15, 2020 at 4:22 PM
Subject: Fwd: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Dear Roberto,

Heat technologies and Metano Impianti visit the site and requested a visit to the board but we were able to avoid it. Seems Austrian and Italian are very interested and they claim that they are the best. We will address to you how to battle them.

Best Regards,

Alexander Lapov
Project Manager

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Ul. Aleja Milenijna 7, 66-479
Kostrzyn nad Odra, Poland

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From: **Alexander Lapov** <alexander.lapov@gmail.com>
Date: Thu, September 17, 2020 at 5:33 PM
Subject: SP 2 Conexus
To: <roberto.rossi@fiorentini.com>

Dear Roberto

As anticipated over the phone the tender for the equipment for SP-3 will be announced shortly, several companies visited client also Italians.
I will give you details after my meeting with the client.

Best Regards,

Alexander Lapov

Project Manager

TOP Energy Set SP zoo.

Ul. Aleja Milenijna 7, 66-479

Kostrzyn nad Odra, Poland

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