

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of: Engineering Services to Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (ExxonMobil) in relation to subsea activities.

Reference: **WS3450747**

BIDS Categories: H, 0903, 9115, 227

Issue Date: March 22, 2018

Closing Date: April 9, 2018 12:00PM (NL)

Overview:

- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner, ExxonMobil Canada Ltd. (ExxonMobil), are in the process of pre-qualifying companies who can supply engineering support in relation to ongoing management, surveillance and oversight of subsea equipment, facility upgrades and improvement opportunities as well as, in areas pertaining to engineering and design of drilling and completions equipment and MODU interface design for their onshore/offshore Newfoundland and Labrador requirements.
- Contractor shall provide all management, personnel, processes, materials, tools, equipment, applicable certifications and facilities as may be required to ensure all equipment covered by this pending Contract shall be fabricated and supplied to meet all statutory requirements, codes of practice and applicable specifications.
- The intention is to have this scope of work cover the requirements of the Hibernia Project*, the Hebron Project and the EL1135 Exploration Drilling Project and potentially other opportunities in the Newfoundland and Labrador area. For clarity, the scope of work includes not only the foregoing, but may include at ExxonMobil and/or HMDC's discretion, future work related to minor changes to the scope of work described herein, in which ExxonMobil and/or HMDC may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities and exploration.
- While not planned, it should be noted that the resulting RFP and contract may require inclusion of and/or extension to other operators in the area, project co-venturers, contractors and/or affiliated companies.
- For work related to the Hibernia Project*, HMDC supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors expressing interest in providing services or materials, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.
- For work related to the Hebron Project, ExxonMobil supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors expressing interest in providing services or materials, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.
- ExxonMobil Canada Ltd. is evaluating exploration drilling to commence as early as 2019 in the Flemish Pass. A final investment decision will be based on a range of factors, including regulatory approvals, investment climate and business considerations. For work related to the EL1135 Project and other exploration opportunities in the Newfoundland and Labrador area, ExxonMobil supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors expressing interest in providing services or materials, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.
- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner, ExxonMobil Canada Ltd. (ExxonMobil) encourages the participation of members of designated groups (women; Aboriginal peoples; persons with disabilities; and members of visible minorities) and corporations or cooperatives owned by them, in the supply of goods and services.

Supplier Diversity

Diverse Ownership (Completion of this section is voluntary)

A Diverse supplier is a business that is at least 51 % owned and controlled by a member(s) of one or more of the four designated groups identified in Canadian employment equity legislation:

- Women
- Aboriginal peoples
- Visible Minorities
- Persons with disabilities

Please indicate above which designated group(s) are applicable to your business.

Certification for Diverse Businesses

There are currently national certifying organizations that cover certification for businesses owned by:

- Aboriginal Peoples
- Visible Minorities
- Women

The Projects will continue to look for organizations that can provide certification support to businesses owned by persons with disabilities.

If you indicated that your business is owned by a member of a designated group, are you currently certified as a diverse-owned business? Yes No

Through which certifying organization is your business certified? _____

If you are a NL registered business and are not currently certified, would you be interested in learning more about certification? Yes No

The Hebron Project has a vendor database that is used to identify possible suppliers and contractors to participate in the project. Suppliers and contractors are encouraged to register.

ExxonMobil Canada Properties, operator of the Hebron Project, will use the database beyond development/construction, into the operations phase of the project. We also see value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, as well as project co-venturers and co-owners should they request information. The increased visibility to three major projects and other noted industry participants may be of value to your organization as it has the potential to increase future procurement opportunities.

DISCLAIMER: By registering your company in the vendor database, you are consenting to making your information available to the parties noted above.

NOTE: Registration in the database does not imply that a supplier or contractor is approved as a qualified supplier, nor does it indicate that a supplier or contractor is included on any tender or bid list for the supply of goods or services for which it has registered.

Scope of Work Overview:

The scope of work/supply may include, but is not limited to:

- Engineering support for small to medium scale subsea work scopes.
- Advisement on technical matters pertaining to subsea infrastructure and operations, crude oil tanker offloading, and associated tanker/MPFSV operational activities.
- Advisement on technical matters pertaining to well control equipment and the associated API & offshore standards on drilling and subsea equipment.
- Engineering, analysis and design including development of 2D & 3D models and drawings for small to medium subsea work scopes.
- If required, light subsea well intervention activities including, but not limited to, choke change outs, SEM change outs, well jumpers, flying electrical and hydraulic leads, jumper shifting tool, open water lubricating valves, etc.
- If required, design and provision of third party manufactured and supplied subsea items inclusive of design, surveillance and implementation testing of same; including, but not limited to, jumper shifting tools, BOP equipment, ROV tooling, open water lubricating valves, deployment baskets, shipping frames, buoyancy modules.
- If required, design, third party fabrication, preservation and inspection of drilling and completions equipment including, but not limited to, rig floor, moon pool, XT laydown interface equipment, pressure control equipment, rig equipment shipping baskets and rig equipment upgrades.
- If required, development of offshore wave and riser analysis pertaining to subsea equipment deployment.
- If required, development of offshore procedures including but not limited to all marine operations, offshore installation and deployment, subsea and ROV procedures and MODU work packs for equipment installation.
- If required, offshore technical support, operational / execution procedures and advisement onboard associated support vessels during subsea work scope execution.
- If required, development of annual subsea inspection campaigns, inspection and fitness for service reporting. Including the provision of asset integrity/inspection software for the development of inspection task plans including the documentation and reporting of results and anomalies.

Additionally, the selected contractor will be required to meet all technical and Safety, Health, Environmental, and Security (SHE&S) specifications and safe work practices of ExxonMobil and HMDC and their affiliates as appropriate.

Submission Requirements

Vendor submissions in response to this Expression of Interest (including pre-qualification) **must** include the afore-mentioned reference number, as well as the following information:

1. Completed ExxonMobil / HMDC Vendor SSHE and QA pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification for the Scope of Work detailed above.
3. An in-province office with personnel experienced in all elements of the scope of work. Provide an execution plan, organizational charts and CV's to demonstrate the organization.
4. Is the respondent planning to submit a joint venture/partnership/combined response? If so, explain how the organization would be structured including details of key roles, responsibilities and obligations.
5. Information demonstrating vendor can meet minimum technical requirements detailed above.
6. Provide details of previously completed scopes of work pertaining to equipment and service of a similar scale detailed in the above scope of work, minimum requirement of at least 10 years of experience of a similar nature.
7. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act and your experience with any similar regimes in other parts of Canada or internationally. At the RFP/ITT stage, bidders will be required to indicate how they comply with the above.
8. Please acknowledge that responsible management personnel have read, understand and will support requirements to comply with the following where applicable
 - i) Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act
 - ii) The Hebron Benefits Agreement and Hebron Benefits Plan work requirements

The data submitted in response to the aforementioned questionnaires will be used to evaluate your company's ability (and those of your preferred sub-contractors / vendors where applicable) to perform these services or provide these materials.

It will focus primarily on:

- Past safety performance
- Applicable experiences
- Project execution skills
- Project management skills & integration skills
- Available technologies with proven performance
- Current capability
- Work-load
- Personnel qualifications
- Financial capacity

We will evaluate this data and develop a final group of vendors who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which contractors will receive the Request for Proposals (RFP) or Invitation to Tender (ITT) and which contractor will be awarded the final contract.

This Expression of Interest (including pre-qualification) is not a pre-qualification of contractors for other ExxonMobil/ HMDC work, but is limited to the scope aforementioned. In addition, participation in this Expression of Interest (including pre-qualification), including any statements whether oral or written between ExxonMobil/ HMDC and your company, shall not create or be deemed to create any binding legal relationship or contract, or be construed to do so between ExxonMobil/ HMDC and your company. All costs associated with the preparation of your response to this expression of interest shall be at your expense.

This Expression of Interest (including pre-qualification) may or may not result in the issuance of an RFP/ITT and may or may not result in the award of a contract. If you respond to this Expression of Interest (including pre-qualification) and your company is selected to be on the bidders list, your company name, your designated company representative's name and business contact information may be posted on public websites. Similarly, if you are selected for award, the same information may also be posted, indicating that the work has been awarded to your company.

* It should be assumed that the Hibernia Project includes, but is not limited to, current and planned Hibernia and Hibernia Southern Extension operations as well as future development on behalf of Hibernia (operated by Hibernia Management and Development Company Ltd.) and/or Hibernia Southern Extension participants (operated by ExxonMobil Canada Properties).

Responses must be submitted electronically by the closing date to all of the ExxonMobil or HMDC e-mail address noted below:

Hibernia Project
Hibernia Management & Development Company Ltd. (HMDC)
Attention: Renee Payne,
renee.m.payne@exxonmobil.com
Phone: (709) 273-1415

Hebron Project
ExxonMobil Canada Properties
Attention: Renee Payne,
renee.m.payne@exxonmobil.com
Phone: (709) 273-1415

EL1135 Exploration Drilling Project
ExxonMobil Canada Ltd.
Attention: Renee Payne,
renee.m.payne@exxonmobil.com
Phone: (709) 273-1415

Finally, potential vendors, if they have not already done so, should register with BIDS using following contact information:

Phone: 1-800-270-4611
E-mail: isabelle@bids.ca
www.bids.ca