

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Wireline, Slickline and Coil Tubing Equipment and Services

Reference: WS3058675

BIDS Categories: 0924, 0960

Issue Date: March 7th, 2016

Closing Date: March 21st, 2016

Overview:

- Hibernia Management and Development Company Ltd. (HMDC) is in the process of pre-qualifying companies who can supply Wireline, Slickline and Coil Tubing Equipment and Services for their onshore and/or 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*. For clarity, the scope of work includes not only the foregoing, but may include at HMDC's discretion, future work related to minor changes to the scope of work described herein, in which HMDC may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities.
- 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.
- Hibernia Management and Development Company Ltd. (HMDC) 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 in addition to the Hebron Project.

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:

An integrated wellwork solution (supply and single point coordination of all equipment, services, and consumables associated with well intervention) is required to support wellwork and drilling operations for 64 wells on the Hibernia Platform with extended reach measured depths of 10,200m.

The WellWork Contractor must meet the following minimum requirements:

1. Project Management & Engineering
 - a. Planning and support resource(s) located in owner's office to support detailed job design and execution planning, cost estimation and tracking, regulatory approval planning, as well as acting liaison between Contractor and Owner during active wellwork, intervention and drilling operations.
 - b. Delivery of contractor equipment to meet platform requirements.
 - c. Onshore support resource(s) available 24 hours / day during active operations.

2. All required personnel to operate and maintain all WellWork Equipment with required certifications.
 - a. Personnel to be part of an integrated, multi-skilled crew ("Supercrew") comprised of specialists in each of the areas of the aforementioned scope, who can also support the other areas of work in which they are not specialists.
 - b. Personnel to perform ALL duties and operate all equipment used for WellWork.

- c. A crew will be limited to maximum 3 persons per shift during wireline / slickline operations and 6 persons per shift during complex combined slickline/wireline/coiled tubing operations.
3. Equipment certified for use in Eastern Canada
- a. Slickline and electric wireline units (combo unit preferred) & associated kit, including pressure control equipment package to support both wellwork and drilling operations.
 - b. Coil tubing unit & associated kit, including pressure control equipment.
 - c. Stimulation pumping skid, including associated temporary high pressure piping.
 - d. Nitrogen pumping skid, including associated temporary piping and tankage.
 - e. A-frame suspension system to support hoisting pressure control equipment and wireline sheaves.
 - f. Workshops to support wireline, slickline and coiled tubing services.
 - g. Well perforating equipment for 4 ½", 5 ½" and 7" tubing and liners.
 - h. Cutting equipment for 5 ½" & 7" tubing.
 - i. Production logging, cement logging, well diagnostics and reservoir evaluation tools.

Environmental Conditions

- Air temperature -30⁰C and 35⁰C
 - Wind Speed >75 knots in extreme storms
 - Snowfall approx. 1.2 m (metres) / year
25 cm (~10") per month; 10 days per month
4. **ALL** Consumables
- a. Mechanical (i.e. Bridge plugs, cutters, punches, & other required wellwork consumables)
 - b. Fluids (i.e. xylene, acid & other required wellwork fluids)
 - c. Nitrogen
5. Ad hoc services
- a. Slickline / coil tubing fishing equipment.
 - b. High pressure sand screen systems.
 - c. Downhole tractor and mechanical service equipment.
 - d. Pressure deployment systems.
 - e. Gas lift valve service tools and service.
 - f. Memory logging systems.
6. All personnel and equipment must be qualified / certified to meet the Canadian Association of Petroleum Producers (CAPP) requirements for working offshore Newfoundland, including but not limited to, the "Atlantic Canada Offshore Petroleum Industry Standard Practice for the Training & Qualifications of Personnel" requirements for working offshore Nova Scotia (see www.capp.ca/publications-and-statistics/publications/223065) and the "Atlantic Canada Offshore Safe Lifting Practices"(see www.capp.ca/publications-and-statistics/publications/226080)

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 HMDC its 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 SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Completed ExxonMobil / HMDC QA/QC drilling pre-qualification questionnaire. (Available through BIDS-see contact information below.)
3. Information demonstrating qualification for the Scope of Work detailed above.
4. Information demonstrating vendor can meet minimum technical requirements detailed
5. Completed technical questionnaire. (Available through BIDS – see contact information below.)
6. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Acts 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.
7. 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 HSE Benefits Agreement and HSE 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
- System lifecycle support capabilities and proven lifecycle programs
- 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.

Interested contractors may be subjected to quality audits and/or safety assessments for the purposes of validating programs and procedures

This Expression of Interest (including pre-qualification) is not a pre-qualification of contractors for other 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 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 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 addresses noted below:

Hibernia Project
Hibernia Management & Development Company Ltd. (HMDC)
Attention: Nicholas Phelan,
nicholas.p.phelan@exxonmobil.com
Phone: (709) 778-7748

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