

## **EXPRESSION OF INTEREST (including Pre-Qualification Requirements)**

### **Supply of Directional Drilling, Downhole Measurement and Mudlogging Services for MODU Drilling Program 2019**

Reference: **WS3461968**

BIDS Categories: 0221, 0300 and 0500

Issue Date: April 23, 2018

Closing Date: May 7, 2018

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#### **Overview:**

- ExxonMobil Canada Properties, by its managing partner, ExxonMobil Canada Ltd. (ExxonMobil) is in the process of pre-qualifying experienced companies (“Contractor or Vendor”) that can supply Directional Drilling, Downhole Measurement, and Mudlogging Services for a potential Mobile Offshore Drilling Unit (MODU) drilling campaign offshore Newfoundland and Labrador. 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.
- 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 of this Expression of Interest (including pre-qualification requirements) (“EOI”) is to have the following scope of work cover the requirements of the Exploration License area(s) EL1135 Exploration Drilling Project – (“E1135 Project”) and potentially other opportunities in the Newfoundland and Labrador offshore area (“Other Projects”). The scope of work includes not only the foregoing, but may include at ExxonMobil’s discretion, future work related to minor changes to the scope of work described herein, in which ExxonMobil may engage onshore or offshore Newfoundland and Labrador, for oil and gas exploration.
- While not planned, it should be noted that any resulting Non-Binding Request for Proposal (“NRFP”) 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 EL1135 Project and other projects 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 NRFP bid stage.
- 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 EL1135 Project and Other 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

## **Scope of Work Overview:**

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

- Provision of Directional Drilling and Measurement Services for Directional Control of Bottom Hole Assemblies (BHA's), Measurement While Drilling (MWD) and Logging While Drilling (LWD) activities from a floating MODU facility. The scope of work will also include Mud Logging Services, including a Wellsite Geologist. The scope of supply covers equipment, rental tools and personnel for a potential multi-well subsea drilling program.

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

## **Minimum Technical Requirements are as follows:**

- Contractor to demonstrate how they will provide the scope described above and how they have provided such scope previously, specifically in Eastern Canada.

## **Submission Requirements**

Vendor or Contractor submissions in response to this EOI **must** include the afore-mentioned reference number, as well as the following information:

1. Completed ExxonMobil Vendor SSHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Completed ExxonMobil QA/QC 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 above.
5. 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 NRFP stage, proponents will be required to indicate how they comply with the above.
6. 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.

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
- Current capability
- 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 NRFP and which Contractor will be awarded the final contract.

This EOI is not a pre-qualification of Contractors for other ExxonMobil work, but is limited to the scope aforementioned. In addition, participation in this EOI, including any statements whether oral or written between ExxonMobil 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 and your company. All costs associated with the preparation of your response to this EOI shall be at your expense.

This EOI may or may not result in the issuance of an NRFP and may or may not result in the award of a contract. If you respond to this EOI and your company is selected to be on the list of proponents, 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.

**Responses must be submitted electronically by the closing date to all of the ExxonMobil e-mail addresses noted below:**

EL1135 Exploration Drilling Project  
ExxonMobil  
Attention: Malindi Shinkle  
malindi.a.shinkle@exxonmobil.com  
Phone: (709) 273 1595

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

Phone: 1-800-270-4611  
E-mail: [jayde.mcconchie@bids.ca](mailto:jayde.mcconchie@bids.ca)  
[www.bids.ca](http://www.bids.ca)