

EXPRESSION OF INTEREST

Supply of Cementing Materials for Hebron Platform

Reference: WS2662490

BIDS Categories: 0203

Issue Date: July 7, 2014

Closing Date: July 21, 2014

Overview:

- ExxonMobil Canada Properties, a partnership (ExxonMobil) is in the process of pre-qualifying companies who can supply Cementing Materials 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 Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at ExxonMobil's discretion, future work related to the scope of work described herein, in which ExxonMobil may engage onshore or offshore Newfoundland and Labrador and Nova Scotia, for oil and gas facilities.
- While not planned, it should be noted that the resulting 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 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 Properties, a partnership (ExxonMobil) encourage(s) 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

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:

Drilling and Completions Overview:

- The Hebron Development will be comprised of five pools, three of which are targeted for resource depletion in the initial development and one that has been designated for potential storage of excess gas generated from production operations.
- Platform wellbores will have three-dimensional trajectories with long horizontal sections requiring extended reach drilling (ERD) profiles.
- Project will consist of:
 - Oil Producer wellbores with open hole screen completions and gas lift completion designs with downhole chemical injection
 - Water injection wellbores with either cased hole or open hole screen completions
 - Gas injection wellbores with either cased or open hole screen completions

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

Provision of Cementing Materials for the purposes of executing cementing operations for offshore wellbores drilled from the Hebron Platform, in the Eastern Canadian Grand Banks environment offshore Newfoundland and Labrador. The Work shall include all ancillary equipment, materials (dry bulks, liquids, additives, and miscellaneous consumables) and personnel necessary for the completion of cementing operations as prescribed by Company. The Work shall also include all necessary onshore support infrastructure and personnel necessary to support offshore operations including engineering services. This set of specifications is limited to Hebron Platform operations.

Cementing operations will be conducted from a company owned cementing package incorporated into the Hebron facility Drilling Support Module, the supply of which has been awarded. Supply of the Primary Cementing Unit and Equipment for the Hebron Platform has been satisfied via the Hebron Project Team and is not considered as part of the scope of supply herein.

It is currently envisioned that a minimum of 39 primary wellbores will be necessary to fully exploit the resource base. The Hebron drilling package will contain 52 slots, which should be sufficient to achieve optimal depletion of the reservoir.

The successful vendor responsibilities shall include, but not be limited to, the following:

1. All required slurry cementing materials including materials applicable to thermal formulations required for temperature applications above ninety degrees Celsius (90 °C).
2. All required materials for possible light weight cement slurry applications in shallow Conductor and Surface sections with low fracture limits.
3. All chemical wash, and mud removal spacer materials, including the possible use of foamed N2 cushion procedures for Annular Pressure Buildup mitigation.
4. Qualified platform and shore based operations, logistics, support and engineering personnel.
5. Analytical laboratory services on the platform and at the shorebase.

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 its affiliates as appropriate.

Minimum Technical Requirements

Minimum Technical Requirements, and Contractor's ability to fulfill such requirements, shall be established at a later date.

Submission Requirements

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

1. Information demonstrating qualification for the Scope of Work detailed above.
2. 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.
3. 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 will be used to do a preliminary evaluation of your company's ability to perform these services. Additional evaluation in the form of a prequalification should be anticipated in advance of ExxonMobil finalizing a bidders list.

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
- current capability
- system lifecycle support capabilities and proven lifecycle programs
- 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 work, but is limited to the scope aforementioned. In addition, participation in this Expression of Interest, 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 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 and 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 the ExxonMobil e-mail address noted below:

Hebron Project
ExxonMobil Canada Properties
Attention: Kim Hutchings, Senior Procurement Associate
kim.f.hutchings@exxonmobil.com
Phone: (709) 778-7287

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