

EXPRESSION OF INTEREST/PREQUALIFICATION

Reference Number: WS2165550

Provision of Crude Oil Marine Transportation and Terminal Logistics Analysis Services – Hebron Project

BIDS Categories:

Issue Date: December 21, 2011

Closing Date: January 6, 2012 (4:00 pm NL)

Overview:

ExxonMobil Canada Properties, a partnership (EMCP) is in the process of prequalifying companies who can provide a dynamic supply chain analysis of Grand Banks crude oil marine transportation and terminaling in support of the Hebron Project.

There is no guaranteed minimum amount of work.

Canada-Newfoundland and Labrador Benefits:

(EMCP) strongly supports providing opportunities to Canadian and, in particular Newfoundland & Labrador companies and individuals on a commercially competitive basis. Pre-qualified companies will be required to complete a Canada / Newfoundland & Labrador Benefits Questionnaire at the Tender Stage.

Diversity:

Consistent with our commitments as outlined in our Diversity Plan, EMCP encourages the participation of members of designated groups, and corporations or cooperatives owned by them, in the supply of goods and services.

Scope of Work – Overview:

The purpose of the Hebron-NTL Crude Transportation Study (“Study”) is to assess the impact that throughput of Hebron-produced crude oil will have on the performance of the NTL Terminal (“NTL”) in order to determine the feasibility of transshipment and the benefit of changes to NTL facility operations, commercial operations and/or infrastructure. The secondary objective of the Study is to assess the efficiency of the Hebron transportation system. Although the Study’s focus is Hebron, modeling of other Grand Banks operation will be necessary due to Hebron’s reliance on common infrastructure (i.e. ships, terminals, etc).

The scope of work necessary to support the Study is as follows:

- Development of a marine transportation model to perform the detailed analysis. Minimum technical requirements for the model are:
 - Vendor shall acquire weather and vessel delay data and incorporate into the model to ensure that modeled vessel delays and crude inventories at onshore and offshore facilities are representative of actual, historical operations
 - Model shall be computer-based and be made available, with platform and model construction and user documentation, to all Hebron partners for their own evaluation and use
 - Model shall be developed and preserved with demonstrable controls by the Vendor to ensure quality and resource sustainability for future analysis that would be performed only at the discretion of the Hebron Project
 - Model shall be capable of efficiently and effectively executing sufficient iterations, time series, or equivalent in order to demonstrate the desired level of accuracy and confidence
 - Model shall be capable of incorporating and efficiently changing, simultaneously or incrementally, numerous assumptions including but not limited to the following:
 - Shipping (Shuttle Tankers)
 - Number of ships
 - Size of each ship

- Speed of each ship
- Cargo handling time for each ship
- Operating constraints for specific ships
- Ability for a project and/or cargo owner to utilize a ship
- Drydocking schedules
- Loading Terminals
 - As many as 4 loading terminals
 - Weather delay profiles and availability of offshore loading systems
 - Year-on-year production changes
 - Production variability and shutdown
 - Changes in crude storage capacity
- Unloading Terminals
 - Weather delay profiles
 - Changes in total crude storage capacity
 - Dedication of tanks to specific crude grades
 - Varying levels of crude segregation per crude grade and crude owner
 - Cargo handling time specific to crude grade
- Shipping (Second-leg or conventional crude tankers)
 - Vessel size
 - Arrival variability
 - Assignment to cargo owner and crude grade
- Turn-key analysis, case-running and presentation of results utilizing said model
- Regular updates and presentations to Hebron Project-assigned Study Coordinator and Working Group
- Development of a detailed report of the analysis

The results of the analysis should provide all information necessary regarding the likely performance, such as shuttle tanker delays, second-leg tanker delays, offshore inventories, onshore inventories, production shut-in, tanker utilization, of the Hebron and Grand Banks supply chains, under numerous sensitivities, such that the Hebron Project can assess cost, opportunity, and risk of infrastructure and operational changes.

The Scope of Work – Overview is, as suggested, only an overview. A detailed Scope of Work will be provided as part of the bid package associated with this Expression of Interest/Prequalification

Vendor Qualifications:

Responding vendors must be qualified to conduct the work outlined in the Scope of Work - Overview.

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

All vendors responding must have resources necessary to effectively execute the above scopes of work and, in addition, well documented experience in supply chain analysis of marine transportation and terminals. The computational platform by which the model is built upon must be pre-qualified by the Hebron Project by way of references and, if necessary, demonstration. This platform pre-qualification will take place prior to being eligible to receive the bid package.

Submission Requirements:

Vendor submissions in response to this Expression of Interest/Prequalification must include the aforementioned reference number as well as the following information:

1. Completed ExxonMobil Canada East Safety Health and Environment (SHE) and Quality pre-qualification questionnaire. (Available through BIDS – see contact information below.)

2. Information demonstrating that vendor can meet minimum technical requirements detailed in the Scope of Work – Overview above and other information demonstrating qualification for the Scope of Work.
3. Completed Supplier Capability Survey / Technical Questionnaire. (Available through BIDS – see contact information below.)

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. Vendor may be asked to provide a live demonstration (via remote means such as WebEx or NetMeeting) of capabilities to meet the Scope of Work detailed above. Such demonstration must be able to take place within 5 business days of the Closing Date.

We will evaluate this data (including any live demonstration) 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 vendors will receive Invitation to Tender (ITT) and which vendor will be awarded the final contract.

Participation in this Expression of Interest/Prequalification, including any statements whether oral or written between EMCP and your company shall not create or be deemed to create any binding legal relationship or contract, or be construed to do so between EMCP and your company. All costs associated with the preparation of your response to this Expression of interest/Prequalification shall be at your expense.

Finally, it should be clearly understood that this Expression of Interest/Prequalification may or may not result in the issuance of an ITT and may or may not result in the award of a contract. Further, it should be clearly understood that if you respond to this Expression of Interest / Prequalification and your company is selected to be on the bidders list that 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.

Detailed responses to the EXPRESSION OF INTEREST/PREQUALIFICATION should be directed in duplicate (1 original and 1 copy) along with an electronic copy (e.g. CD or memory stick) in a sealed envelope to the following address by closing date:

ExxonMobil Canada Properties, a partnership
Suite 701, Atlantic Place
215 Water Street
St. John's, NL
A1C 6C9

Attention: Ms. Judy Edwards
Procurement Services Advisor

Envelope shall be clearly marked as:

WS2165550 "Crude Oil Marine Transportation Study"

Finally, potential vendors, if they have not already done so, should register with BIDS at the following:

Newfoundland and Labrador
Phone: (709) 738 6500
1-800-397-0393
Fax: (709) 738 7015
E-mail: bids@nfld.net