

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Rental Well Work Equipment, Services and Operation Crews

Reference: **WS# 2275387**

BIDS Categories: 0283, 0520, 0525, 0924, 0957, 0960, 0970

Issue Date: July 19, 2012

Closing Date: August 3, 2012

Overview:

- ExxonMobil Canada Properties, a partnership (ExxonMobil) is in the process of pre-qualifying companies who can supply rental well work equipment, services and operation crews for their 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 all future work in which ExxonMobil may engage onshore or offshore Newfoundland and Labrador, including but not limited to seismic, drilling, development and operations.
- 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.
- 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 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.

Scope of Work Overview

The Hebron Field will have a possible 52 drilled wells on the platform. The scope of work consists of, but shall not be limited to, the provision of well work equipment and subsequent operation of equipment.

Provision of Equipment

The WellWork equipment will be required in two phases:

Equipment Phase 1 - supply one wireline / slickline combi-unit for fitment to the drilling package during platform construction. Fitment is envisaged to be Q1 2014. Design date required ~ November 2012.

Equipment Phase 2 - supply the remaining wireline / slickline combi unit, coiled tubing package and stimulation pumps after platform tow out, estimated to occur in Q3 2017.

All equipment must meet required standards for North Atlantic cold weather operations. Equipment will be located in exposed deck locations and therefore subjected to ambient wind, rain, and ice loading conditions.

Equipment supply to include, but shall not be limited to, the following:

- Wellbore Pressure Control Equipment (PCE), sheave wheels and grease injection skids (GIS).
- Two x Slick-line / Electric-line combo units & associated equipment, including pressure control equipment (PCE), spare/backup reels of wire and support. Both units will be 600v electrically powered.

- Stimulation pumping unit, including associated HP treating iron (chicksans, valves, flange crossovers). Nitrogen Pump and associated N2 tanks and pipework. Both units will be diesel driven.
- Coiled Tubing unit and all associated equipment to carry out coiled tubing operations in Hebron wells. i.e Power Pack (diesel driven), Control Cab, Drive Stand, Reel(s), Injector Head, Jacking Stand with Base, and pneumatic fluid transfer pump(s).
- Fully fitted out workshops for Slickline, Wireline and Coiled Tubing. (Note: Workshops will be supplied as part of the platform construction).
- “A” Frame (with electric power pack) with main winch to suspend pressure control equipment and cargo winch to pick up and install tools, suitably sized for Hebron installation.

Tools

- All tools required for logging and perforating. (Note: Most completions will be open-hole gravel packs {OHGP} with some wellbores targeted as candidates for cased and perforated designs). Wells will have horizontal sections and so a facility for tractoring tools on Wireline and Coiled Tubing must be considered.
- All consumables (ie. Bridge plugs, cutters, punches, & other required WellWork consumables).

Operation of Equipment

- Personnel shall be required to assist during the various Commissioning Phases of the Platform at locations to be determined.
- Personnel shall be required to operate and maintain the equipment starting with the drilling of the first well.
- Personnel to be cross functionally trained / integrated crews, (“Supercrews”), to perform ALL duties and operate all equipment used for WellWork. A crew will be limited to 6 persons maximum.

Project Management

- Rental equipment supply to undertake all envisaged WellWork Operations including Slickline, Wireline, Coiled Tubing and Stimulation (including Nitrogen pumping).
- Onshore support resource(s) available 24 hours / day during WellWork operations.
- Continuous maintenance of all equipment will be required by the supplier.
- Conduct all WellWork Services including logging (cased and open hole), perforating, coiled tubing and stimulation operations.

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

1. Vendors must demonstrate prior experience in conducting well work in a harsh, offshore environment.
2. All personnel must be qualified to meet the requirements for working offshore Newfoundland
3. Vendor must demonstrate experience with Supercrew’ personnel model and also must demonstrate it has individuals with qualification in the following disciplines:
 - Electricline / Slickline operations including logging and perforating and tool/plug setting
 - Coiled Tubing operations

- Stimulation / pumping / cementing
 - Well Control certification
4. Vendor must confirm ability to supply units (both wireline and coiled tubing) with a drum capacity of no less than 7,600m (25,000ft).

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 Vendor SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification for the Scope of Work detailed above.
3. Information demonstrating vendor can meet minimum technical requirements detailed above.
4. 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.
4. Please acknowledge that responsible management personnel have read, understand and will support requirements to comply with the following:
 - The Hebron Benefits Agreement 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 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 and your company shall not create or be deemed to create any binding legal relationship or contract, or be construed to do so between and your company. All costs associated with the preparation of your response to this expression of interest shall be at your expense.

Finally, it should be clearly understood that 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. Further, it should be clearly understood that if you respond to this Expression of Interest (including pre-qualification) 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.

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

Hebron Project
ExxonMobil Canada Properties
Attention: Maureen Howlett
Email: maureen.f.howlett@exxonmobil.com
Phone: (709) 778-7495

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

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

Nova Scotia
Phone: (902) 462-4824
1-800-397-0393
E-mail: bids@istar.ca