

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Analysis of Major Oil Developments' Procurement Activity in Newfoundland and Labrador

Reference: **WS2615571**
BIDS Categories: 9100
Issue Date: March 26, 2014
Closing Date: April 9, 2014 at 4:00 P.M. NL Time

Overview:

- ExxonMobil Canada Properties (EMCP), a partnership, is in the process of pre-qualifying companies who can provide an Analysis of Major Oil Developments' Procurement Activity in Newfoundland and Labrador (NL) to understand the source of service and supply to the local oil industry.
- EMCP supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies, on a commercially competitive basis. Companies expressing interest in providing services, if they are selected to bid, will be required to complete a Canada-Newfoundland and Labrador Benefits Questionnaire at the bid stage.
- EMCP 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) is/are applicable to your business.

Certification for Diverse Businesses

Businesses who meet qualifications specified by national certifying organizations (CAMSC and WEConnect – in Canada) can receive national certification status which provides supplier development opportunities including mentoring, coaching and training opportunities with the noted certifying organizations.

If you indicated that your company 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.

EMCP, 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 list for the supply of goods or services for which it has registered.

Scope of Work Overview:

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

- The analysis will endeavour to include all oil industry operators on the East Coast of NL. The analysis is proposed to assess the extent to which purchase orders and contracts have been awarded to companies outside of NL and outside of Canada as a means to highlight potential opportunities for the local service and supply community, should they be interested in pursuing them.
- The analysis will focus on operational-related needs for the oil industry and will not include administrative/office requirements.
- All other Canadian and non-Canadian purchase orders and contracts which meet the time frame and specific dollar value criteria will be included in the analysis.
- Purchase order analysis may include, but is not limited to, equipment, offshore consumables, maintenance and parts and safety.
- Contracts analysis may include, but is not limited to, consulting services, drilling, environmental and regulatory, health and safety, offshore consumables, support services and well work.

EMCP intends to communicate the results of the analysis, in an aggregated format, to the local service and supply community who can assess the information and investigate if there are any potential opportunities they may be interested in pursuing.

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 EMCP and its affiliates as appropriate.

All vendors responding must demonstrate they have adequate and qualified resources necessary to effectively execute the above scope of work and, in addition, have documented experience in providing previous analytical work.

Submission Requirements:

Vendor submissions in response to this Expression of Interest (including pre-qualification) **must** include the aforementioned reference number as well as the following information:

1. Information demonstrating qualification for the Scope of Work detailed above.
2. Completed Supplier Capability Survey/Technical Questionnaire. (Available through BIDS – see contact information below.)
3. 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 Request for Proposals (RFP)/Invitation to Tender (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:
 - 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 in response to the aforementioned questionnaires will be used to evaluate your company's ability (and those of your sub-contractors/vendors where applicable) to perform these services or provide these materials.

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 RFP or 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 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 e-mail address noted below:

Hebron Project
ExxonMobil Canada Properties, a partnership
Attention: Judy Edwards
judy.v.edwards@exxonmobil.com
Phone: (709) 752-6484

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

Phone: 1-800-270-4611
E-mail: isabelle@bids.ca
www.bids.ca



ExxonMobil Canada Properties, a Partnership.
Hebron Project
 215 Water St.
 Suite 701, Atlantic Place
 St. John's, Newfoundland A1C 6C9



SUPPLIER CAPABILITY SURVEY / TECHNICAL QUESTIONNAIRE

Company Name: _____

Type of Business: **Consultant** **Manufacturer**
 Distributor **Fabricator**
 Other (Please Specify) _____

Address:

Telephone: _____ **Fax:** _____

Contact: _____ **Position:** _____

1. Country and Date of Incorporation

2. Registered Address - if different from above

3. Total Number of Direct Employees _____

4. Company turnover per year for past two years: \$ CDN _____
 \$ CDN _____

5. What is the maximum dollar value of a job you believe your company is capable of handling?

\$ CDN _____

6. Does your company have and maintain a documented QA/QC Program?

Yes

No

If yes, please specify Standard and level: _____

If no, please proceed to question 7.

7a. Has your company previously supplied goods/services to the Hibernia or Hebron Project?

Yes

No

7b. If yes, please specify.

8a. Describe your experience operating under, and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Acts, or your experience with any similar regimes in other parts of Canada or internationally.

At the ITT stage, bidders will be required to indicate how they will comply with the above.

8b. Acknowledge that responsible management personnel have read, understand and will support requirements to comply with the following:

a. Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act

Yes

No

b. The Hebron Benefits Agreement work requirements

Yes

No

9. For the Services offered, provide a brief description of relevant experience.

Customer/Project(s)	Product(s)	Year

10. Please list or attach any additional information you may feel is relevant in demonstrating your company's ability to provide Hebron with the products/services which you have indicated in question 9 and where applicable the work categories identified in appendix 1.

Job Specific – Technical Questions

- 1) Have you performed similar analysis for other industries, government, trade associations, etc.? If so, are any publications of your work available?

- 2) Do you have experience in the oil and gas industry, and in particular the NL sector?

- 3) What methodology do you propose to use to carry out this analysis?

Appendix 1

WORK CATEGORIES

Mark the goods and services below and add any work categories/fields of technical specialization not shown. Indicate only those work categories (and field of technical specialization, where appropriate) for which you are qualified with significant experience.

GOODS

	Equipment		Consumables
	Meters and Monitors		Office Supplies
	Hand Tools/Air Tools		Clothing
	Lifting Handling Equipment		Fluids
	Welding Equipment		Warehouse Consumables
	Electrical Equipment		Welding Consumables
	Safety Equipment		Catering/Laundry/Janitorial
	Office Equipment		Electrical/Electronic
	Recreation/Entertainment Equipment		Other (specify below)
	Catering/Janitorial Equipment		
	Other (specify in next column)		
	Materials		
	Piping Materials		
	Structural Steel		
	Building Supplies/Materials		
	Lube Oil & Fluids		
	Other (specify in next column)		

SERVICES

	Engineering Design Services;		Office/Professional/Admin Serv. Cont.
	Engineering Software		Computer
	Engineering Specialist Support		Courier
			Fax Communications
	Specialist Services		Training and Education
			Industrial Photography
	Electrical Services		Audio-Visual
	Instrument Services		Insurance
	Mechanical Handling Testing/Recert		Travel
	Test Equipment & Calibration		
	Load Testing		Maintenance
	Certifying Authority		
	Waste Management		Diesel Engines
	Subsea/Diving Services		Turbines LM2500
			Pumps
	Fabrication		Switchgears
			Control Systems
	Structural Fabrication		Lifting Equipment
	Piping Fabrication		Gas Compressors
	Dimensional Surveying		Platform/Dockside Cranes
			Lifeboats and Fire Doors
	Office/Professional/Admin Services		Mud Handling System
			Elevator Repair and Maintenance
	Printing		Metering
	Photocopying		Mechanical Services
	Blue Printing		Cell Measurement
	Graphics		Safety Valve Repair Certification

	Maintenance Cont.		Hardware/Software
			Software Maintenance & Support
	Valve General Repair		Hardware Maintenance & Support
	Heaters		Desktop/PC Total Life Cycle Manag.
			Help Desk/Desktop technicians
	Warehouse/Logistics Services		Specialist IT Consulting Services
			Software Licensing/Agreements
	Warehouse/Pipeyard Management		Emergency/After Hours Support
	Transportation		Network/Data Carrier Services
	Container Hire		Satellite Comms
	Customs Brokerage		Weather Monitoring
	Freight Forwarding		
	Personnel on Board System		
	Other (Specify Below)		