

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

### Supply of Boat Loading Hoses and Miscellaneous Services for Hibernia and Hebron

Reference: Project # 020231

BIDS Categories: 470, 9824

Issue Date: Feb. 25, 2020

Closing Date: Mar. 11, 2020

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#### Overview:

- ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) and Hibernia Management and Development Company Ltd. (HMDC) are in the process of pre-qualifying companies who can supply boat loading hoses and miscellaneous services for Hibernia and Hebron for their onshore and offshore Newfoundland and Labrador requirements.
- Supplier 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 Agreement 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 Hibernia Project\* and the Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at EMCP and/or HMDC's discretion, future work related to minor changes to the scope of work described herein, in which EMCP and/or HMDC may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities as well as exploration or subsea related activities.
- While not planned, it should be noted that the resulting RFP and Agreement may require inclusion of and/or extension to other operators in the area, project co-venturers, suppliers and/or affiliated companies.
- For work related to the Hibernia Project\*, HMDC supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Suppliers 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.
- For work related to the Hebron Project, EMCP supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Suppliers 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.
- For work related to exploration activities, EMCL supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Suppliers 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.
- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) encourages the participation of members of designated groups (women; Indigenous 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. Please indicate which of the following designated group(s) are applicable to your business:

- Women
- Indigenous Peoples
- Visible Minorities
- Persons with disabilities

#### Certification for Diverse Businesses

There are currently national certifying organizations that cover certification for businesses owned by:

- Indigenous Peoples
- Visible Minorities
- Women

The 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

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 by its managing partner ExxonMobil Canada Ltd., operator of the Hebron Project, sees value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, exploration, subsea activities and project co-venturers should they request information. The increased visibility to across 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.

**NOTE:**

Registration in the database does not imply that a supplier is approved as a qualified supplier, nor does it indicate that a vendor is included on any Non-Binding Request for Proposal (NRFP) or bid 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 following:

- Fabricate, supply and certify bulk (4"-5") loading hoses as per EMCP/HMDC specifications. Newly fabricated hoses must be pressure tested and certified for shipping within five (5) business days of receiving the work request.
- Supply of hoses will include all hose accessories, floatation, wear protection and material handling equipment required for the assemblies.
- Supplier will have all tooling required to manufacture and test hoses.
- Supplier's facilities will be suitable for the provision of cleaning, inspection and testing of hoses including appropriate material handling equipment suitable for the handling of hoses and hose assemblies in a manner that minimizes risk of damage to the hoses and safety of personnel.
- Supply pressure testing/Inspection services/Failure analysis and documentation.
- Certification and required reports will be sent to (Mechanical Advisors) as well as a copy must accompany hose when shipped to the field.
- On occasion the supplier will be asked to inspect hose connections on supply vessel/offshore and provide training on how to complete field hose inspections.

- Complete hose trial analysis per platform requirements to supply the best product to suit platform requirements
- Maintain sufficient inventory to construct all hose strings and replenish once utilized
- Supply miscellaneous hose services as per platform requirements

Additionally, the selected supplier will be required to meet all technical, quality, and Safety, Security, Health, and Environmental (SSHE) specifications and safe work practices of EMCP, HMDC, EMCL and its affiliates as appropriate.

### **Minimum Technical Requirements**

- Supplier must be qualified to fabricate, pressure test and certify hoses as per industry standards and any referenced EMCP/HMDC specifications.
- Supplier must be capable of supplying sufficient inventory to complete required hoses and turn around within five (5) business days of receiving the work request.
- Supplier must have the ability to provide certified hoses.
- Supplier must have a shipping and storage procedure.
- Supplier facilities must be able to accommodate full hose string construction and pressure testing.
- Supplier facilities must be able to accommodate storage of bulk hoses and hoses awaiting inspection.
- Bulk hoses must be built to approved drawings and standards that may include to following:
  - ISO (International Organization of Standardization)
  - API (American Petroleum Institute)
  - AMSE (American Society of Mechanical Engineers)
  - BSI (British Standards Institute)
  - ASTM (American society of testing and Materials)
- Supplier must supply trained and competent personnel with the capacity to travel offshore as required.

### **Submission Requirements**

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

1. Completed EMCP / HMDC SSHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Completed EMCP / HMDC 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 NRRFP/ITT stage, bidders 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
  - ii) The Hebron Benefits Agreement and Hebron Benefits Plan
  - iii) The Hibernia Benefits Plan, the HSE Benefits Agreement and HSE Benefits Plan
  - iv) The Exploration Benefits Plan

7. Submitted information is to be provided in separate PDF (or native file) submissions and not submitted as one combined file. Please be aware that Company is limited to a 10MB file size for receiving e-mail. Should the file size exceed 10MB, please contact the Contracts Manager identified below to have FileShare setup for your use.
  
8. EOI / NRFP contact details for respondent, including the following:
  - a. Full legal company name
  - b. Mailing address and physical address (if different)
  - c. Contact name, position, email and phone number

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 / suppliers where applicable) to perform these services or provide these materials.

It will focus primarily on:

- Past safety performance
- Applicable experiences
- Execution of work scopes
- Project management skills & integration skills
- Available technologies with proven performance
- Current capability and facilities
- Lifecycle support capabilities and proven lifecycle programs
- Work-load
- Personnel qualifications
- Financial capacity

We will evaluate this data and develop a final list of suppliers who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which suppliers will receive the Non-Binding Request for Proposals (NRFP) or Invitation to Tender (ITT) and which suppliers will be awarded the final agreement.

This Expression of Interest (including pre-qualification) is not a pre-qualification of suppliers for other EMCP / HMDC 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 EMCP / HMDC 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 / HMDC 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 an agreement. 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, 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.

\* It should be assumed that the Hibernia Project includes, but is not limited to, current and planned Hibernia and Hibernia Southern Extension operations as well as future development on behalf of Hibernia (operated by Hibernia Management and Development Company Ltd.) and/or Hibernia Southern Extension participants (operated by ExxonMobil Canada Properties).

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

Hibernia Project

Hibernia Management & Development Company Ltd. (HMDC)  
Attention: Katie Jones  
katie.l.jones@exxonmobil.com  
Phone: (709) 237-1612

Hebron Project  
ExxonMobil Canada Properties  
Attention: Katie Jones  
katie.l.jones@exxonmobil.com  
Phone: (709) 237-1612

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

Phone: 1-800-270-4611  
E-mail: jayde.mcconchie@bids.ca  
<https://bidsalert.com/canada/home>