

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

**Supply of Managed Pressure Drilling (MPD) Equipment and Services**

Reference: Project #30218

BIDS Categories: 903

Issue Date: February 4, 2022

Closing Date: February 18, 2022

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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 Managed Pressure Drilling (MPD) Equipment and Services for their 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 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.
- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) encourage(s) the participation of members of designated groups (women; Indigenous Peoples; persons with disabilities; LGBT+ 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 designated groups identified below. Please indicate which of the following designated group(s) are applicable to your business:

- Women
- Indigenous Peoples
- Visible minorities
- Persons with disabilities
- LGBT+

**Certification for Diverse Businesses**

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

- Indigenous Peoples
- Visible minorities
- Women
- LGBT+

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:

Managed Pressure Drilling (MPD) Equipment and Services

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

**Minimum Technical Requirements**

Supplier response shall include technical information on the following:

- RCD (Rotating Control Device) bowl
- RCD (Rotating Control Device) hydraulic control unit
- MPD (Managed Pressure Drilling) choke
- MPD (Managed Pressure Drilling) flowlines
- Coriolis flow meter
- Back pressure pump
- Any other auxiliary equipment necessary to operate the proposed MPD System

Technical information shall include the following details:

- Dimensions and weight of all components
- Typical P&ID and electrical / instrument schematics of set ups
- Utility requirements - Electrical (Normal, UPS) Air, Hydraulic, Piping
  - o Available Platform Utilities
    - Electrical Power: 600 V, 60 Hz, 3 Ph (Earthed Neutral)
    - Electrical Power: 120 V, 60 Hz, single Ph (Earthed Neutral)
    - Compressed Air: 0.75 – 0.85 MPag (109 – 123 psig) (Dew Point -40 °C (F))
- Any signals required from platform
- Working pressure of equipment
  - o Maximum anticipated surface pressure for drilling operations is 10,000psi

Supplier to confirm that rental or purchase options are available for equipment listed above.

Supplier to confirm lead time for all items outlined above.

Supplier to provide information on all options to minimize physical footprint of equipment (ie: minimal use of electrical transformers, minimum kit installation etc). Ease of installation and integration to the topsides facilities will be significant consideration in contractor selection.

Supplier to provide general installation schedule outlining requirements for installation by Q1 2023. Please assume a contract award and purchase order issued on end of Q2 2022.

### **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. Information demonstrating qualification for the Scope of Work detailed above.
2. Information demonstrating vendor can meet minimum technical requirements detailed above.
3. 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.
4. 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

5. 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.
6. Completed EMCP SSHE pre-qualification questionnaire (available through BIDS – see contact information below).
7. Completed EMCP QA pre-qualification questionnaire (available through BIDS – see contact information below).
8. EOI / NRFP contact details for respondent, including the following:
  - i. Full legal company name
  - ii. Mailing address and physical address (if different)
  - iii. Contact name, position, email and phone number

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 EMCP and HMDC finalizing a bidders' list.

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 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)

Hebron Project  
ExxonMobil Canada Properties

Attention: Paul Barr  
[Paul.Barr1@exxonmobil.com](mailto:Paul.Barr1@exxonmobil.com)  
Phone: (709) 273-1458

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](mailto:jayde.mcconchie@bids.ca)  
<https://bidsalert.com/canada/home>