

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Blowout Preventer (BOP) Crane

Reference: [Project #031524](#)

BIDS Categories: 4860

Issue Date: November 9, 2020

Closing Date: November 30, 2020

Overview:

- ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) is in the process of pre-qualifying companies who can supply a BOP Crane 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 Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at EMCP's discretion, future work related to minor changes to the scope of work described herein, in which EMCP may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities.
- 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.
- 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.
- 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; 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:

Purchase of one (1) new Blowout Preventer (BOP) Crane to be installed in the Derrick Equipment Set (DES) on the Hebron platform.

The key objectives of the new crane are as follows:

1. Supply of one (1) new gantry crane system, wire or chain hoist system with 150 Metric Ton (MT) static lift capacity at well centre and a 100 MT traverse capacity, load test requirement of 1.1x to be taken into account.
2. Interface with the two (2) existing BOP crane runway beams
3. Interface with the existing BOP lift plate; provision of new lift plate can also be considered
4. 7.8m minimum lift height for BOP Crane (9.5m dimension from working deck to underside of runway beam)
5. 5.2m traverse movement in East / West direction
6. To accommodate traverse movement, hoses and cables to be provided in drag chains
7. Minimum Class I, Zone 2 hazardous area classification
8. Utilise the existing drive racks installed on the underside of the runway beams
9. Incorporate separate secondary hang-off system, capable of supporting 150 MT at well centre
10. Incorporate an emergency lowering system to safely lift/lower the 150 MT load including the ability to lift off of the secondary hang-off system and lower back down on to the wellhead
11. System to be designed to ensure that no single point of failure will result in a dropped load
12. Brakes are to be a failsafe design
13. No sprag clutch assemblies are permitted
14. Maintenance and replacement of components to be a consideration in design

15. Must be capable of building / dismantling the BOP stack either from the bottom-up or top-down within the dedicated BOP area, independent of drill floor systems
16. Control Panel / System to include, but not be limited to:
 - a. Manual control valves (independent of emergency load lowering system) in event of electrical failure of control panel
 - b. Capable of incorporating functionality of various operation modes and speeds, including load-based balancing system to ensure even lift of the BOP
 - c. Remote control capability via handheld wireless remote control, c/w e-stop system
 - d. Emergency E-stop system, must have ability to be reset from control panel
 - e. Visual / Audio signals to be provided during movement of the BOP Crane
 - f. PLC based control system to be located in safe area location
17. Will use all existing Platform Utilities:
 - a. Power: 600 V, 60 Hz, 3 Ph (Earthed Neutral)
 - b. Electrical Power: 120 V, 60 Hz, single Ph (Earthed Neutral)
 - c. Compressed Air: 0.69 – 0.85 MPag (100 – 123 psig); Dew Point: -40 °C
 - d. Hydraulic: 20.7 MPag (3,000 psig)
18. Must meet all the Hebron specifications, which include, but are not limited to, seismic, environmental, materials, coatings, electrical, design, lifting and drilling equipment
19. Installation and commissioning of the BOP Crane to the Hebron Platform (Mid 2022)
20. Shipping / Install frame to be provided
21. Operation and Maintenance support after installation (if required)

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 and its affiliates as appropriate.

Minimum Technical Requirements

Provide evidence to show

- How you can demonstrate your ability to execute the scope of work listed above.
- Proven track record of in-house engineering capability in the area of crane design and manufacturing.
- Proven experience with designing, fabricating, assembling, commissioning, and maintaining high capacity gantry crane systems.
- Offshore technicians/engineers must meet requirements to travel offshore (BST, H2S Alive, WHIMIS, NL Offshore Regulatory Awareness, CAPP Medical and Flight Suit Fitting)

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 SSHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Completed EMCP 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 NRFP/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 (CM – Delete sections not applicable)

- i. Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act
- ii. The Hebron Benefits Agreement and Hebron 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:

- i. Full legal company name
- ii. Mailing address and physical address (if different)
- iii. 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
- Project execution skills
- Project management skills & integration skills
- Available technologies with proven performance
- Current capability
- System 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, 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 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 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.

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

ExxonMobil Canada Properties
Attention: Paul Barr
Email: 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
<https://bidsalert.com/canada/home>