

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Marine Gas Oil (MGO)

Reference: **Project #034387**

BIDS Categories: **9600**

Issue Date: **January 18, 2021**

Closing Date: **February 1, 2021**

Overview:

- ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) and/or Hibernia Management and Development Company Ltd. (HMDC), are in the process of pre-qualifying companies who can supply Marine Gas Oil for their onshore 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 exploration work, or exploration related to Hibernia Project and/or the Hebron Project, 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/or ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) encourage 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 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

Scope of Work Overview:

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

Supplier shall supply MGO fuel primarily at Suppliers port facility. Supplier must have bulk storage tanks and dock space in the port to load product directly onto contracted support vessels. Supplier must also have the capability to load support vessels via truck if the primary facility becomes unavailable or if Owner requires support at another Newfoundland port.

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

Fuel Specifications:

Fuel, at the point of delivery, must comply with the latest Canadian General Standards Board Naval Distillate Fuel – Type 11 / Type 15. As this standard is amended, the fuel provided must meet the amended standard. At the time of this EOI the specification is:

Specification:	Canadian General Standards Board
Number:	CGSB-3.11-2017
Title:	Naval Distillate Fuel
Grade:	Type 11 / Type 15

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 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:
 - 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:
 - 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/environmental performance
- Applicable experiences/contracts similar in scope
- Product quality program
- Available facilities
- Quantity verification methods/control
- 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:

Attention: Katie Jones
katie.l.jones@exxonmobil.com
Phone: (709) 273-1612

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>