

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

**Supply of Dual Redundant Crane Hoist System(s)**

Reference: **Project # 045054**

BIDS Categories: 4860

Issue Date: November 8, 2021

Closing Date: November 18, 2021

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**Overview:**

- ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) is in the process of pre-qualifying companies who can supply dual redundant crane hoist system(s) and related 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 Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at EMCP discretion, future work related to minor changes to the scope of work described herein, in which EMCP may engage 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) encourage(s) 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

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:

- Provision of dual redundant crane hoist system(s)
- Installation and commissioning support as required
- Maintenance support of crane as required after installation

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 its affiliates as appropriate.

**Minimum Technical Requirements**

The following minimum technical requirements are required for pre-qualification:

1. Vendors must provide proof of:

- Working directly with major oil and gas operators to develop high risk application dual redundant crane designs.
- Proven track record for previously designed systems similar to the required loads
- Delivered more than 4 dual redundant hoist system, designed/certified for a high risk application

2. System to be designed to meet, as a minimum, in accordance with the following regulations:

- Newfoundland Offshore Petroleum Installations Regulations

- Canada Oil and Gas Drilling and Production Regulations
- CAPP - Canadian Association of Petroleum Producers
- ASME B30.2 Crane - Overhead and Gantry
- CSA B167 Overhead cranes
- NORSOK R-002 Lifting Equipment, Annex K
- EN 13135 Cranes - Safety - Design - Requirements for equipment
- ISO 13849-1 Safety of machinery – Safety-related part of control systems – Equivalent to SIL IEC 61508

3. Crane system design to include:

- Independent verification by certified 3rd party according to DNVGL-SE-0480 verification standard
  - Crane winch/hoist safety related components system to have a minimum of a performance level PL(e) in accordance to ISO13849-1
  - System must have a proven probability for a drop load of  $2.8 \times 10^{-8}$  or less via certified fault tree analysis
  - Redundant main safety features and automatic load distribution
  - Interlocked and synchronized winches (automatic load distribution)
  - Independent systems for emergency operation
  - Redundant suspension system
  - Redundant frame design
  - Redundant winch arrangement - two winches, each with full SWL capacity
  - Double redundant wires, two wires on each winch, with full SWL capacity, to attach to lifting cap
  - Redundant load monitoring and limitation, electrical and hydraulic
  - Redundant PLC and electrical components, safety controller, safety related parts – performance level PL(e) redundant operation
  - Normal operation and emergency operation
  - Have the capability to be designed to interface with existing runway beams/gantries on the platform, including where applicable the drive racks welded to underside of runway beams.
- Load / lift capabilities (two separate systems):
- SWL of up to 50 MT static lift with a lift height of 10m
  - SWL of up to 25 MT static lift with a lift height of 22m

4. Control panel / system, to include but not limited to.

- Manual control valves, in event of electrical failure of control panel
- Capable of incorporating functionality of various operation modes and speeds
- Including load based balancing system to ensure even lift of the load
- Remote control capability via handheld wireless remote control
- Hand held wireless remote controls capable of controlling the system with LCD display with loading and position readout

5. Safety Features

- E-Stops to allow crew to shut down the crane in the event of an emergency:
  - On control panel
  - On hand held wireless remote control
- Override: upper and lower limitations
- Incorporate a lower limitation system to stop/prevent the hoist from paying out
- Audible alarm and flashing lights when the crane moves/in operations
- Emergency lowering capability to safely lower the load to the deck in the event of a power loss and / or main hydraulic supply pressure
- Secondary retention for all fixtures, fittings, fasteners, accessories, etc. to reduce the potential for any dropped objects
- Elimination of all potential single point of failures from system

6. Crane will use available existing 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))
- Hydraulic: 20.7 MPag (3,000 psig), consideration to pressure drop must be taken into account.

7. Crane to be designed according to Hebron Environmental Conditions

- Ambient temperature range -17.7 to 24.5 degrees C
- Snow and ice loading conditions
- Earth quake accelerations (0.2g)
- Vibrational requirement (tolerate vibrations inherent on the platform; frequency range: 5-20 Hz; vibration velocity amplitude: 20mm/sec)

8. CSA electrical components for Class 1 Zone 2; explosion proof enclosures and junction boxes
9. Provide analysis outlining parameters for vessel transfer and vessel offload and backload of cranes.
10. Crane to come with vessel shipping frames

### **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

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 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 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:**

Paul Barr  
Contracts Manager

E: [Paul.Barr1@exxonmobil.com](mailto:Paul.Barr1@exxonmobil.com)

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>