

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Development and Implementation of LEAN Strategy

Reference: Project # WS1740306278

BIDS Categories: 9197

Issue Date: Oct. 2nd, 2025

Closing Date: Oct. 8th, 2025

Overview:

- ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) and/or Hibernia Management and Development Company Ltd. (HMDC) and/or ExxonMobil Canada Ltd. (EMCL), hereinafter collectively referred to as the "Parties" are in the process of pre-qualifying companies capable of delivering the Development and Implementation of a LEAN Strategy for their onshore and/or 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.
- 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.
- The Parties support 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.
- The participation of members of designated groups (women; Indigenous Peoples; persons with disabilities; 2SLGBTQI+; and members of visible minorities) and corporations or cooperatives owned by them, in the supply of goods and services is encouraged. There are currently national certifying organizations that cover certification for businesses owned by these designated groups. The Projects will continue to look for organizations that can provide certification support to businesses owned by persons with disabilities.

Vendor Registration

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. For instruction on registering click [here](#).

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:

ExxonMobil Canada is seeking to enhance operational efficiency, reduce waste, and foster a culture of continuous improvement through Lean principles. To support this initiative, we are inviting Expressions of Interest from qualified consultants with proven experience in Lean implementation within the oil and gas industry.

The consultant may be expected to:

- Co-develop a tailored Lean implementation roadmap.
- Support baseline assessments of current workflows, processes, and team dynamics.
- Support identification of inefficiencies, bottlenecks, and areas for improvement.
- Guide teams through the deployment of Lean tools (e.g., 5S, Kaizen, Value Stream Mapping).
- Deliver Lean training.
- Provide ongoing coaching and mentoring to embed Lean thinking.
- Establish KPIs to track Lean adoption and impact.
- Periodically travel to offshore platforms.

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

Minimum Technical Requirements

Qualification

- Minimum 10 years of Lean consulting experience.
- Experience in industrial or energy. Please highlight experience with oil & gas industry.
- Strong facilitation and coaching skills.
- Proven track record of successful Lean transformations.

Evaluation

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
- Personnel qualifications
- Financial capacity

This data will be evaluated and used to 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 Parties 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 the Parties and your company, shall not

create or be deemed to create any binding legal relationship or contract, or be construed to do so between the Parties 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).

Submission Requirements

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

1. Completed EOI Submission Form
2. Completed SSHE pre-qualification questionnaire.
3. Completed QA/QC pre-qualification questionnaire.
4. Information demonstrating qualification for the Scope of Work detailed above.
5. Information demonstrating vendor can meet minimum technical requirements detailed above.
6. Completed technical questionnaire.
7. Description of 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.

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.

Responses must be submitted electronically by the closing date to the e-mail address noted below:

Attention: April Gosse,
april.d.gosse@exxonmobil.com
Phone: (709) 273-1522

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>

EOI# WS1740306278 Submission Form

Full legal company name:	
Mailing address and physical address (if different):	
Contact name:	
Position:	
Email:	
Phone number:	

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
☐ 2SLGBTQI+ ☐ N/A

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

Acknowledgement

By signing herein, I acknowledge that the 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

Print Name: _____

Signature: _____

Date: _____