

EXPRESSION OF INTEREST

Supply of Maintenance and Operations Support of the Fibre Optic Cable System

Reference: WS3018324

BIDS Categories: 600, 1500, 8140

Issue Date: November 25, 2015

Closing Date: December 7, 2015

Overview:

- Hibernia Management and Development Company Ltd. (HMDC) & ExxonMobil Canada Properties, a partnership (ExxonMobil) are in the process of pre-qualifying companies who can supply Maintenance and Operations Support of the Fibre Op Cable System for their onshore and/or offshore Newfoundland and Labrador requirements.
- Contractor 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 Contract 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 ExxonMobil and/or HMDC's discretion, future work related to minor changes to the scope of work described herein, in which ExxonMobil and/or HMDC may engage onshore or offshore Nova Scotia and Newfoundland and Labrador, for oil and gas facilities.
- While not planned, it should be noted that the resulting RFP and contract may require inclusion of and/or extension to other operators in the area, project co-venturers, contractors 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. Contractors 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, ExxonMobil supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Contractors 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) & ExxonMobil Canada Properties, a partnership (ExxonMobil encourage(s) the participation of members of designated groups (women; Aboriginal 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 four designated groups identified in Canadian employment equity legislation:

- Women
- Aboriginal peoples
- Visible Minorities
- Persons with disabilities

Please indicate above which designated group(s) are applicable to your business.

Certification for Diverse Businesses

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

- Aboriginal Peoples
- Visible Minorities
- Women

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, operator of the Hebron Project, will use the database beyond development/construction, into the operations phase of the project. We also see value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, as well as project co-venturers and co-owners should they request information. The increased visibility to three major 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 in addition to the Hebron Project.

NOTE: Registration in the database does not imply that a supplier or contractor is approved as a qualified supplier, nor does it indicate that a supplier or contractor is included on any tender or bid list for the supply of goods or services for which it has registered.

Scope of Work Overview:

EM is undertaking construction of a submarine fibre optic cable system to connect offshore Newfoundland production facilities to the Island of Newfoundland. The Grand Banks Offshore Optical Cable system (referred to as GBOOC for simplicity) is expected to begin operation in 2017. This request for EOIs is intended to gather information on interest and technical capabilities of parties that could provide operations and maintenance support services. As we are at an early stage in developing an operations and maintenance strategy, service requirements may change substantially.

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

Marine Maintenance and Repair Service.

- Single point of contact for all Wet Plant marine maintenance or repair activities.
- Wet Plant consists of submarine cables, repeaters, Branching Units (Bus), earthing systems, weak links, joints, riser components, Cable Termination Assembly (CTA), umbilical's, wet spares etc..
- Only experienced, fully qualified submarine cable repair service providers will be considered.
- Jointers must be fully qualified and up to date on Universal Jointing technology and application
- Use either dedicated fleet or Vessel of Opportunity (VOO) with specialized cable handling equipment and tool spread.
- Must be capable of executing maintenance or repairs on all GBOOC wet plant from Beach Manhole (BMH) to BMH.

- Can provide management and storage of submerged plant spares, including routine qualification testing as required
- Can provide proactive/preventative maintenance activities either scheduled or ad-hoc
- Must be able to provide an effective Awareness program
- Must be able to provide performance/service levels

Dry Plant operational support and maintenance services

- Single point of contact for all Onshore and On-Platform maintenance or repair activities
- Dry Plant includes Submarine Line Terminal Equipment (SLTE), Power Feed Equipment (PFE), dry spares, test equipment, outside plant (BMH to CLS), Cable Landing Station (CLS) infrastructure (structure, access, cable and inside plant, electrical & HVAC, fire suppression systems, security and environmental monitoring systems, backup generator etc.). Note that a CLS is normally unattended. SLTE equipment will be located at CLS's and on offshore platforms. PFE is only located at CLS's.
- Will involve either on-site or remote technical support of SLTE
- Qualified telecommunications support professionals capable of providing at least front line Level 1 support and Level 2 support with assistance of OEM
- Be qualified to undertake all required OEM training. Note there will be an expectation for succession planning and overlap required for service continuity.
- Be qualified to fly on short notice to an offshore platform, if required.
- Support adds, moves and changes to the GBOOC system
- Provide onshore support for offshore repair activities (e.g segment power isolation etc.)
- Generally coordinate with OEM, backhaul service providers and EM Operations to resolve system affecting issues.

Additionally, the selected contractor will be required to meet all technical and Safety, Health, Environmental, and Security (SHE&S) specifications and safe work practices of ExxonMobil & HMDC affiliates as appropriate.

Submission Requirements

Vendor submissions in response to this Expression of Interest **must** include the afore-mentioned reference number, as well as the following information:

1. Completed ExxonMobil / HMDC Vendor SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification of the full or partial Scope of Work detailed above.
3. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Acts, and your experience with any similar regimes in other parts of Canada or internationally. At the RFP/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 work requirements
 - iii) The HSE Benefits Agreement and HSE Benefits Plan work requirements

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 ExxonMobil 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
- System lifecycle support capabilities and proven lifecycle programs
- Personnel qualifications

We will evaluate this data and develop a final group of vendors who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which contractors will receive the Request for Proposals (RFP) or Invitation to Tender (ITT) and which contractor will be awarded the final contract.

This Expression of Interest is not a pre-qualification of contractors for other ExxonMobil /HMDC work, but is limited to the scope aforementioned. In addition, participation in this Expression of Interest, including any statements whether oral or written between ExxonMobil / 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 ExxonMobil / 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 may or may not result in the issuance of an RFP/ITT and may or may not result in the award of a contract. If you respond to this Expression of Interest 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 ExxonMobil or HMDC e-mail addresses noted below:

Hibernia Project
Hibernia Management & Development Company Ltd. (HMDC)
Attention: Amanda Whiteway,
amanda.whiteway@exxonmobil.com
Phone: (709) 778-7747

Hebron Project
ExxonMobil Canada Properties
Attention: Amanda Whiteway,
amanda.whiteway@exxonmobil.com
Phone: (709) 778-7747

Finally, potential vendors, if they have not already done so, should register with BIDS using following contact information:

Phone: 1-800-270-4611
E-mail: isabelle@bids.ca

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