

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

### **Supply of Completions Equipment and Services**

Reference: WS2677167

BIDS Categories: 0215, 0218, 0254, 0257, 0810, 0840, 0903, 5200

Issue Date: 06/19/2014

Closing Date: 07/16/2014

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#### **Overview:**

- ExxonMobil Canada Properties, a partnership (ExxonMobil) is in the process of pre-qualifying companies who can supply Completion Equipment and Services for their onshore and 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 Hebron Project. For clarity, the scope of work includes not only the foregoing, but may include at ExxonMobil's discretion, future work related to the scope of work described herein, in which ExxonMobil may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities.
- While not planned, it should be noted that the resulting 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 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. ExxonMobil Canada Properties, a partnership (ExxonMobil) encourages 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**

Businesses who meet qualifications specified by certifying organizations (CAMSC and WEConnect – in Canada) can receive national and or international certification status.

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:**

Drilling & Completions Overview:

- The Hebron Development will be comprised of five pools, three of which are targeted for resource depletion in the initial development and one that has been designated for potential storage of excess gas generated from production operations.
- Platform wellbores will have three-dimensional trajectories with long horizontal sections requiring extended reach drilling (ERD) profiles.
- Project will consist of:
  - Oil Producer wellbores with open hole screen completions and gas lift completion designs with downhole chemical injection
  - Water injection wellbores with either cased hole or open hole screen completions
  - Gas injection wellbores with either cased or open hole screen completions
- Primary consideration for material selection includes the anticipated evolution of H<sub>2</sub>S and its effect on the gas lift system as well as the potential for condensation within the production casing annuli (wet, sour gas in annulus for gas lifted producers)
- Further detail on well environment and loading conditions as well as quality requirements will be provided in technical scope of work in the bid phase.

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

- Supply, operation, and maintenance of well completion equipment, facilities for the pre-assembly, maintenance and testing of completion components.
- Provision of qualified onshore and offshore personnel to coordinate and conduct technical and operational (deployment) activities;
- Participation in the planning and design of all wells, completions, and well workovers in accordance with the contract scope;
- Company requires that Contractor will provide complete suite of upper completion components for the variety of well types, including but not limited to the following:
  - Tubing Retrievable Surface Controlled Subsurface Safety Valve (TRSCSSV)
    - c/w internal accessories (sleeves), control line and clamps
  - Downhole Pressure Temperature Gauge (DHPTG)
    - c/w control line and clamps and surface data collection units
  - Formation Isolation Valve (FIV)

- To be placed in lower completion to isolate open hole wellbore below during upper completion installation.
- Downhole chemical injection mandrels as required
  - c/w downhole chemical injection lines as required
- Production Packer / PBR assemblies
- Gas Lift Mandrels & Valves
- Annular Safety Valves (ASV) complete with required control lines and clamps
- Cross-coupling and mid-joint clamps as required to suit the various completion designs for the project
- Various assortment of plugs, and nipple profiles as required
- Completions to be installed in either:
  - Singular 9-5/8" production casing
  - Tapered 10-3/4" x 9-5/8" production casing
- Completion size to vary between 5-1/2" and 7" tubing depending on well requirements. (5-1/2" completion assemblies may be required to comply with 9-5/8" production casing design)
- Gravel Pack Service tools including gravel pack packer capable of serving as long term production packer.

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 its 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. Information demonstrating qualification for the Scope of Work detailed above.
2. Information demonstrating vendor can meet minimum technical requirements 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

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 finalizing a bidders list.

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 / vendors 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 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 (including pre-qualification) is not a pre-qualification of contractors for other ExxonMobil 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 ExxonMobil 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 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 a contract. 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 and 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 ExxonMobil or HMDC e-mail addresses noted below:**

Hebron Project  
 ExxonMobil Canada Properties  
 Attention: Haley Ryan,  
 Haley.Ryan@esso.ca  
 Phone: (709) 778-7382

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](mailto:isabelle@bids.ca)  
[www.bids.ca](http://www.bids.ca)