

EXPRESSION OF INTEREST

Provision of Warehouse and Related Services

Reference: WS # 2315419
BIDS Categories: 9172, 9210, 9438
Issue Date: November 20, 2012
Closing Date: December 6, 2012

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 warehousing and related services to support Newfoundland and Labrador offshore 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 all future work in which ExxonMobil or HMDC may engage in Newfoundland and Labrador, including but not limited to seismic, drilling, development and operations.
- 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 Hibernia Project, HMDC and 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.
- 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), 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.

Scope of Work Overview:

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

Inventory Management

- Complete inventory management and warehousing services, including centralization of materials, custody management of materials and inventory rationalization and facilities to support services.
- Approximately 10,000 – 30,000 line items.
- Manifesting and preservation.
- Cross-dock and consolidation services including receipt of material, material verification, consolidation of freight and staging materials.
- Daily operation of SAP system (provided)

Logistics and Management Services

- Coordination of all shipping & handling of parts and materials, inclusive of any Hot Shot coordination.
- Liaising with shorebase and helicopters operations re: movements to/from offshore.
- Long and short term storage of offshore related materials in open, closed and / or heated warehouse.
- Lay-down area.

- Appropriate material / equipment handling equipment.
- Security and custody of materials, equipment and facility.

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 and affiliates as appropriate.

Facilities

Contractor is to provide facilities for use in the execution of the Scope of Work.

Minimum Experience Requirements:

1. 10+ years' experience in management of multi-client warehousing/inventory management facilities.

Estimated Timeline:

- Facilities likely required Fall 2014.

Submission Requirements

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 ExxonMobil / HMDC SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification for the Scope of Work detailed above.
3. Description of 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. Acknowledgement that responsible management personnel have read, understand and will support requirements to comply with the following
 - i) Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Acts
 - ii) The Hebron Benefits Agreement work requirements

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 additional data if we require) and develop a final group of companies who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which companies will

receive the Request for Proposals (RFP) or Invitation to Tender (ITT) and which company will be awarded the final contract.

This Expression of Interest (including pre-qualification) 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 pre-qualification), 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.

Finally, it should be clearly understood that 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. Further, it should be clearly understood that if you respond to this Expression of Interest (including pre-qualification) and your company is selected to be on the bidders list that 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.

* 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:

ExxonMobil Canada Properties
Attention: Aimee Ryan,
Aimee.e.ryan@exxonmobil.com
Phone: (709) 778-7531

Finally, potential contractors, 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
www.bids.ca