

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Fire and safety materials and associated services

Reference: WS#2306203

BIDS Categories: 4930, 4931, 4933, 9458, 9847

Issue Date: November 23, 2012

Closing Date: December 7, 2012

Overview:

- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, a partnership (ExxonMobil), are in the process of pre-qualifying companies who can supply fire and safety materials and miscellaneous hardware as well as complementary inspection, testing, maintenance, and supply of fixed and portable offshore/onshore fire suppression and ancillary equipment for their onshore and/or offshore Newfoundland and Labrador requirements.
- Company 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 onshore or offshore 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 supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Companies 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. Companies 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), and ExxonMobil Canada Properties, a partnership (ExxonMobil), encourage 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:

- Provision of fire and safety materials and miscellaneous hardware
- The supply, certification, inspection, testing, and maintenance of fixed and portable fire suppression and specified safety equipment both onshore and offshore

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

Minimum Technical Requirements

- Must have certified, trained technicians to maintain, test, certify, and repair all specified equipment and material

Submission Requirements

Vendor 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 Vendor SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification for the Scope of Work detailed above.
3. Information demonstrating vendor can meet minimum technical requirements detailed above
4. Completed Hibernia Management and Development Company Limited Supplier Capability Survey and completed Hebron Supplier Capability Survey/Technical Questionnaire. (Available through BIDS – see contact information below.)
5. 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.
6. Please acknowledge 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
- 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 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 companies 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:

Hibernia Project
Hibernia Management & Development Company Ltd. (HMDC)
Attention: Lucas Allen
Lucas.m.allen@exxonmobil.com
Phone: (709) 778 7205

Hebron Project
ExxonMobil Canada Properties
Attention: Lucas Allen
Lucas.m.allen@exxonmobil.com
Phone: (709) 778 7205

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
www.bids.ca