

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Drilling Operations and Maintenance Support and Consulting Services for Hebron Project

Reference: **WS# 2012408**

BIDS Categories: 0400

Issue Date: June 6, 2011

Closing Date: July 4, 2011

Overview:

- ExxonMobil Canada Properties, a partnership (ExxonMobil), is in the process of pre-qualifying companies who can provide initial design and construction consulting services, as well as operations and maintenance services for its offshore Newfoundland and Labrador requirements as it relates to the Hebron drilling unit and facilities.
- 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.
- While not planned, it should be noted that the resulting contract may be shared with, or assigned to, other operators in the area, project partners 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), encourage(s) the participation of members of designated groups, and corporations or cooperatives owned by them, in the supply of goods and services.

Scope of Work Overview:

The work to be performed under this scope will be in two (2) phases:

Phase 1 of the work comprises provision of consulting and specialist services related to the drilling unit and facilities for the Hebron Project during the detailed design, construction/assembly, onshore commissioning, mating, tow-out, and offshore commissioning of the Hebron drilling facilities

- Contractor will provide qualified specialists to perform consulting services related to the drilling unit and facilities during detailed design. Services include but are not limited to, participation in drawing reviews, haz-op studies, and operability reviews.
- Contractor will provide qualified specialists to perform consulting services related to the drilling unit and modules as required during the onshore construction, assembly, hook-up and onshore commissioning.
- The specialists will be assisting Company representatives to ensure the drilling unit and facilities are designed and constructed in compliance with specifications and at a level consistent with good oilfield practices and fit in all respects for the purpose intended.
- Contractor will also provide maintenance specialists as necessary to compile equipment and contractor data, develop preventative maintenance schedule and database in alignment with the platform maintenance philosophy.

Phase 2 of the work comprises the provision of offshore drilling services and onshore support including the operating and maintenance of the drilling unit and associated modules.

- Contractor will furnish qualified personnel with the required skills to operate and maintain the Hebron Platform drilling unit and all associated equipment.
- Contractor will be responsible for the management, operation and maintenance of the drilling unit and associated equipment, including, but not limited to, provision of the necessary offshore personnel, logistics, warehousing, engineering, maintenance, certification and support.
- Contractor must demonstrate experience and unwavering commitment to perform work in a safe and environmentally friendly manner, meeting or exceeding Hebron's policies, procedures and regulatory requirements.
- Contractor must demonstrate an understanding of integrated production/drilling platforms, and a willingness to work in a coordinated manner with associated topsides production team to ensure optimal and efficient operation of the overall 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 and its affiliates as appropriate.

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 Vendor SHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Information demonstrating qualification for the Scope of Work detailed above.
3. Completed technical questionnaire. (Available through BIDS – see contact information below.)
4. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Acts, 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.
5. 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
- project management skills & integration skills
- available technologies with proven performance
- current capability
- tools and experiences with commissioning of MIC contractor supplied systems with third-party packages at the third-party package shops
- 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.

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.

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: Stephen Macht,
stephen.e.macht@exxonmobil.com
Phone: (709) 778 - 7382

Finally, potential vendors, if they have not already done so, should registers with BIDS at either of the following:

Newfoundland and Labrador
Phone: (709) 738 6500
1-800-397-0393
Fax: (709) 738 7015
E-mail: bids@nfld.net

Nova Scotia
Phone: (902) 462-4824
1-800-397-0393
E-mail: bids@istar.ca