

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Class “A” Office Space

BIDS Categories: 2500, 9900, 9020

Issue Date: September 24, 2012

Closing Date: October 8, 2012

Overview:

- ExxonMobil Canada Properties, a partnership (ExxonMobil) is in the process of pre-qualifying companies who can supply Class “A” Office Space for their, and Hibernia Management and Development Company Ltd. (HMDC)’s, 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 statutory requirements, codes of practice and applicable specifications are met.
- The scope of work will 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 and 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 and the Hebron Project, HMDC and ExxonMobil support 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 and HMDC 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 the provision of Class "A" office space or land upon which to construct an office building in the St. John's area, Newfoundland and Labrador (NL) for the Hibernia and Hebron Projects.

Requirements for the Class “A” office space include but shall not be limited to:

1. A single building or a multiple building campus style setting. There is a strong preference for contiguous space. As an alternative, land upon which to construct an office building is also of interest.
2. Initial space requirement of 85,000 to 95,000 square feet by February 2016, with options to expand and contract as ExxonMobil and HMDC requirements evolve.
3. Location: The office space shall be within a 20 km radius of downtown St. John's. Proximity to restaurants, hotel, banks and other retail or shopping is required. The location and character of the area must be suitable for an office building. Any high risk areas such as high voltage line corridors, compressed gas flammable/explosive material storage or natural features such as flood, rock/mud slide that can shut down operations will not be considered. Traffic patterns, paved access road and travel times are also key selection criteria.

4. Proposal requests will likely be:
 - a. A ten-year term with options to renew, expand and contract.
 - b. A five-year term with options to renew, expand and contract.
5. Parking: The availability of onsite covered parking is desired.
6. Hours of Operation: The selected building requires the flexibility of 24-hr/ 7-day continuous operation. However, the general hours of operation are Monday to Friday from 6:00 AM until 6:30 PM. 24-hr/ 7-day spot cooling is required for a data center.
7. Communications: The building will have diverse fiber feeds for communications.
8. Emergency Power: A diesel generator must provide emergency power for life safety communications and tenant computer room equipment.

Additionally, the selected supplier/contractor 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.

Submission Requirements

Vendor submissions in response to this Expression of Interest (including pre-qualification) **must** include the 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. Completed additional questionnaire titled, “Office Space EOI – Prequalification Questions”. (Available through BIDS – see contact information below.)
4. Description of your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation 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.
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 will be used to evaluate your company’s ability (and those of your preferred sub-contractors / vendors where applicable) to provide the space required. It will focus primarily on:

- past safety performance
- applicable experiences
- project execution skills
- project management skills & integration skills
- current capability
- 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 /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.

Please note 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.

* 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 the ExxonMobil e-mail addresses noted below:

ExxonMobil Canada Properties
Attention: Maureen Howlett
maureen.f.howlett@exxonmobil.com
Phone: (709) 778-7495

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

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