

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Onshore/Offshore Repair and Maintenance Support Services

Reference: WS# 1892819

BIDS Categories: 9414, 9416, 9417, 9418, 5950, 5960

Issue Date: April 18, 2012

Closing Date: May 2, 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 Repair and Maintenance Support 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 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. 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) encourage(s) 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 personnel and equipment to support HMDC's/Hebron's maintenance requirements at its onshore and offshore facilities:

- Onshore repair services for valves, actuators, electrical equipment (ie. motors, generators, electrical control panels), instrumentation calibration and mechanical machining
- Speciality maintenance support services on a periodic basis to support campaign maintenance plans and peak shutdown requirement activities offshore
- Overhaul of electrical submersible motors
- HVAC cleaning
- Offshore maintenance, trouble shooting and technical assistance
- Chemical pipe cleaning
- Bolt tensioning

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 HMDC and their affiliates as appropriate.

Minimum Technical Requirements

The supplier must be qualified to supply the services outlined above. Supplier must show evidence of having appropriate services and experience to manage the service requirements. Supplier must provide details of QA/QC systems in place to control, monitor and manage work as described.

Supplier must have the technical requirements below as they relate to the service provided:

SERVICE	MINIMUM TECHNICAL REQUIREMENTS
HVAC Cleaning	HVAC certified technicians* and robotic equipment for duct cleaning
Chemical Pipe Cleaning	Certified steam boiler/filter skid and certified technicians*
Bolt tensioning	Certified bolt tensioning torque equipment and certified technicians*
Offshore maintenance, trouble shooting and technical assistance	Certified technicians* ie. mechanical, electrical, instrumentation etc.
Onshore/Offshore repair services for: Valves/Actuators, including PSV Re-Certification Electrical equipment (ie: motors, generators, electrical control panels, protection and control relays, PLC's) Instrumentation calibration Mechanical machining	Mobile test shack, including valve testing equipment, local certified maintenance valve repair facility and certified technicians* for both onshore and offshore requirements Certified technicians* including local electrical shop and calibration equipment Local Instrumentation shop with test equipment, repair capabilities and certified technicians* Certified local machine shop with mobile flange facing capabilities and certified technicians* * Certified technicians are required to have accreditation from a recognized college with three (3) to five (5) years' experience. Offshore technicians are also required to have valid BST, WHIMS and H2S Alive training

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 and Supplier Capability Survey. (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. 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.
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
- 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.

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 the ongoing evaluation and potential development / operation of Hibernia Southern Extension/HSE.

Responses must be submitted electronically by the closing date, to all of the ExxonMobil or HMDC e-mail addresses noted below:

Hibernia/Hebron Project
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 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