

## **EXPRESSION OF INTEREST (including preliminary Pre-Qualification Requirements)**

**Supply of:**                   **Provision of Offshore Support Vessels**  
Reference:                    WS2352651  
BIDS Categories:            9305  
Issue Date:                 December 20, 2012  
Closing Date:               January 11, 2013

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### **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, operate and manage multiple modern, ice-class, multi-functional platform support vessels (MFPSVs) and anchor handling tug supply vessels (AHTS) in support of future and ongoing requirements of the Hibernia Project and future requirements of the Hebron Project offshore Newfoundland and Labrador.
- Vendor shall provide all management, personnel, vessels, processes, materials, tools, equipment, applicable certifications and expertise as may be required to ensure all the services contemplated by this pending contract shall meet all statutory requirements, codes of practice, applicable specifications and expected outcomes.
- 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, 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. Vendors 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. Vendors 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.
- HMDC and ExxonMobil encourage the participation of members of designated groups (women; Aboriginal peoples; persons with disabilities; and members of visible minorities) and vendors/corporations or cooperatives owned by them, in the supply of goods and services.

### **Scope of Work Overview:**

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

- Supply, operate and manage multiple modern, ice-class, multi-functional platform support vessels (MFPSVs) and AHTS in support of future and ongoing requirements for Hibernia and Hebron projects.

Additionally, the selected vendor 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.

### **Preliminary Submission Requirements**

Vendor submissions in response to this Expression of Interest **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 providing and addressing the following;

- General Corporate overview
  - History
  - Organizational Structure
  - Financial capacity
  - Operating areas
  - Current fleet details
- Safety / Operations
  - Operations and Safety Management Systems
  - Harsh environment experience

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 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 will be used to do a preliminary evaluation of your company's ability (and those of your preferred sub-contractors / vendors where applicable) to perform the scope of work. Additional questionnaires and evaluation should be anticipated in advance of ExxonMobil/HMDC finalizing a bidders list.

This Expression of Interest is limited to the scope aforementioned. Additionally, participation in this Expression of Interest, including any statements whether oral or written between ExxonMobil and/or 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 and/or HMDC and your company. All costs associated with the preparation of your response to this expression of interest or subsequent questionnaires/evaluations shall be at your expense.

Finally, it should be clearly understood that your response to this request for expression of interests may or may not result in your company proceeding to further stages including but not limited to award of a contract. Further, it should be clearly understood that if you respond to this Expression of Interest, your company name and contact information may be posted on public websites. Similarly, if you are selected for the bidders list or award, the same information may also be posted.

\* 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:**

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

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](mailto:isabelle@bids.ca)  
[www.bids.ca](http://www.bids.ca)

1. For the Services offered, provide a brief description of relevant experience.

Customer/Project(s)	Product(s)	Year

2. Please list or attached any additional information you may feel is relevant in demonstrating your company's ability to provide Hebron with the products/services which you have indicated in question 1 and where applicable the work categories identified in Appendix 1.

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# Appendix 1

**WORK CATEGORIES**

Mark the goods and services below and add any work categories/fields of technical specialization not shown. Indicate only those work categories (and field of technical specialization, where appropriate) for which you are qualified with significant experience.

**GOODS**

	<b>Equipment</b>		<b>Consumables</b>
	Meters and Monitors		Office Supplies
	Hand Tools/Air Tools		Clothing
	Lifting Handling Equipment		Fluids
	Welding Equipment		Warehouse Consumables
	Electrical Equipment		Welding Consumables
	Safety Equipment		Catering/Laundry/Janitorial
	Office Equipment		Electrical/Electronic
	Recreation/Entertainment Equipment		Other (specify below)
	Catering/Janitorial Equipment		
	Other (specify in next column)		
	<b>Materials</b>		
	Piping Materials		
	Structural Steel		
	Building Supplies/Materials		
	Lube Oil & Fluids		
	Other (specify in next column)		

**SERVICES**

	<b>Engineering Design Services;</b>		<b>Office/Professional/Admin Serv. Con't</b>
	Engineering Software		Computer
	Engineering Specialist Support		Courier
			Fax Communications
	<b>Specialist Services</b>		Training and Education
			Industrial Photography
	Electrical Services		Audio-Visual
	Instrument Services		Insurance
	Mechanical Handling Testing/Recert		Travel
	Test Equipment & Calibration		
	Load Testing		<b>Maintenance</b>
	Certifying Authority		
	Waste Management		Diesel Engines
	Subsea/Diving Services		Turbines LM2500
			Pumps
	<b>Fabrication</b>		Switchgears
			Control Systems
	Structural Fabrication		Lifting Equipment
	Piping Fabrication		Gas Compressors
	Dimensional Surveying		Platform/Dockside Cranes
			Lifeboats and Fire Doors
	<b>Office/Professional/Admin Services</b>		Mud Handling System
			Elevator Repair and Maintenance
	Printing		Metering
	Photocopying		Mechanical Services
	Blue Printing		Cell Measurement
	Graphics		Safety Valve Repair Certification

Addendum # 1 - EOI WS2352651  
 Provision of Offshore Support Vessels

<b>Maintenance Con't</b>		<b>Hardware/Software</b>
		Software Maintenance & Support
Valve General Repair		Hardware Maintenance & Support
Heaters		Desktop/PC Total Life Cycle Manag.
		Help Desk/Desktop technicians
<b>Warehouse/Logistics Services</b>		Specialist IT Consulting Services
		Software Licensing/Agreements
Warehouse/Pipeyard Management		Emergency/After Hours Support
Transportation		Network/Data Carrier Services
Container Hire		Satellite Comms
Customs Brokerage		Weather Monitoring
Freight Forwarding		
Personnel on Board System		
<b>Other (Specify Below)</b>		