

EXPRESSION OF INTEREST (including Pre-Qualification Requirements)

Supply of Production Chemicals and Associated Services

Reference: **Project # 027020**

BIDS Categories: 9700

Issue Date: October 2, 2020

Closing Date: October 23, 2020

Overview:

- ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP) and Hibernia Management and Development Company Ltd. (HMDC) are in the process of pre-qualifying companies who can supply Production Chemicals and Associated Services for their onshore and offshore Newfoundland and Labrador requirements.
- Supplier 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 Agreement 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 may include at EMCP or HMDC's discretion, future work related to minor changes to the scope of work described herein, in which EMCP or HMDC may engage onshore or offshore Newfoundland and Labrador, for oil and gas facilities.
- While not planned, it should be noted that the resulting RFP and Agreement may require inclusion of and/or extension to other operators in the area, project co-venturers, suppliers and/or affiliated companies.
- HMDC supports providing opportunities to Canadian, and, in particular, Newfoundland and Labrador companies and individuals, on a commercially competitive basis. Suppliers 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.
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- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (EMCP encourages the participation of members of designated groups (women; Indigenous Peoples; persons with disabilities; LGBT+; and members of visible minorities) and corporations or cooperatives owned by them, in the supply of goods and services.

Supplier Diversity

Diverse Ownership (Completion of this section is voluntary)

A Diverse supplier is a business that is at least 51 % owned and controlled by a member(s) of one or more of the designated groups identified below. Please indicate which of the following designated group(s) are applicable to your business:

- Women
- Indigenous Peoples
- Visible Minorities
- Persons with disabilities
- LGBT+

Certification for Diverse Businesses

There are currently national certifying organizations that cover certification for businesses owned by:

- Indigenous Peoples
- Visible Minorities
- Women
- LGBT+

The Projects will continue to look for organizations that can provide certification support to businesses owned by persons with disabilities.

If you indicated that your business is owned by a member of a designated group, are you currently certified as a diverse-owned business?

Yes No

Through which certifying organization is your business certified? _____

If you are a NL registered business and are not currently certified, would you be interested in learning more about certification? Yes No

The Hebron Project has a vendor database that is used to identify possible suppliers and contractors to participate in the project. Suppliers and contractors are encouraged to register.

ExxonMobil Canada Properties by its managing partner ExxonMobil Canada Ltd., operator of the Hebron Project, sees value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, exploration, subsea activities and project co-venturers should they request information. The increased visibility to across projects and other noted industry participants may be of value to your organization as it has the potential to increase future procurement opportunities.

DISCLAIMER: By registering your company in the vendor database, you are consenting to making your information available to the parties noted above.

NOTE:

Registration in the database does not imply that a supplier is approved as a qualified supplier, nor does it indicate that a vendor is included on any Non-Binding Request for Proposal (NRFP) or bid list for the supply of goods or services for which it has registered.

Scope of Work Overview:

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

- The supply of production chemicals including the logistics and materials associated with the delivery of chemicals to the Hebron and Hibernia platforms.
- Technical support for assessing chemical requirements, efficiency, and effectiveness.
- Platform laboratory sampling and analysis support including equipment and supplies procurement, laboratory management systems, and procedures.
- Personnel for on platform chemicals applications and laboratory services.

Additionally, the selected supplier will be required to meet all technical and Safety, Security, Health, and Environmental (SSHE) specifications and safe work practices of EMCP, HMDC and their affiliates as appropriate.

Minimum Technical Requirements

The following technical requirements are required:

- Ability to provide sufficient quantities of production chemicals, including but not limited to, scale and corrosion inhibitors, water clarifier, demulsifier, oxygen scavenger, asphaltene inhibitors, glycol, antifoam, biocides and H₂S scavengers.
- Ability to provide appropriate in-depth onshore composition analyses.
- Ability to provide a minimum of three (3) regulatory trained laboratory technicians offshore and one (1) local onshore representative (based out of St. John's, NL) - subject to change.
- Ability to provide regular technical support with respect to including production chemistries (e.g. scaling tendency, emulsion studies, etc) and production chemical optimization.
- Laboratory technicians are required to have, at a minimum, a technology diploma in Process Engineering Technology with 3+ years of experience in a related industrial/oilfield chemistry position or an equivalent combination of experience and training.
- Ability to perform all regulatory and ad-hoc offshore chemical testing including, but not limited to gas and liquid sampling, Basic Sediment & Water, Crude oil Vapour Pressure, crude and water analysis, and pH measurement.
- Ability to safely transport chemicals from Contractor's storage and / or handling facilities to shore-base and / or warehouse.
- Accredited capability for transportation and use of Acrolein is required or planned.
- Knowledge of offshore regulatory structures in Newfoundland
- Ability to perform QA/QC duties on all chemicals prior to storage, shipment offshore, and use to ensure they comply with the product specifications.
- Technicians proposed for platform work must meet requirements to travel offshore (BST, H₂S Alive, WHIMIS, NL Offshore Regulatory Awareness, CAPP Medical, Flight Suit Fitting)

Submission Requirements

Supplier submissions in response to this Expression of Interest (including pre-qualification) **must** include the aforementioned reference number, as well as the following information:

1. Completed EMCP / HMDC SSHE pre-qualification questionnaire. (Available through BIDS – see contact information below.)
2. Completed EMCP / HMDC QA/QC pre-qualification questionnaire. (Available through BIDS-see contact information below.)
3. Information demonstrating qualification for the Scope of Work detailed above.
4. Information demonstrating vendor can meet minimum technical requirements detailed above
5. Completed technical questionnaire. (Available through BIDS – see contact information below.)
6. Describe your experience operating under and familiarity with, the benefits provisions of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act and your experience with any similar regimes in

other parts of Canada or internationally. At the NRFP/ITT stage, bidders will be required to indicate how they comply with the above.

7. Please acknowledge that responsible management personnel have read, understand and will support requirements to comply with the following where applicable

- i. Section 45 of the Canada-Newfoundland and Labrador Atlantic Accord Implementation Act
- ii. The Hebron Benefits Agreement and Hebron Benefits Plan
- iii. The Hibernia Benefits Plan, the HSE Benefits Agreement and HSE Benefits Plan

8. Submitted information is to be provided in separate PDF (or native file) submissions and not submitted as one combined file. Please be aware that Company is limited to a 10MB file size for receiving e-mail. Should the file size exceed 10MB, please contact the Contracts Manager identified below to have FileShare setup for your use.

9. EOI / NRFP contact details for respondent, including the following:

- i. Full legal company name
- ii. Mailing address and physical address (if different)
- iii. Contact name, position, email and phone number

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 / suppliers 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
- System lifecycle support capabilities and proven lifecycle programs
- Work-load
- Personnel qualifications
- Financial capacity

We will evaluate this data and develop a final list of suppliers who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which suppliers will receive the Non-Binding Request for Proposals (NRFP) or Invitation to Tender (ITT) and which suppliers will be awarded the final agreement.

This Expression of Interest (including pre-qualification) is not a pre-qualification of suppliers for other EMCP / 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 EMCP / 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 EMCP / HMDC and your company. All costs associated with the preparation of your response to this expression of interest shall be at your expense.

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 an agreement. 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, your designated company representative's name and business 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 the email address below:

ExxonMobil Canada Properties

Attention: Paul Barr
Paul.Barr1@exxonmobil.com
Phone: (709) 273-1458

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

Phone: 1-800-270-4611
E-mail: jayde.mcconchie@bids.ca
<https://bidsalert.com/canada/home>