

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

### **Supply of Straddle Systems for Eastern Canada**

Reference: 001714

BIDS Categories: 0257 / 0903 / 0924 / 0960 / 0970

Issue Date: July 30, 2018

Closing Date: August 13, 2018

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#### **Overview:**

- Hibernia Management and Development Company Ltd. (HMDC) & ExxonMobil Canada Properties, by its managing partner, ExxonMobil Canada Ltd. (ExxonMobil) are in the process of pre-qualifying experienced companies who can supply straddle systems for their 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 of this Expression of Interest (including pre-qualification requirements) (“EOI”) is to have this scope of work cover the requirements of the Hibernia Project, the Hebron Project and potentially other opportunities in the Newfoundland and Labrador offshore area (“Other Projects”). For clarity, the scope of work includes not only the foregoing, but may include at ExxonMobil and/or HMDC’s discretion, future work related to changes to the scope of work described herein, in which ExxonMobil and/or HMDC may engage offshore Newfoundland and Labrador, for oil and gas exploration and/or facilities.
- While not planned, it should be noted that the resulting Non-Binding Request for Proposal (“NRDP”) and 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 either to the Hibernia Project or for work related to the Hebron Project, HMDC and ExxonMobil, respectively, 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.
- HMDC & ExxonMobil 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.

#### **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 four designated groups identified in Canadian employment equity legislation:

- Women
- Aboriginal peoples
- Visible Minorities
- Persons with disabilities

Please indicate above which designated group(s) are applicable to your business.

##### **Certification for Diverse Businesses**

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

- Aboriginal Peoples
- Visible Minorities

Women

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

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

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

- Perforation Isolation Application: Provide and install a system which can seal over a perforated interval in the production liner while still allowing flow from lower perforated intervals to surface.
- Through Tubing Gas Lift Application: Provide and install a system which can seal over a perforation in production tubing while still allowing flow from lower perforations to surface up the production tubing. Additionally, the system must allow the injection of gas into the tubing from the tubing/casing annulus.
- Sliding Sleeve Application: Provide and install a system which can seal over a perforated interval in the production liner or tubing while still allowing flow from lower perforated intervals to surface. Additionally, the system must incorporate a sliding sleeve which can be cycled open and closed with slickline or wireline intervention.

Additionally, the selected Contractors 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**

Perforation Isolation Application - Straddles:

- must comply to ISO 14310 V0/V1 or V3 (depending on waterflood or gasflood) packer qualification
- may be set in 4.5", 5.5" or 7" liner
- must be able to be tested to pressures up to 5000 psi and temperatures of 150 deg C
- must be field tested (preferably in the North Sea)
- should be suitable for sweet or sour service
- may be deployed via coiled tubing, wireline or slickline (or a combination of intervention methods)
- should be able to accommodate a variety of perforation interval lengths

Through Tubing Gas Lift Application

Straddles:

- must comply to ISO 14310 V0/V1 packer qualification
- may be set in 4.5", 5.5" or 7" tubing
- must be able to be tested to pressures up to 5000 psi and temperatures of 150 deg C
- must be field tested (preferably in the North Sea)

#### Gas Lift Mandrels and Valves:

- valves must be built & tested in accordance to API 19G 2
- valves must be leak tested in and comply with ISO 14310 V1/V0
- system must be field tested (preferably in the North Sea)
- The mandrel/valve is not required to provide retrievable gas lift valves

The entire system may be deployed via coiled tubing, wireline or slickline (or a combination of intervention methods).

The entire system should be suitable for sweet or sour service

#### Sliding Sleeve Application

##### Straddles:

- must comply to ISO 14310 V0/V1 or V3 (depending on waterflood or gasflood) packer qualification
- may be set in 4.5", 5.5" or 7" liner
- must be able to be tested to pressures up to 5000 psi and temperatures of 150 deg C
- must be field tested (preferably in the North Sea)
- should be suitable for sweet or sour service

##### Sliding Sleeve:

- must be able to be cycled open and closed as many times as desired
- must be cycled open and closed via wireline or slickline intervention
- should provide minimal obstruction to flow while open

The entire system may be deployed via coiled tubing, wireline or slickline (or a combination of intervention methods)

The entire system should be suitable for sweet or sour service

### **Submission Requirements**

Contractor submissions in response to this EOI **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. Completed ExxonMobil / HMDC QA/QC drilling quality pre-qualification questionnaire. (Available through BIDS-see contact information below.)
3. Information demonstrating qualification for the Scope of Work detailed above.
4. Information demonstrating Contractor 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 NRDP 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 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
- Available technologies with proven performance
- Current capability
- Work-load
- Personnel qualifications
- Financial capacity

We will evaluate this data and develop a final group of Contractors who will be asked to submit formal competitive bids. We reserve the right to make the final determination of which Contractors will receive the NRDP and which Contractor will be awarded the final contract.

This EOI is not a pre-qualification of Contractors for other ExxonMobil /HMDC work, but is limited to the scope aforementioned. In addition, participation in this EOI, 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 EOI shall be at your expense.

This EOI may or may not result in the issuance of a NRDP and may or may not result in the award of a contract. If you respond to this EOI 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 all of the ExxonMobil or HMDC e-mail addresses noted below:**

Hibernia Project  
Hibernia Management & Development Company Ltd. (HMDC)  
Attention: Chris Spence,  
Chris.D.Spence@exxonmobil.com  
Phone: (506) 389-5542

Hebron Project  
ExxonMobil Canada Properties  
Attention: Chris Spence,  
Chris.D.Spence@exxonmobil.com  
Phone: (506) 389-5542

If your response will exceed 10MB, contact the above for access to our large document transfer program.

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

Phone: 1-800-270-4611  
E-mail: [Jayde.mcconchie@bids.ca](mailto:Jayde.mcconchie@bids.ca)  
[www.bids.ca](http://www.bids.ca)