

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

### **Supply of Offshore 4G LTE Service**

Reference: WS3501431

BIDS Categories: 9434

Issue Date: July 9, 2018

Closing Date: August 3, 2018

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#### **Overview:**

- Hibernia Management and Development Company Ltd. (HMDC) and ExxonMobil Canada Properties, by its managing partner ExxonMobil Canada Ltd. (ExxonMobil) are in the process of pre-qualifying companies who can supply **Offshore 4G LTE Service** 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 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 ExxonMobil and/or HMDC's discretion, future work related to minor changes to the scope of work described herein, in which ExxonMobil and/or HMDC may engage onshore or offshore Nova Scotia and Newfoundland and Labrador, for oil and gas facilities, as well as potential Exploration activities.
- While not planned, it should be noted that the resulting RFP 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 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.
- HMDC and 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

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, operator of the Hebron Project, will use the database beyond development/construction, into the operations phase of the project. We also see value in expanding use of the database to the Hibernia and Hibernia Southern Extension projects, as well as project co-venturers and co-owners should they request information. The increased visibility to three major 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 in addition to the Hebron Project.

NOTE: Registration in the database does not imply that a supplier or contractor is approved as a qualified supplier, nor does it indicate that a supplier or contractor is included on any tender 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:

**4G LTE systems are required to be installed on both Hibernia and Hebron offshore platforms in order to extend the reach of subsea fiber. Systems are to be owned and operated by a third party with expertise operating this type of equipment. All RF Licenses and Regulatory Requirements regarding Radio Frequency Spectrum should be managed by the service provider. This initiative is primarily focused on surrounding areas of the offshore platforms. Contractor will be required to go offshore for the commissioning/installation and any maintenance required.**

**System to be designed with hazardous area classifications in mind, which will limit locations for placement of LTE equipment. Installed system should be able to interact with the public network and roaming features are required to be available.**

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, HMDC, and their affiliates as appropriate.

### **Minimum Technical Requirements**

- **Experience with relevant equipment and type of services in the offshore oil and gas industry.**
- **Required usable signal coverage is 30 km or greater around each asset (360 degree coverage).**
- **Required minimum 10 Mbps throughput rates at CPE 30 km from station using Cisco LTE Router on Support Vessel – Anticipate 2-3 Mbps per HD video stream from ROV.**
- **Installed system will be able to interact with the public network and roaming features will be available or enabled at a minimum for common carriers in Canada.**
- **Carrier spectrum will be used offshore and carrier will provide any licensing.**
- **Carrier to work with Company on any spectrum intermodulation studies.**
- **System not to interfere with existing equipment offshore.**
- **System must be compatible with Company optical transport capabilities from offshore to onshore to interconnect to carrier network.**
- **Supplier must be able to provide installation and commissioning of all required equipment offshore as well as the installation and commissioning of antennas and cables on support vessels.**
- **Supplier must be able to provide on-site maintenance and support as required for all LTE equipment.**

### **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. (Available through BIDS – see contact information below.)
2. Completed ExxonMobil / 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 RFP/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) Section 45 of the Canada-Nova Scotia Offshore Petroleum Resources Accord Implementation Act
- iii) The Hebron Benefits Agreement and Hebron Benefits Plan work requirements
- iv) The HSE Benefits Agreement and HSE 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
- Project management skills & integration skills
- Available technologies with proven performance
- Current capability

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.

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, 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.

\* 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 all of the ExxonMobil or HMDC e-mail addresses noted below:**

Attention: Samantha McGrath  
Title: Procurement Associate  
Email: [Samantha.d.mcgrath@esso.ca](mailto:Samantha.d.mcgrath@esso.ca)  
Telephone: (709)-273-1630

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