

## EXPRESSION OF INTEREST – ADDENDUM #2

### Supply of Recovery Services for Drilling Tools and Pipe (Fishing) and Wellbore/BOP Cleanout Tools

Reference: **WS# 2846909**

BIDS Categories: 0815/0954

Issue Date: January 15, 2016

Closing Date: January 22, 2016

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#### Overview:

- Hibernia Management and Development Company Ltd. (HMDC) & ExxonMobil Canada Properties is in the process of pre-qualifying companies who can supply recovery services for drilling tools and pipe (fishing) and/or wellbore/BOP cleanout tools 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 (these) pending Contract(s) 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 also include, at ExxonMobil and/or HMDC's discretion, additional work related to minor changes to the scope of work described herein.
- While not planned, it should be noted that the resulting RFP and contract(s) 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 encourages 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 Canada Properties, 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, the supply of labour, equipment, and materials to perform the following:

1. Provision of Fishing, Cut & Pull, and Pipe Recovery Services
  - a. Pipe recovery and associated casing / pilot milling services,
  - b. Whipstocks and associated services,
  - c. Fishing and associated services for cased hole and open hole applications and drilling jars,
  - d. Associated miscellaneous equipment and labour required to provide these services.
2. Provision of Wellbore and BOP Cleanout Services:
  - a. Wellbore and casing, cleanout and debris recovery equipment.
  - b. BOP Cleanout and debris recovery equipment.
  - c. Associated miscellaneous equipment and labor required to provide these services (onshore & offshore).

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 its affiliates as appropriate.

### **Minimum Technical Requirements**

#### 1. Provision of Fishing, Cut & Pull, and Pipe Recovery Services

- a. Minimum of 10 years of experience in pipe recovery, whipstock and fishing operations in offshore environment.
- b. Sufficient warehouse and maintenance shop space to support the work summary shown in the Scope of Work Overview above. This warehouse and maintenance shop should be in St. John's, NL or the surrounding area.
- c. An inventory of fishing equipment located in St. John's, NL, or the surrounding area. It is HMDC and ExxonMobil's expectation that this inventory of fishing equipment will be in place within one month of contract award.
- d. Demonstrated experience and tools that will allow the selected contractor to cut & retrieve casing (340mm, 273mm, 244mm, 178mm or 140mm) in one trip and cut and retrieve 762mm & 508mm casing strings. Demonstrated experience and tools to run and set whipstock and mill the casing window in one trip.

#### 2. Provision of Wellbore and BOP Cleanout Services

- a. A demonstrated high level of expertise in wellbore and BOP cleaning services.
- b. Sufficient warehouse and maintenance shop space to support the work summary shown in the Scope of Work Overview above. This warehouse and maintenance shop shall be located in NL and preferably located in St. John's or the surrounding area.
- c. An inventory of wellbore and BOP cleaning equipment located in St. John's, NL, or the surrounding area. It is HMDC and ExxonMobil's expectation that this inventory of equipment will be in place within one month of contract award.
- d. Provision of cleanout equipment; casing cleaning, BOP cleaning, circulating tools, debris recovery, riser cleaning, wellhead cleaning.
- e. Demonstrated experience and tools to clean BOPs/wellheads/risers and recover debris, while maintaining well control.
- f. Demonstrated experience and tools to clean casing/wellbore, recover debris, while maintaining well control; in sizes 762mm, 508mm, 392mm, 288mm, 340mm, 273mm, 244mm, 178mm, 140mm.

Contractors can respond with the intention to provide either portion of the scope or the entire scope based upon their capability. HMDC and ExxonMobil will consider companies who can provide either the fishing, cut & pull and pipe recovery services or the wellbore and BOP cleanout services or both.

### **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. Information demonstrating qualification for the Scope of Work detailed above.
2. Information demonstrating vendor can meet minimum technical requirements detailed above, including:
  - Documentation proving at least 10 years of relevant experience on offshore operations. This should include resumes of offshore workers, supervisors and onshore support staff that will be assigned to the project.

- Provide staffing plan for the project. This should include but is not limited to:
  - Organizational chart identifying which personnel will reside in Newfoundland.
  - Identify number of personnel required both onshore and offshore to support the work scope.
  - Identify which personnel will permanently work from and be located in Newfoundland for the project.

3. 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.

4. 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
- iii) The HSE Benefits Agreement and HSE Benefits Plan work requirements

The data submitted will be used to do a preliminary evaluation of your company's ability to perform these services. Additional evaluation in the form of a prequalification should be anticipated in advance of ExxonMobil and/or HMDC finalizing a bidders list.

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 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(s) will be awarded the final contract(s).

This Expression of Interest is not a pre-qualification of contractors for other ExxonMobil/HMDC work areas/projects, 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(s). 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 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.

**Responses must be submitted electronically by the closing date to the ExxonMobil or HMDC e-mail address noted below:**

Hebron Project - ExxonMobil Canada Properties  
Hibernia Project – Hibernia Management & Development Company Ltd. (HMDC)  
Attention: Kimberley Pearce  
kimberley.a.pearce@exxonmobil.com  
Phone: (709) 778-7408

If the size of the electronic response exceeds 10MB, please request access to our secure file transfer system via the above email address.

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)