

# **Request for Information #21-2024**

## **Tubular and Accessories Rental Services**

Distributed on: August 20, 2024

Response Requested by: September 3, 2024

**ExxonMobil Guyana Limited (EMGL)**

## 1. Objective

This Request for Information (RFI) seeks detailed technical information from suppliers for meeting EMGL's bid selection requirements for Wells ( Drilling) Tubular and Accessories Rental Services in Georgetown, Guyana.

This RFI has several objectives:

First, we may use responses from you and the other participants to validate and further develop our team's recommendations for inclusion in the Request for Proposal (RFP) for Wells Tubular Rental Services in Georgetown, Guyana. The RFI process allows us to seek your input and develop a list of qualified bidders before structured bid rules take effect.

Second, the RFI process provides you an opportunity to begin developing your responses to some of the potential requirements if you are selected for the RFP.

Finally, EMGL in its sole discretion, may divide the services described in this RFI and in a future RFP (Request for Proposal) into several enabling agreements that may be awarded to more than one bidder.

**Please be aware that this RFI does not imply any commitment at this stage from EMGL to acquire goods or services from any supplier. All expenses or costs incurred by or for your firm as a result of your participation in the RFI and any subsequent RFP process shall be at your sole cost and expense. Your participation in the RFI process does not guarantee an invitation to participate in an RFP process.**

## 2. Background

### **General**

ExxonMobil Guyana Limited (EMGL) plans to put in place a services agreement for the provision of Tubular and Accessories Rental Services within the Georgetown area.

The scope of this Request for Information (RFI) is to identify suppliers who can provide qualified personnel to supply tubular and accessories rental services to the ExxonMobil Guyana Drilling Campaign in Guyana. Contractor shall have the resources to provide support in the following disciplines, as required, at all times during the contract period:

- API drill pipe standard and recommended practices
- Tubular Supply Chain and Logistics Expertise
- Project Management
- Tubular, Crossovers, Accessories storage practices to ensure equipment adequate cleaning, inspection and preservation

- Assembly, Make-up and Pressure Testing capability
- Capability to design and provide machine supporting accessories or access to similar service

Note: Accessories may include but are not limited to, pups, crossovers, handling /lift subs, Full Opening Safety Valves, Side Entry Subs, Treating Iron, etc.

### **3. Local Content Requirements**

- 3.1 EMGL's local content strategy is important to our business. Its elements are integrated into our daily processes and procedures, and guide the way we work today and plan for tomorrow.
- 3.2 Using a multi-tiered approach, EMGL focuses on building workforce and supplier capabilities in conjunction with strategic investments in the local community.
- 3.3 During the bid process, all prospective EMGL contractors are required to demonstrate awareness of the Local Content Act (2021) and its potential application to their work under the scope.
- 3.4 Bidders are expected to include in their submission a preliminary local content strategy outlining how they will deliver on the local content expectations outlined below and those captured in the Act, and, upon award, implement an acceptable plan. Should the successful bidder be required to submit local content plans to the Government of Guyana under the Local Content Act (2021) they will also provide a copy of those plans to EMGL.
- 3.4 The following requirements apply to orders that will be performed, or with exercise of contractor's best efforts could be performed, wholly or in any part in Guyana (including without limitation the Guyana Exclusive Economic Zone) or with utilization of any Guyanese subcontractor, vendor, or similar Guyanese content.
- 3.5 The below requirements specific to EEGPL contractors are in addition to the Local Content Act (2021) issued by the Government of the Cooperative Republic of Guyana; in the event of a conflict between these requirements and those of the Government of Guyana explicit instruction must be sought by EMGL.

#### **REQUIRED ACTIVITIES:**

##### **A. Contractor Procurement Activities:**

To support EMGL's objectives of giving preference to qualified local suppliers from Guyana, a contractor shall:

- (a) Give fair and adequate opportunity and first consideration to the following:

- (i) The purchase of Guyanese goods and materials, provided such goods and materials are available on a timely basis of the quality and in the quantity required by the contractor at competitive prices.
  - (ii) Utilization of Guyanese contractors insofar as they are commercially competitive and satisfy the contractor's financial and technical requirements and meet the requirements of this section.
- (b) Establish appropriate tender procedures for the acquisition of goods, materials, and services, which shall ensure that Guyanese contractors are given fair and adequate opportunity to compete for the supply of goods and services.
- (c) Establish procedures to provide the contractor's Guyanese subcontractors feedback following contracting activities.
- (d) Ensure that the contractor's subcontractors comply with the requirements contained in this section.
- (e) Steward the contractor's, and its sub-contractors', local content development progress in accordance with these requirements and the contractor's local content plan.

#### B. Contractor's Employment Opportunities

To support EMGL's objectives of giving preference to qualified local personnel and suppliers from Guyana, a contractor shall:

1. Prepare and implement a program to give fair and adequate opportunity and first consideration for employment of Guyanese nationals having appropriate qualifications and necessary experience to perform job responsibilities commensurate with the contractor's scope of work.
2. Ensure that the contractor's subcontractors comply with the requirements contained in this Section.
3. Steward the contractor's and its sub-contractors' local content development progress in accordance with this guidance and the contractor's local content plan.

#### C. Contractor's Use of External Resources:

1. Centre for Local Business Development
  - a. To facilitate transparent local hiring and contracting, a contractor is encouraged to consider using the following capabilities provided by the Centre for Local Business Development (CLBD):
    - (i) Advertising upcoming vacancies and tenders with potential local content.
    - (ii) Publishing Vacancies/Expression of Interest/Tenders in the public domain for approximately two weeks via the Centre for Local Business Development Supplier Registration Portal (SRP) and CLBD Facebook/Website.

- (iii) Utilize SRP to augment any bid lists with Guyanese contractors that meet requirements.
  - (iv) Plan communications for announcements of tender award/hiring/training as appropriate.
  - (v) Provide opportunities for feedback following Expression of Interests/Request for Information (RFI) and bids to Guyanese vendors.
- b. A contractor should also consider engaging, and actively collaborating with, the Centre for Local Business Development.
- (i) The Centre's role is to facilitate communication between suppliers, contractors and subcontractors, with a goal to build the capacity of Guyanese small and medium enterprises. The Centre will maintain a Supplier Registration Portal and is able to provide a mechanism for advertising opportunities for Guyanese goods and services, for a contractor's use.
  - (ii) EMGL does not endorse or recommend any supplier listed on the Portal. As such, a contractor should perform appropriate due diligence on any supplier prior to use. The Centre is located in Georgetown at 253-254 South Road, Bourda on the top floor of the IPED Building. The website is: [www.centreguyana.com](http://www.centreguyana.com)
2. Online & Social Media – Publishing Vacancies/Expression of Interest/Tenders in the public domain for approximately two weeks via relevant online and social media sites (EMGL, Local Content Secretariat, contractor, and newspapers).

#### D. Contractor's Local Content Metrics Reporting

1. A contractor shall provide local content reporting metrics using an EMGL-provided template. The template may be updated by EMGL at any time.
2. Metric reporting requests will be sent at least twice annually to the contractor. EMGL reserves the right to change the frequency of metric requests to the contractor.
3. Should the contractor be required to submit metrics to the Government of Guyana under the Local Content Act (2021) they will provide a copy of those reports to EMGL.

## 4. RFI Instructions

Please complete Section 7 - Questionnaire, elaborating on each item as appropriate and keeping the following in mind:

- Please answer the questions as completely as possible and advise if you cannot answer a particular question.
- Please note the word limit for each section. Submitters should not exceed the word limit.
- Please submit your response in **electronic** form using any of the following electronic formats: Microsoft Word, Microsoft Excel, Adobe PDF, etc.
- Your e-mailed responses should be limited to a reasonable size (<5MB). If the response is >5MB, then multiple submissions <5MB are acceptable.
- **Please do not submit pricing or price proposal information at this stage.**
- Your submittal should not include information which you consider proprietary, trade secrets or confidential.
- **There will be no clarification meetings for this RFI. Please submit all questions to email address: [EM.Guyana.Procurement@exxonmobil.com](mailto:EM.Guyana.Procurement@exxonmobil.com)**

## 5. Due Date Schedule - Key Dates in the RFI Process

### Schedule

August 20, 2024	RFI to be issued
September 3, 2024	Deadline for supplier to submit completed RFI
September, 2024	Evaluation of RFI responses
Oct. / Nov, 2024	Potential Commencement of RFP invitations

## 6. Submission of RFI with all complete documents

- **All documents required to be submitted are due no later than 5:00 PM, August 30, 2024. No extensions will be granted.**

Contact for Questions please email: [EM.Guyana.Procurement@exxonmobil.com](mailto:EM.Guyana.Procurement@exxonmobil.com)

### How to Submit:

1. Complete Required Documents and include in an email
  - a. Completed Questionnaire (Word document and Excel)
  - b. Completed PBAQ
  - c. Copy of the company's Articles of Incorporation (including the page with the Directors/Management and details of nationality)
  - d. Copy of the company's Certificate of Registration (company TIN) from the Guyana Revenue Authority
  - e. Copy of company's organizational chart with details on nationality of all personnel's.

2. Send Email with the following title format:

Your Company Name – RFI #21-2024 – Tubular and Accessories Rental Services- Final RFI Submission

3. Send email to: [EM.Guyana.Procurement@exxonmobil.com](mailto:EM.Guyana.Procurement@exxonmobil.com)

4. Kindly note it's not a requirement to register at the CLBD in order to respond to any of our RFI's as this request is open to all interested companies.

## 7. Questionnaire

GENERAL INFORMATION – PART 1			
1. Company Name:			
2. Company Mailing Address:			
3. Telephone Number:			
4. Number of Employees:			
5. Company Contact Name:			
6. Email Address:			
7. Website Address:			
8. Form of Business	<input type="checkbox"/> Corporation	<input type="checkbox"/> Partnership	<input type="checkbox"/> Other _____
9. How many years has your company been in business under your present firm name?			
10. Do you operate in this country via an owned / affiliate legal entity? Yes (Y) or No (N)? Is your company registered to work in Guyana? Yes (Y) or No (N)			
11. In the context of Guyana’s Local Content Act, please indicate if your company has acquired a Local Content Certificate issued by the Local Content Secretariat? Yes (Y) or No (N). If Yes, please provide a copy of the Local Content Certificate. If No, please indicate if you intend to register and if so, what stage of the process you are in (i.e. documents submitted, requested to submit more information, rejected, etc.)			
12. Please provide names of the most relevant past/current projects where your company has provided Tubular and Accessories Rental Services. If possible, also include details on the scope of the activities performed and status of the project. <b>Please limit to 500 words.</b>			
13. Please advise how long your company has been providing Tubular and Accessories Rental Services in Guyana as well as other locations. <b>Please limit to 500 words.</b>			
14. Do you have existing contracts and supply history with Guyana-based providers for cleaning, inspection, manufacturing and repair of drillpipe, OCTG and accessories? Name the providers you plan to leverage in support of rental services activity in Guyana. <b>Please limit to 100 words.</b>			



15. Describe your company's existing storage capacity for both indoor and outdoor facilities located within Guyana. Pictures or drawings of spaces are appreciated. **Please limit to 250 words.**

16. Are there any judgments, claims, or suits pending or outstanding against your company > \$1M USD. (If yes, attach details.)

Yes  No

### SERVICE OFFERING / CAPABILITY – PART 2

2.1 Please provide the list of your relevant clients in Guyana. Please limit to Top 5 clients.

Client Name	Industry Type	Length of Contract (years)

### OPERATIONAL CAPABILITY & MANAGEMENT - PART 3

3.1. Describe the resources your company has to meet the scope of work outlined in the background section of this document. Please outline which resources are readily available and confirm your company's capability to undertake the work. **Please limit to 500 words.**

3.2. If applicable, describe how your company stays up to date on legislation, codes, guidelines and standards relevant to your industry and work activities. **Please limit to 250 words.**

3.3. Please provide any comments on your company's understanding of your experience and capability. Please avoid any comments which could be considered proprietary in nature. **Please limit to 500 words.**