

# INVITATION TO SUBMIT EXPRESSIONS OF INTEREST (“EOI”)



## **INTRODUCTION**

BHP Billiton Petróleo Operaciones de México, S. De R.L. De C.V. (“BHP”) is currently progressing appraisal activities in the Trion field in Mexico to assess the viability of its development. If the field is declared commercial, the development will require an in-field drilling and completion program (“Drilling Program”) with the use of a Shorebase.

## **PURPOSE OF THIS EOI**

BHP is soliciting the interest of reputable shorebase operators (hereinafter referred to as “Contractors”) experienced in the provision of material handling, OCTG handling and storage, forklift / crane operations, vessel loading and unloading, site security and waste management, in order to develop a list of suitable Contractors who may subsequently be invited into the bidding process for the execution of the here-in described Scope of Work.

This process may eventually lead to the award of a contract for the provision of such services. BHP intends to work directly with the Contractors to successfully source and execute a contract; therefore, brokerage or agent services are not required.

Along with the main Scope of this EOI, BHP is soliciting the interest of reputable Completions and/or Subsea Workshop suppliers for an additional scope of work. Such suppliers should be experienced in the provision of material handling, pressure testing, torque machines, systems integration testing (“SIT”), flushing, etc.

The EOI seeks to provide prospective Contractors with relevant background information regarding the Trion project and to describe the information to be submitted by prospective Contractors in order to assist BHP in compiling a list of suitable Contractors for further assessment. The scopes of this EOI are not dependent upon each other and can be answered independently.

Key project metrics and specifications are as follows<sup>1</sup>:

- Work Program Duration: Operational in 2023 for a period of 3 to 4 years
- Scope (Main): Shorebase personnel and service to support BHP’s campaign, including:
  - Personnel: Shorebase Supervisor, Load Planner, Dock Coordinator, HSE Principal, HSE Specialist, QA/QC Specialist, Trucking Specialist, Riggers, Rig Clerk Shorebase (nights only), Banksman, Security, Office Administrator, Crane Operator, Forklift Operator
  - Facility/Infrastructure:
    - Office Space (estimated 200 m<sup>2</sup>) with high-speed internet, bathrooms, break room, etc.
    - Cleaning & maintenance services
    - Security, including CCTV, lighting, patrol, perimeter fencing, etc.
    - Electricity
    - Potable water
    - Parking lot
    - Electrical generator

<sup>1</sup> The scopes and specifications presented in this document are the most accurate estimates at this time and are subject to change. Any information included in this EOI is not to be associated with any other EOI or tender from BHP.

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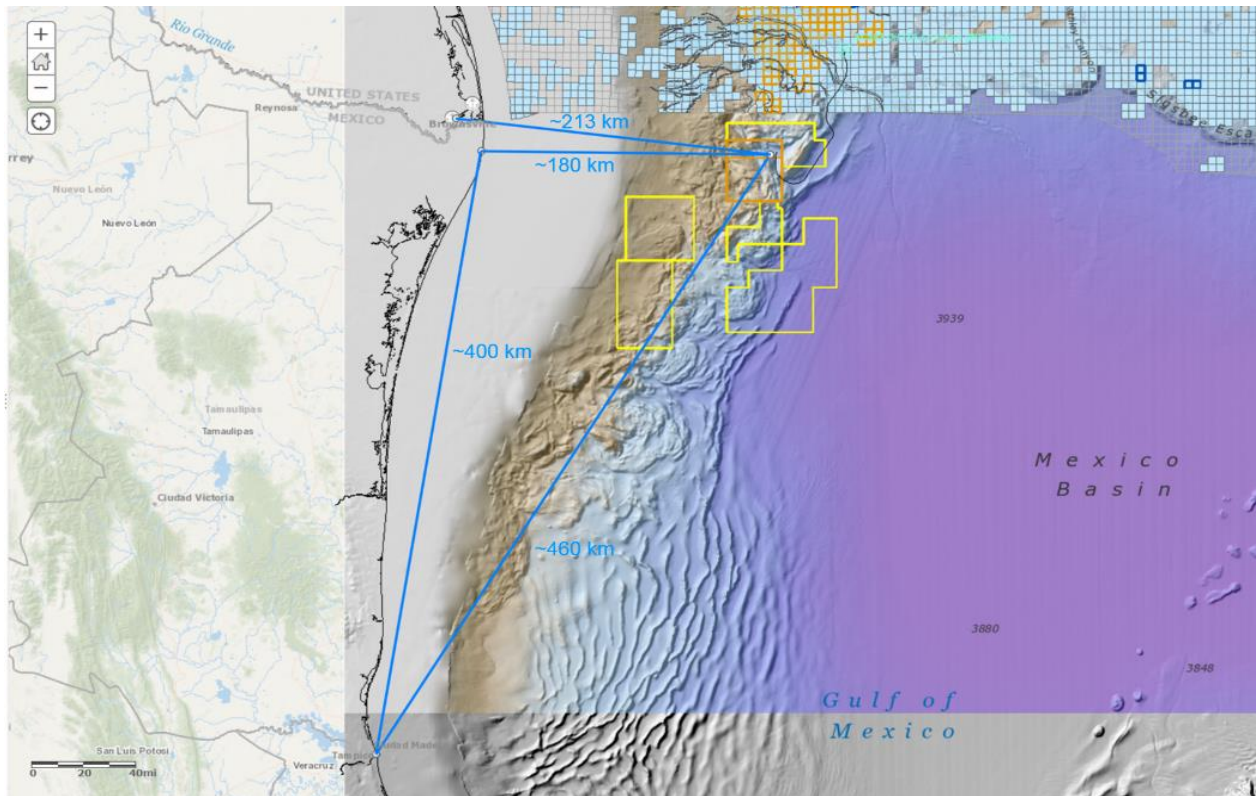
- Equipment:
  - 55 Ton Crane
  - 130 Ton Crane
  - 275 to 300 Ton Crane with 150 foot boom with a fast line and a load line
  - 2 ½ Ton Forklift
  - 7 Ton Forklift
  - Quantity 2 - 15 Ton Forklifts (one standard and one with pipe handling clamp)
  - Bucking unit for maximum OD of 20” and a torque capacity of 80,000 ft.-lbs (digitally recorded torque-turn output)
- Storage:
  - Quayside Shorebase Operational Area: 18,500 m<sup>2</sup> with commercial vessel docking capability, must have minimum of 125 meters of dedicated bulkhead
    - Maintained draft at dockside of 25 ft.
    - Note: Must be able to direct import and export from the base (either existing or planned)
    - Additional area for storage and handling of cutting boxes, CCU's and rental tool baskets
    - Additional area for storage and handling of coiled tubing unit, lifting frame and accessories
    - Surface must be capable of supporting equipment mentioned and capable of supporting cranes carrying such equipment
    - Surface must allow for drainage to operate in wet weather conditions
  - SURF Storage & Testing: 4,000 m<sup>2</sup> (located adjacent to Operational Area)
    - Surface must allow for drainage to operate in wet weather conditions
    - Surface must be capable of supporting subsea trees and capable of supporting cranes carrying subsea trees during wet weather
  - OCTG Storage Yard: 20,000 m<sup>2</sup> (not required to be adjacent to Operational Area)
    - Surface must be capable of supporting tubulars on rack and allowing fork lift operations in wet weather conditions
    - An area capable of performing QA work for OCTG (clean and visually inspect threads, drift, stencilling, etc.)
- Scope (Additional): Completions and/or Subsea Workshop with the following capabilities:
  - Climate controlled with office area (100 m<sup>2</sup>), including high-speed internet, bathrooms, workstations, break room, etc.
  - Torque / bucking machine (up to 7-5/8” OD minimum, 50,000 ft-lb minimum, digitally recorded torque-turn output and suitable for use on CRA)
  - Ability to handle assemblies up to 90 feet (27 meters)
  - Storage racks for Completions equipment (with proper CRA protection)
  - Test bays for 90 foot assemblies, 18” max OD, hydro and gas tests to 15,000 psi with high definition cameras
  - Test bay to have penetrations for running hydraulic lines to SSTT and DHFC assemblies
  - Subsea Testing to include:
    - Horizontal Subsea Tree (HXT) – SRT/SIT
    - IWOCs Interface testing
    - HXT valve function and hydro tests (10,000 psi)
    - Shell hydro test to RWP (10,000 psi) against tree bore protector
    - Hydraulic testing for landing string interface
    - Tree tooling redress (tree running tool, THRT, BOP test tool)

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- Control system flushing (water-based hydraulic fluid to be flushed to SAE AS4059F Class 6 or better)
- Climate controlled storage area
- Overhead crane(s)
- Staging area (2,500 m<sup>2</sup>)
- Storage area (3,000 m<sup>2</sup>)
- 75 ton bridge crane
- Work benches, jack stands, vises, etc.
- 50 Ton Forklift
- Waste Disposal
- Rigging Supplies

**Location:** The Trion field is located 28 km south of the US Mexico border in Blocks AE-0092 and AE-0093, at a distance of ~ 180 km from the east coast of Mexico in the Perdido area and ~ 460 km from Tampico. The location of the Trion field is presented in the map below.



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## INFORMATION REQUIRED FROM PROSPECTIVE CONTRACTORS

### MAIN SCOPE

Interested Contractors must provide the information requested below in order to be considered for further assessment (this information is also listed in the attached “EOI Response Form – Shorebase Mexico Main Scope”).

<b>Company Name:</b>	Click or tap here to enter text.
<b>Legal Entity Name (if different from Company Name):</b>	Click or tap here to enter text.
<b>Company Type (Please check one):</b>	<input type="checkbox"/> Local <input type="checkbox"/> Foreign <input type="checkbox"/> Joint Venture (JV) <i>If JV, please list involved Companies:</i> Click or tap here to enter text.
<b>Mailing Address:</b>	Click or tap here to enter text.
<b>Country:</b>	Click or tap here to enter text.
<b>Designated Contact (name and title):</b>	Click or tap here to enter text.
<b>Email Address:</b>	Click or tap here to enter text.
<b>Telephone:</b>	Click or tap here to enter text.
<b>Year Company founded:</b>	Click or tap here to enter text.
<b>Website URL:</b>	Click or tap here to enter text.
<b>Please list your top three (3) competitors:</b>	Click or tap here to enter text.
<b>Please list your top five (5) clients:</b>	Click or tap here to enter text.
<b>Number of years’ experience operating Shorebases in Mexico:</b>	Click or tap here to enter text.
<b>Number and type of shorebases in your current Mexican operation:</b>	Click or tap here to enter text.
<b>Number and type of shorebases in your current Global operation:</b>	Click or tap here to enter text.
<b>Please confirm if you have all necessary permits required to operate a shorebase for Oil and Gas operations:</b>	Click or tap here to enter text.
<b>Please confirm that you have the required land area as needed by Company (indicate which area you have capacity to support Company):</b>	<input type="checkbox"/> Operational Area (18,500 m <sup>2</sup> ) <input type="checkbox"/> SURF Storage (4,000 m <sup>2</sup> ) <input type="checkbox"/> OCTG Storage (20,000 m <sup>2</sup> )
<b>Anticipated lead time required to support the proposed scope:</b>	Click or tap here to enter text.

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<b>Do you plan on Sub-Contracting any part of the Shorebase scope of work? If so, please elaborate :</b>	Click or tap here to enter text.
<b>Please confirm if you own or lease the space required for Company’s activity</b>	Click or tap here to enter text.
<b>Please confirm if you own or lease the equipment required for Company’s activity</b>	Click or tap here to enter text.
<b>Please provide details on total amount of bulkhead at facility / amount of bulkhead that can be made available to Company:</b>	Click or tap here to enter text.
<b>Anticipated local content % in your operation:</b>	Click or tap here to enter text.
<b>Can direct import and export from the base (either existing or planned) occur at proposed facility:</b>	Click or tap here to enter text.
<b>Location(s) of proposed Shorebase for BHP’s operations:</b>	Click or tap here to enter text.

Confirmation of Interest – prospective Contractor is requested to confirm their company interest and compliance with requirements outlined in this EOI Letter by completing and signing the EOI Response Form.

## INFORMATION REQUIRED FROM PROSPECTIVE CONTRACTORS

### ADDITIONAL SCOPE

Interested Contractors must provide the information requested below in order to be considered for further assessment (this information is also listed in the attached “EOI Response Form – Shorebase Mexico Additional Scope”).

<b>Company Name :</b>	Click or tap here to enter text.
<b>Legal Entity Name (if different from Company Name):</b>	Click or tap here to enter text.
<b>Company Type (Please check one):</b>	<input type="checkbox"/> <b>Local</b> <input type="checkbox"/> <b>Foreign</b> <input type="checkbox"/> <b>Joint Venture (JV)</b> <i>If JV, please list involved Companies:</i> Click or tap here to enter text.
<b>Mailing Address:</b>	Click or tap here to enter text.
<b>Country:</b>	Click or tap here to enter text.
<b>Designated Contact (name and title):</b>	Click or tap here to enter text.
<b>Email Address:</b>	Click or tap here to enter text.
<b>Telephone:</b>	Click or tap here to enter text.
<b>Year Company founded:</b>	Click or tap here to enter text.
<b>Website URL:</b>	Click or tap here to enter text.
<b>Please list your top three (3) competitors:</b>	Click or tap here to enter text.

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<b>Please list your top five (5) clients:</b>	Click or tap here to enter text.
<b>Number of years’ experience operating Completions and/or Subsea Workshops in Mexico</b>	Click or tap here to enter text.
<b>Anticipated lead time required to support the proposed scope</b>	Click or tap here to enter text.
<b>Location(s) of proposed Completion and/or Subsea Workshops for BHP’s operations:</b>	Click or tap here to enter text.
<b>Do you plan on Sub-Contracting any part of the Shorebase scope of work? If so, please elaborate</b>	Click or tap here to enter text.
<b>If existing Workshop, please provide detailed list of equipment, age of building, floor/civil works, operations, etc.</b>	Click or tap here to enter text.
<b>Please confirm if you own or lease the space required for Company’s activity</b>	Click or tap here to enter text.
<b>Please confirm if you own or lease the equipment required for Company’s activity</b>	Click or tap here to enter text.
<b>Details on site security of facility for personnel and equipment</b>	Click or tap here to enter text.
<b>Location(s) of proposed Workshop for BHP’s operations</b>	Click or tap here to enter text.
<b>Anticipated local content % in your operation</b>	Click or tap here to enter text.

Confirmation of Interest – prospective Contractor is requested to confirm their company interest and compliance with requirements outlined in this EOI Letter by completing and signing the EOI Response Form.

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## **EOI RESPONSE SUBMISSION REQUIREMENTS**

Prospective Contractors interested in participating in the identification/assessment process must download, complete and sign the EOI Response Forms attached. A legal representative of the Contractor should sign these Forms. The representative's name should also be printed where requested. The electronic version of the Forms are located at <https://www.bhp.com/our-businesses/petroleum/trion/> and submit to the following inbox:

BHP Petroleum  
EOI Shorebase Mexico  
petroleumsuppliers@bhp.com

**Submissions should be made electronically by no later than close of business 5:00 pm (CST) on 18 January 2021.** BHP reserves the right not to accept submissions after this time. Submissions must provide as much detail as possible, including schematics, aerial layouts, equipment list, etc.

Please note that this invitation to submit expression of interest does not constitute a formal request for quotation or proposal, nor is it intended to create any expectations regarding future business dealings between BHP and recipient.

All EOI documents will become and remain BHP's property. BHP shall not be liable in any respect for any costs, damages, charges or expenses incurred by the contractor in relation to preparing or submitting this EOI response. BHP reserves the right to accept or reject any or all EOI submissions that may be received related to the services requested. BHP reserves the right to change the requirements of this EOI, terminate further participation in the EOI process and change or terminate the contracting process at any time.

Thank you in advance for your willingness to respond to this EOI. We look forward to hearing from you. Should you have any questions or issues regarding the process outlined above, please contact the undersigned at [felipe.fa.martin@bhp.com](mailto:felipe.fa.martin@bhp.com)

Sincerely,

Felipe Martin  
Principal Category Management  
BHP