**Technical Questionnaire**

Please submit responses to the following questions listed below. Your submission should be accurate and comprehensive.

1. What is vendor's experience in delivering Pedestal Crane Auxiliary Winches (if any) for the offshore oil and gas industry? If none, any experience in providing hydraulic winches with 30mm rope diameter, 700mm drum diameter and 55m/min drum speed, in general, to any industry? Identify any previous experience with ExxonMobil.
2. What experience does vendor have providing equipment in compliance with Canadian / Canada-Newfoundland and Labrador Offshore Petroleum Board regulations and requirements?
3. What are vendor's typical timelines for delivery of hydraulic Aux winches with classification for BOS 4200 Pedestal Cranes? Provide standard example(s) of experience-based timelines.
4. What are vendor's technical qualifications with respect to scope?
5. What experience does vendor have providing shipping frames in accordance with CAPP Safe Lifting Practice requirements? Confirm that vendor can complete analysis to provide parameters for vessel transfer of all package components and provide shipping frames in accordance with CAPP Safe Lifting Practice requirements.
6. Is the vendor planning to submit a joint venture/partnership/combined response? If so, explain how the organization would be structured including details of key roles, responsibilities, and obligations.
7. What is vendor’s experiences providing materials with DNV certifications and other CA verifications that may be required (i.e. CA witness load testing).