

# **Project Coastal Virginia Offshore Wind**

Supplier/Subcontractor Engagement Information



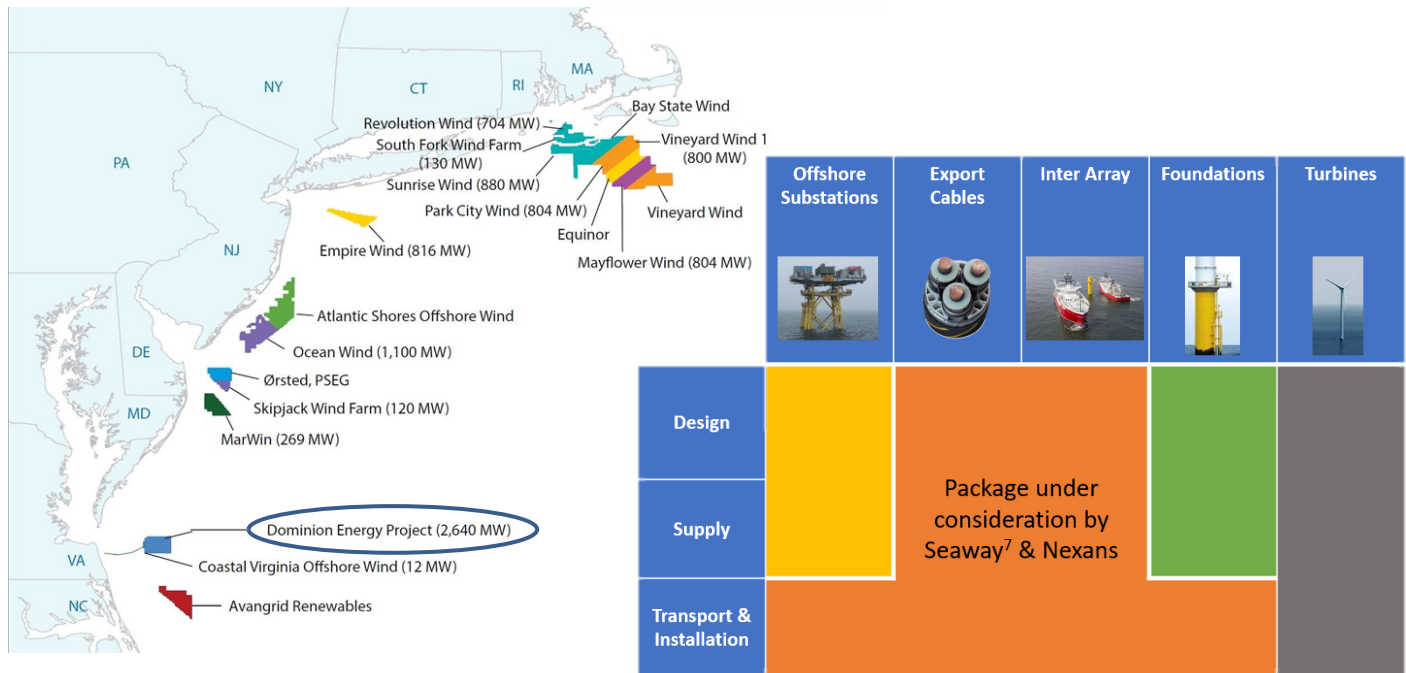
# **Nexans & Seaway<sup>7</sup>**

Dear Sir/Madam,

Nexans is a global player in energy transition. Our purpose: electrify the future. For over a century, Nexans has played a crucial role in the electrification of the planet. With around 25,000 people in 38 countries, the Group is leading the charge to the new world of electrification: safer, sustainable, renewable, decarbonized and accessible to everyone. In 2020, the Group generated 6.5 billion dollars in standard sales. Nexans is a turnkey solution provider of subsea transmission for offshore wind farms by virtue of its submarine cable industrial facilities in Charleston, South Carolina and Halden, Norway, its two laying ships: the C/S Nexans Skagerrak and the CLV Nexans Aurora, its multidisciplinary teams of cable, survey & installation engineers, its project management teams, and its installation teams.

Seaway7, the Renewables business unit of Subsea7, is a highly capable and experienced partner for the delivery of fixed and floating offshore wind farm projects, as well as a provider of specialist heavy lifting and cable installation services. With combined expertise in project management, engineering, procurement, fabrication, heavy lifting, and cable installation services, Seaway7 can deliver these services in a comprehensive array of contractual structures including engineering, procurement, construction, and installation (EPCI), transportation & installation (T&I), and balance of plant (BoP) to our clients in the offshore Renewables sector.

Seaway7 and Nexans are currently tendering as turn-key Contractors for the Coastal Virginia Offshore Wind Project.



If awarded the Project, Nexans and Seaway7 intend to subcontract a portion of their Scope of Work. This letter is intended to contact potential Suppliers/Subcontractors that are interested in working with Seaway7 and Nexans, and wish to participate in one of our Supplier/Subcontractor Days on **Friday, May 7<sup>th</sup> or Tuesday, May 18<sup>th</sup> at 9 - 10:30am EST**. These events will be arranged by the Hampton Roads Alliance and the Virginia Maritime Association to present information about our companies, our potential needs for the Project, and how you can become a supplier/subcontractor to Nexans and/or Seaway7 for this Project and future projects.

Following the Supplier/Subcontractor Days, one-on-one meetings will be arranged for pre-qualified Suppliers/Subcontractors. A formal Request for Quotation (RFQ) will then be issued to qualified Suppliers/Subcontractors.

*Appendix 1* describes the scopes of work that Seaway7 and Nexans are looking for local Suppliers/Subcontractors to fulfill.

*Appendix 2* is a Request for Information (RFI). Local Suppliers/Subcontractors are an important part of our work in connection with this Tender/Project. It is important for Nexans and Seaway7 to have a good overview of potential Suppliers/Subcontractors, and that their capabilities are registered and documented. Seaway7 and Nexans will use the information received to establish a shortlist of Suppliers/Subcontractors that will be invited to one-on-one meetings, where the potential Supplier/Subcontractor can present the services/products they can provide.

If you have any questions related to this letter, please don't hesitate to contact us.

Best regards,

Henning Jørgensen  
Procurement Manager Tendering  
Nexans Norway AS, Oslo, Norway

Mobile + 47 40 22 38 78  
[Henning.jorgensen@nexans.com](mailto:Henning.jorgensen@nexans.com)  
[www.nexans.com](http://www.nexans.com)

The Nexans logo, featuring a stylized red 'N' followed by the word 'Nexans' in black.

**Nexans**  
ELECTRIFY THE FUTURE

Jigar Master  
SCM Manager Category Management  
Seaway7, Houston, TX. USA

Mobile: +1 281-409-8102  
[RenewablesUS.SCM@subsea7.com](mailto:RenewablesUS.SCM@subsea7.com)  
<https://seaway7.com/>

The seaway7 logo, with 'seaway' in blue and '7' in red.

**seaway<sup>7</sup>**

## Appendix 1 – Scope of Work (SoW)

List of potential areas of the scope of work for which we are looking for Local Suppliers/Subcontractors.

### Nexans:

- Supply of concrete mattresses
- Fabrication of small turntables for spare export cables storage
- Surveys (UXO / MEC, Pre-lay Surveys)
- Guard Vessels
- Ocean tugboat
- Crew Transfer Vessels
- Ships Agent
- Diving services
- Logistics services including warehousing & storage
- Local mob/demob at site (laborers)
- Activities related to pull in & jointing operations shore side (winches, operators, labor, support to splicers...)
- Site Security
- Site facilities (Fencing, bunkering, site office/barracks...)
- Site labor (QHSE/site rep)
- QHSE monitoring,
- Protected Species Observers
- PE engineering
- Accommodation for personnel (hotel, motel, hostel)

### Seaway7:

- Supply of concrete mattresses
- Fabrication of cable storage tanks, barge grillage, seafastening, and transition piece covers
- Surveys (UXO / MEC, Pre-lay Surveys)
- Guard Vessels
- Ocean Tugboats
- Crew Transfer Vessels
- Barges
- Outfitting and Cleaning of Transportation Barges
- Local Pilots
- Ships Agent
- Stevedoring Services
- Crane Matting
- Light Towers / Power Generation
- Bunkering
- Waste Management
- MetOcean / Weather Services
- Rigging & Slings
- Non-destructive Testing Services
- Rope Access Services
- Site Security
- Site Facilities (Fencing, bunkering, site office/barracks...)
- Site labor (QHSE/site rep)
- QHSE Monitoring
- Protected Species Observers
- PE Engineering
- Stewarding / Catering Services
- Accommodation for personnel (hotel, motel, hostel)

## Appendix 2 – Request for Information

### Interest in SoW

- 1) Is your company interested in bidding on any of the areas outlined in the SoW above?
- 2) Capacity/Availability: Please confirm that you have capacity/availability of tools, solutions, fabrication, vessels and personnel to perform firm SoW and potential optional SoW.
- 3) Vessel(s): (If any)
  - Please name and describe the vessel(s) you intend to use for the different operations (if any). Please include vessel data sheets.
  - Typical crew onboard the vessel(s) (total size of crew, number of crew members within each discipline/role).
- 4) Tools/Equipment: Please describe the tools/equipment you intend to use for the different operations. Please include data sheets.
- 5) Fabrication: Do you have a quayside facility? If yes, detail quayside characteristics; fabrication capabilities.
- 6) Reference Projects: Please include a detailed list of relevant and similar project deliveries. Name of client, project name, year and SoW should be included.
- 7) Any ISO (International Organization for Standardization) qualifications or similar.
- 8) Any other relevant information, including capabilities not listed in SoW, that Nexans and Seaway7 should be made aware of.

### Suppliers Diversity

Seaway7 and Nexans recognize and value the importance of supplier diversity and participation. We wish to encourage not only local businesses, but also companies that meet one or more of the classifications for Diverse Suppliers. We will make good faith efforts to award part of our subcontracting needs to Diverse Suppliers and provide practicable opportunities for capable suppliers to participate in any subcontracted work awarded by Nexans or Seaway7.

Please provide us with self-certification and/or third-party certification if your company falls under one the following classifications.

All of the following classifications are included and defined as Diverse Suppliers. All Suppliers shall provide a self-certification and/or current third 3rd party certification (required for HUBZone only) per the definitions below.

- **Minority-Owned Business (MO)** A minority-owned business (may be large or small) is defined as a business that is owned, managed and controlled 51% or more by one or more African Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, and Asian-Indian Americans, or other ethnic minority.
- **Woman-Owned Business (WO)** A woman-owned business (may be large or small) is defined as a business that is owned, managed and controlled 51% or more by one or more women.
- **Veteran-Owned Business (VO)** A veteran-owned business (may be large or small) is defined as a business that is owned, managed and controlled 51% or more by one or more veterans.
- **Service-Disabled Veteran-Owned Business (SDV)** A service-disabled veteran-owned business (may be large or small) is defined as a business that is owned, managed and controlled 51% or more by one or more individuals with a service-connected disability.

- **HUBZone Business (HZ)** A HUBZone business is defined as a business operating in a historically underutilized business zone where at least 35% of employees live within the HUBZone.
- **Small Disadvantaged Business (SDB)** A Small Disadvantaged Business is defined as a business that is owned, managed and controlled 51% or more by one or more individuals who are both socially and economically disadvantaged.
- **Disability-Owned Business Enterprise (DOBE)** A disability-owned business is defined as a business that is 51% owned, operated, managed, and controlled by a person(s) with a disability.
- **LGBT-Owned Business Enterprise (LGBT)** A LGBT-owned business is defined as a business that is at least 51% owned, operated, managed, and controlled by an LGBT person or persons who are either U.S citizens or lawful permanent residents.