



Enhanced Oil Recovery Institute

Improved Oil Recovery Field Pilots
Specific to Cretaceous, Permian, Pennsylvanian, and Mississippian Sandstone Reservoirs

REQUEST FOR PROPOSALS EORI-2023-10-16

Issued By:

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Additional copies of this solicitation are available from
the Enhanced Oil Recovery Institute website at
<https://www.eoriwyoming.org/request-for-proposal/>

This program is subject to the Civil Rights Act of 1964, the Wyoming Fair Employment Practices Act (Wyo. Stat. Ann. §§ 27-9-101 - 106), the Americans with Disabilities Act, 42 U.S.C. § 12101 - 12213, and the Age Discrimination Act of 1975, 42 U.S.C. § 6101 - 6107, and any rules or regulations promulgated under these state and federal anti-discrimination statutes. Funding recipients shall not discriminate against any individual on the grounds of age, sex, sexual orientation, creed, color, race, religion, national origin, ancestry, pregnancy, or disability in connection with funding under this Request for Proposals.

1. INTRODUCTION AND EXECUTIVE SUMMARY

The Mission and focus of the Enhanced Oil Recovery Institute (EORI) is to facilitate meaningful, measurable, and economically viable solutions to increase recoverable reserves and production of oil and natural gas in Wyoming that may otherwise not be realized. The Enhanced Oil Recovery Institute is Wyoming's only institution devoted to improving and enhancing recovery of hydrocarbons to minimize stranded, unproduced oil and gas in Wyoming fields.

EORI desires to work with operators of Wyoming fields to assist in the implementation of new, pilot-scale IOR techniques or processes specifically focused improving oil recovery of primary or secondary floods in Cretaceous, Permian, Pennsylvanian, and Mississippian sandstone reservoirs (including Sussex, Shannon, Muddy, Phosphoria/Tensleep, Minnelusa, etc.).

2. SPECIFICATIONS AND SCOPE OF WORK

A. Purpose and Area of Interest

The purpose of this RFP is to solicit proposals from operators of Wyoming oil fields to implement pilot-scale improved oil recovery (IOR) treatments or floods in Cretaceous, Mississippian, Pennsylvanian, and/or Permian sandstone reservoirs with technical and financial assistance from EORI.

1. For this RFP, IOR refers to improving primary and secondary recovery, well stimulation, acidizing, conformance and sweep improvements, clay stabilization, etc.
2. This RFP does not include any process targeting a reduction in residual oil saturation such as CO₂ floods, surfactant floods, miscible injectants, etc.
3. Examples of specific IOR processes of interest to EORI include polymer augmented flooding to overcome adverse mobility ratios and high permeability variations in reservoir layers or chemical treatments to reduce the impact of reactive clays on well injectivity.

B. Proposal Components

The proposal should address the following items.

1. **Company Summary:** Provide a summary of the Company, operation locations, and point of contact.
2. **Field Overview:** Provide an overview of the field where the proposed pilot-scale flood would be implemented. The Field Overview should contain:
 - a. A map showing the location of the field within the State.
 - b. A field cross-section.
 - c. A brief history of the field that includes a timeline of major events such as discovery, changes in ownership.
 - d. A description of any previously implemented improved recovery techniques along with a plot of field historical production.
 - e. A description of the reservoir and fluid properties (depth, temperature, OOIP, gravity, porosity, permeability, etc.).
3. **Pilot description:** Provide a description of the proposed chemical injection pilot.
 - a. Which wells will be involved in the pilot?
 - b. What company will be providing the chemical?
 - c. What are the planned chemical injection volumes?

- d. What will be the length of the pilot?
 - e. What data will be collected pre-pilot, during pilot, and post-injection?
 - f. Describe how pilot success will be measured.
4. **Pilot Costs and Economics:** Provide an economic evaluation of proposed pilot including:
- a. Any company capital investments for the proposed pilot.
 - b. Expected operating costs (chemical, polymer, water handling, etc.).
 - c. Total pilot cost.
 - d. Expected revenue based on a \$70/bbl flat oil price.
 - e. Economic analysis such as payout time, ROR, NPV, etc.
5. **Deliverables:** Provide a list of items that will be delivered to EORI at the end (or other identified times) of the project, including, but not limited to:
- a. Digital copy of final report(s).
 - b. Digital version of data collected.

3. FUNDING AND PROJECT PERIOD

A. Total Funding and Timing of Funding

1. EORI expects to offer up to three awards, up to \$200,000 each.
 - a. EORI will contribute 1/3 of the operational costs associated with the field pilot; up to \$200,000 per pilot project.
 - Capital expenditures are not covered with funding from EORI.
 - b. Fifty percent of the EORI funding will be given at the beginning of the project, 25% at the end of the fieldwork, and the final 25% when all the deliverables and reporting requirements are met.

B. Project Period

1. The project period is negotiable with EORI but would typically be six months of fieldwork and data collection followed by three months to prepare and deliver the final report and data. Agreement to project timelines by all parties for completing the proposed work is required.

4. REPORTING REQUIREMENTS

A. Final Report

1. A final report will be required in which the project will be discussed, data and interpretations will be presented in plots or other graphics, its learnings will be summarized, and any conclusions stated.
2. EORI is mandated to disseminate results to the oil and gas community at large and transfer learnings to other operators. Although not required, EORI prefers collaborating with the field operator to devise a plan to effectively share results, which may include participation in technology transfer opportunities.

B. Data Package

1. Data collected during the execution of the pilot will be delivered to EORI as a digital

data package.

C. Timing

1. The final report and data package will be due three months after the end of the field work and field data collection is complete.

5. APPLICANT ELIGIBILITY

Participation in this program is open to companies, organizations, and individuals that are able to undertake such an engagement. The pilot must be done in a Wyoming field.

6. RFP Q&A (QUESTIONS AND ANSWERS)

If you have questions regarding this solicitation or if you need more information, please email Eric Robertson at eric.robertson@uwyo.edu with "IOR Field Pilot" in the subject line.

7. SCREENING AND EVALUATION PROCESS

A. Initial Screening of Proposals

The Enhanced Oil Recovery Institute will screen all submissions prior to official review to ensure completeness and compliance with the requirements of this solicitation. Those submissions that do not comply, or are otherwise deemed to be non-responsive, will be returned to the applicant with an explanation of the submission's deficiencies. Applicants may be contacted directly if the Enhanced Oil Recovery Institute requires clarification or more information.

B. Evaluation Criteria for Official Review

Submissions will be evaluated according to the equally weighted criteria described below:

1. Applicant's qualifications, experience, demonstrated capabilities, understanding of requirements, and references.
2. The suitability of the proposal to fulfill the requirements.
3. Responsiveness – The degree to which the applicant has responded to the purpose and scope of the specifications, the flexibility to meet the needs of the request, conformance in all material respects to this request for proposals, etc.
4. Responsibility – The applicant has the capability to perform fully the contract requirements, and the moral and business integrity and reliability which will assure good faith performance as required.
5. Compliance - Compliance with all state and federal entities that govern business operations; including, but not limited to, maintaining sufficient general liability insurance, possessing good standing with the applicant's respective Secretary of State, and having no indictments or convictions resulting in suspension and debarment for federal funding.
6. Applicability of the proposal to multiple operators and/or reservoirs.

The Enhanced Oil Recovery Institute will rank the submissions according to these guidelines. The Enhanced Oil Recovery Institute reserves the right, without limitation or

qualification, to consider any other criteria or factors deemed relevant to providing the best services.

NOTE: Decisions of the Enhanced Oil Recovery Institute are final and are not subject to appeal.

C. Applicant Notification

All applicants will be notified by email regarding the outcome of the evaluation process and final project selections by the dates indicated in Section 8, "Dates."

8. DATES

All dates and times are Mountain Time and are subject to change at the sole discretion of the Enhanced Oil Recovery Institute. Proposals received after the time and date specified will not be considered.

Issue Date: 16 Oct 2023
Closing Date: 15 Dec 2023
Final Project Selection: 31 Jan 2024

9. RIGHTS AND DISCLAIMERS

The Enhanced Oil Recovery Institute reserves the right, without limitation or qualification and at its sole discretion, to terminate this solicitation process at any time. The Enhanced Oil Recovery Institute reserves the right, without limitation or qualification, to reject any submission at any part of this solicitation process. All decisions made by the Enhanced Oil Recovery Institute are not subject to appeal.

10. SUBMITTAL INFORMATION

All costs incurred in the preparation and presentations of the submission are the applicant's sole responsibility. All documentation submitted will become the property of the Enhanced Oil Recovery Institute.

A. Submission method

1. Submit proposals via email to Eric Robertson at: eric.robertson@uwyo.edu. The subject line of the email should read "IOR Field Pilot - [Company Name]". A confirmation email acknowledging receipt of the proposal will be sent by the Enhanced Oil Recovery Institute after receiving the submission. The submission time and date will be based on the timestamp of the proposal submission email.
2. Please use the following format for naming files:
IOR Field Pilot_Year_[Company Name]_[Submitter Last Name]_[File Description]

Example 1: "IOR Field Pilot_2023_ABC Consulting_Smith_Proposal.pdf"

Example 2: "IOR Field Pilot_2023_ABC Consulting_Smith_Confidential Attachment.pdf"

B. Confidentiality

The applicant shall clearly identify all information that is considered confidential (Wyoming Public Records Act, W.S. 16-4-201 through 16-4-205). Identify each confidential page with "CONFIDENTIAL" in capital bold letters centered at the bottom of each page and preface each line that is confidential with an asterisk (*). Information not clearly marked may be considered public information. Proposal information is restricted and not publicly available until after award.

C. Submission Preparation

All submissions must contain each of the following using standard letter format (8.5" x 11") of no less than 11 pt. font text and single line spacing with 1-inch margins. Proposals that do not meet these requirements may be rejected.

1. **Signature Page:** Signed by the proper official.
2. **Project Plan and Discussion:**
 - a. Detailed project plan that specifically addresses the items in "Scope of Work."
 - b. Based on the mission of EORI, include a statement describing the keys benefits for the State of Wyoming that will result from the proposed work.
3. **Scope of Work and Deliverables.**
4. **Budget Estimate:** Detailed budget information to complete the Scope of Work. Cost breakdown of all materials and services for the project period; including staff name, respective hourly rate, and estimated working hours. Note: The Enhanced Oil Recovery Institute reserves the right to negotiate the budget in good faith with the applicant.
5. **Project Timeline and Schedule.**
6. **Milestones:** Full description of how the project will be managed and structured to judge the successful achievement of critical milestones. The proposed milestones must be measurable and must reflect progress towards the achievement of the objectives of the project in fulfillment of the overarching aim of this RFP.
7. **Proprietary and Confidential Information** (if applicable - separate attachment). Identification through an asterisk at the beginning of each line, and disclosure of all information that the Applicant deems proprietary and confidential, including notation at the top of each page of the attachment. The entire proposal is considered a public record, however, financial and commercial information provided by the business is exempt from disclosure to the extent permitted by Wyoming Statute 16-4-203(d)(v).
8. **Project Management Organizational Chart:** A project management organizational chart should be included that clearly shows the relationships between all project entities, the names of the contributors to the project, a brief description of the roles and responsibilities of each project team member/entity, and how the project will report to the Enhanced Oil Recovery Institute to assure fulfillment of project deliverables.
9. **Appendix:** An appendix that includes:
 - a. Company profile to include specific experience (background, qualifications, etc.). Total maximum 1 page
 - b. Any associated organizations that would be involved in providing services. Total maximum 1 page.
 - c. Declaration of any real or perceived conflicts of interest (for each conflict describe the nature of the conflict including all relevant parties and the relationship between parties.) Total maximum 1 page.

SIGNATURE PAGE

The undersigned agrees to provide a proposal to provide services according to the Scope of Work.

By submission, the applicant certifies:

- Prices in this submission have been arrived at independently, without consultation, communication, or agreement for the purpose of restricting competition.
- No attempt has been made nor will be by the applicant to induce any other person or firm to submit a proposal for the purpose of restricting competition.
- The person signing this submission certifies that he/she is authorized to represent the company and is legally responsible for the decision as to the price and supporting documentation provided as a result of this solicitation.
- The applicant will comply with all Federal regulations, policies, guidelines, and requirements, as applicable.
- The prices in this proposal have not been knowingly disclosed by the applicant and will not be disclosed to any other applicant prior to the award.
- Direct purchases of material by the State of Wyoming are exempt from Wyoming Sales or Use Tax. The undersigned certifies that no Federal, State, County or Municipal tax will be added to the above quoted prices.
- Terms: Net 45; (Wyoming Statute § 16-6-602)
- The undersigned certifies and agrees that this request for proposals is submitted in accordance with all applicable Wyoming laws.
- The undersigned certifies and agrees that this request for proposals is submitted in accordance with all applicable Federal regulations.
- By signing below, the applicant certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency in accordance with 2 CFR Part 180.

Fill in completely.

(COMPANY NAME OF APPLICANT)

(PO BOX / STREET ADDRESS)

(TELEPHONE NUMBER)

(CITY, STATE, AND ZIP CODE)

(OFFICIAL REPRESENTATIVE NAME)

(AUTHORIZED SIGNATURE) required

(E-MAIL ADDRESS)

(DATE)

Verification

I certify under penalty of perjury, that I am a responsible official (as identified above) for the business entity described above as applicant, that I have personally examined and am familiar with the information submitted in this disclosure and any attachments, and that the information is true, accurate, and complete.