



**HeliOffshore**  
*Safety Through Collaboration*



# HeliOffshore Competition Guidelines

## Do's

Stop a discussion or leave a meeting if you consider there is a risk of violating any of the "don'ts".  
Have your departure minuted.

Record any steps you take to ensure compliance with competition rules.

Take down written minutes of HeliOffshore discussions and presentations.

Seek independent legal advice if you are at any time unsure on how to apply these rules.

If HeliOffshore proposes to collect any confidential information for the purposes of benchmarking or standard setting, ensure that all of the following are complied with:

- The collection is managed by HeliOffshore or another third party and no information is exchanged directly among the members;
- The information or data provided by members is historical in nature and marked and treated as "Private & Confidential";
- The information disseminated is sufficiently aggregated taking into account all relevant factors (e.g., the number of participants) such that it would not allow recipients to identify the source of the information;
- That the information is treated by HeliOffshore as confidential and not disclosed in a form which identifies the information as your information.

## Don'ts

Discuss, give to, or receive from any other members of HeliOffshore, whether before, during or after a meeting or presentation, any information, documents or material concerning or including, but not limited to, details of:

- The prices at which products or services are purchased or supplied;
- The level of discounts received or offered

Under any circumstances, reach any agreement whatsoever relating to price-fixing, market sharing, territorial divisions of the market or customer sharing with another member of HeliOffshore at any time before, during or after any HeliOffshore meeting or as a result of any recommendation or decision made by HeliOffshore to its members.

Do anything to seek to influence the commercial conduct of a competitor (other than through your normal commercial activities).

Submit information for collation and dissemination if the individual positions could be worked out from apparently aggregated information.

Limit your own commercial freedom of action through discussions with your competitors, especially if you operate in a market where there are only a few major players.

## Do's

### Safety Climate – Value Based Procurement

Have a generic, high level discussion on the inter-relationship between safety, cost, and long-term value.

Seek to influence the general approach to procurement, by discussing principles that support safety outcomes.

## Don'ts

Talk about price rises, suggested pricing, or a united front on price.

Don't agree specific pricing, approaches to customers, or contractual terms and conditions.

## Standards

Standards should be focused on enhanced safety outcomes, fostering innovation, reducing complexity, and collaborating to improve the products and services for customer

Engage in constructive discussion on how safety standards can be improved, and technological developments can be achieved.

Promote better safety standards and encourage collaboration in key focus areas.

Include all stakeholders, participation should be unrestricted.

Procedures for adopting standards are transparent.

HeliOffshore does not set mandatory standards - the responsibility for setting and enforcing standards rests with customers (on a contractual basis) and regulators.

Do not agree pricing for new technologies.

HeliOffshore supported areas do not become the only areas for competition and innovation on safety features.

Don't collude to stop development of improvements, or not implement standards.

## Safety Investment

Do work with customers in an open and transparent manner.

Don't discuss price to customers for services and features provided.

BREACH OF COMPETITION LAW CAN HAPPEN NOT JUST DURING THE WORKSHOP, BUT ALSO DURING DINNER OR ANY OTHER SOCIAL EVENT