HeliOffshore

Competition

Guidelines
<table>
<thead>
<tr>
<th>DON'TS</th>
<th>DO'S</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Do not disclose in a form which identifies the information as your own. \n  • That the information is treated by HeliOffshore as confidential and not disclosed in a form which identifies the source of the information; \n  • If would not allow recipients to identify the source of the information; \n  • The information disseminated is sufficiently aggregated, taking into account all relevant factors (e.g., the number of participants) such that no information is exchanged directly among the members; \n  • The information or data provided by members is historical in nature and marked and treated as &quot;Private &amp; Confidential&quot;; \n  • The information disseminated is sufficiently aggregated, taking into account all relevant factors (e.g., the number of participants) such that no information is exchanged directly among the members; \n  • The information or data provided by members is historical in nature and marked and treated as &quot;Private &amp; Confidential&quot;;</td>
<td>• Submit information for collation and dissemination if the individual positions could be worked out from apparently aggregated information. \n  • Support independent legal advice if you are at any time unsure on how to apply these rules. \n  • Seek independent legal advice if you are at any time unsure on how to apply these rules.</td>
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### Safety Investment

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<th><strong>DO</strong></th>
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<td>Seek to influence the general approach to procurement by discussing principles that support safety outcomes.</td>
<td>Don’t agree specific pricing or contractual terms and conditions.</td>
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<td>Talk about price rises, suggested pricing, or a united front on price.</td>
<td><strong>Safety Climate – Value Based Procurement</strong></td>
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#### DON'Ts

- Agree specific pricing, approaches to customers, or contractual terms and conditions.
- Seek the general approach to procurement by discussing principles that support safety outcomes.
- Talk about price rises, suggested pricing, or a united front on price.

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

- Don’t discuss price to customers for services and features provided.
- Do work with customers in an open and transparent manner.

**Standards**

- Safety standards should be focused on enhanced safety outcomes, fostering innovation, reducing complexity, and collaborating to improve the products and services for customers.

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

**Procedures for adopting standards are transparent.**

- Don’t collude to stop development of improvements, or not implement standards.
- Include all stakeholders’ participation should be unrestricted.

- Programs for constructive discussion on how safety standards can be improved.
- Engage in constructive discussion on how safety standards can be improved.
- Do not agree pricing for new technologies.

- HeliOffshore does not become the only areas for competition and innovation on safety features.
- Include all stakeholders, participation should be unrestricted.

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

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

**Involve all stakeholders, participation should be unrestricted.**

**Do not agree to stop development of improvements, or not implement standards.**

**Procedures for adopting standards are transparent.**

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

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