



H W Martin Safety Fencing Limited

Collaborative Working Policy

H W Martin Safety Fencing Limited recognise that organisations who work collaboratively can deliver better value than those who work alone, and the importance of working closely with selected parties to bring added value benefits to our customers, our partners and The Martin Group of Companies.

This policy provides for an embedded, structured collaborative working framework to develop and continually review our working relationships with clients, suppliers and joint venture partners, to identify and develop opportunities to work collaboratively and create mutually beneficial value for all parties including enhanced efficiency, service delivery, innovation and competitiveness.

The Martin Group recognise that:

- collaboration is an evolving concept and practice that involves the alignment of culture, objectives, and skills, integrating processes and teams to drive out waste, deliver innovation value and efficiency;
- effective collaborative working is not achieved by adopting a 'one-size-fits-all' approach, and that each opportunity for collaboration must be tailored to match the expectations from that relationship;
- different situations benefit from different degrees of collaborative working; and
- adoption of a collaborative approach needs to be 'business as usual' for all of our people.

Each relationship is different and specific objectives will be established and incorporated within the Relationship Management Plan (RMP) for each one.

The plans, processes and tools of H W Martin Safety Fencing Limited for Collaborative Working reflect the requirements of ISO 44001 Collaborative Business Relationships' and facilitate development of appropriate collaborative relationships in a consistent manner to bring about best results.

H W Martin Safety Fencing Limited will measure, monitor, review and continually improve the effectiveness of this policy and its plans and processes on an annual basis, in accordance with its performance management process.

Responsibility for developing this policy, implementation of the collaborative business relationship management system and review of the organisations collaborative working performance is held by the Director (SER).

Nick Dybeck
Director