



## 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. The importance of working closely with stakeholders to integrate relationships and harness the benefits of value creation and risk reduction to our customers, our partners and The Martin Group of Companies is invaluable.

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 health safety and wellbeing, efficiency, service delivery, innovation and competitiveness.

H W Martin Safety Fencing Limited recognise that:

- Effective collaboration 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 culturally embedded as the core principle for our organisation.

The processes, vision and values 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 SER.

A handwritten signature in black ink, appearing to read "Steve Smiley". The signature is stylized and includes a horizontal line underneath.

**Steve Smiley**  
**National Operations Manager**