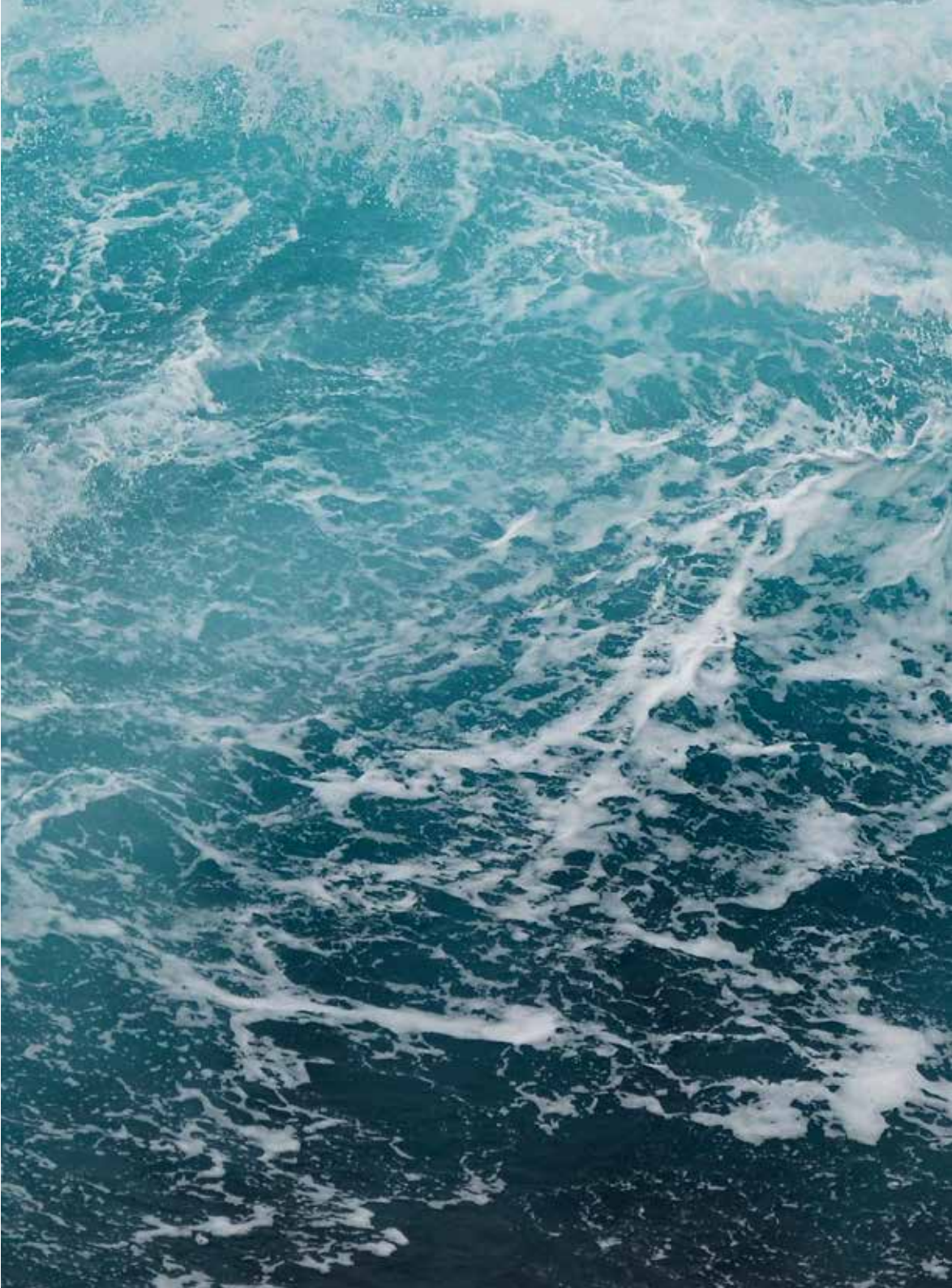




**One safety solution.
One global partner.**

Complexity

It's the reason safety compliance can be so costly, time-consuming and, let's face it: a risk to your ability to operate.



Simplified

A VIKING Offshore Safety Agreement offers everything you need to say goodbye to complexity forever.

Put it in place. Then add to it what you need, when you need it.

Your business is changing

The last thing you need is a rigid safety servicing contract that either can't be changed, or costs too much to adjust.



We change with you

Now just one agreement can gradually be expanded to cover all of your evolving safety equipment and servicing needs.

Start with a comprehensive VIKING Offshore Safety Agreement or simply add vessels, offshore installations and safety products as needed.

It's a uniquely customizable concept that covers almost all offshore products, brands and services in a variety of predictable, fixed-price structures. And it ensures you know exactly:

- What you get
- How much it will cost
- How you can change your contract underway

Instant advantages

- **Safeguard** your crew through consistently high product and servicing quality.
- **Get** fixed, predictable prices around the world.
- **Save** time and administration.
- **Reduce** onshore base logistics via single-point, multi-task servicing.
- **Avoid** risk with extra contract flexibility and top-notch compliance documentation.
- **Optimize** cashflow with contracts that don't start charging you until products or services are delivered.

Why choose **VIKING** as your global safety partner?



1 The Most Trusted Supplier

98% of VIKING customers buy VIKING again.
More than 8 out of 10 actively recommend us.

2 The world's best-made products

Our insistence on quality makes a difference to safety, durability and the costs of servicing.

3 An integrated servicing network

We won't show you long lists of service stations, many of which can't provide what you need. Instead, VIKING-owned service stations around the world offer fully equipped, fully integrated capabilities.

4 Unbeatable product and service packages

We have a solution for everyone. We have all the products and services you'll need – and we can deliver them reliably and cost-effectively.

5 Not just another business

VIKING is a family-owned company. We're not driven by short-term gains or investor priorities. Instead, we do everything we can to promote safety and strengthen your business for years to come. And that's good for everyone.

95%

- renew their Offshore Safety Agreement.

8/10

- of offshore asset owners and operators recommend VIKING.

70%

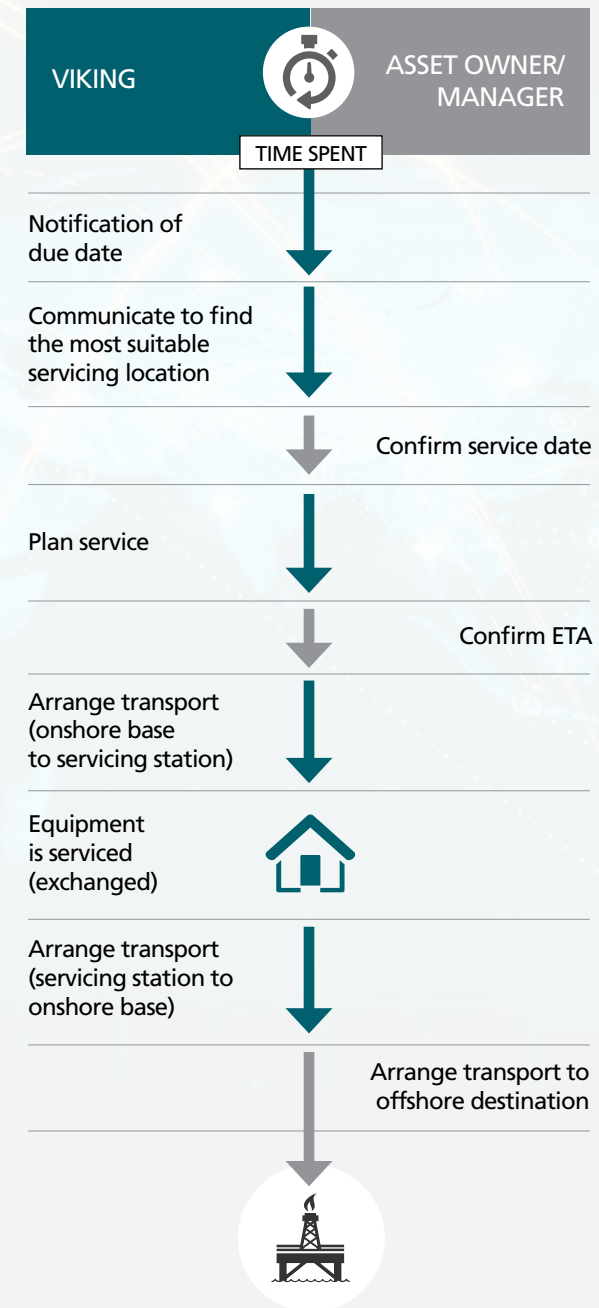
- expand their Offshore Safety Agreement during the first two years.

9/10

- of customers rate VIKING as professional and service-minded.



Move 70% of your service coordination to VIKING!



Nothing works as **smoothly and efficiently** as the VIKING network

Supporting your efficiency

Looking for a quick, efficient turnaround? Then the last thing you want is to discover your supplier's list of service stations can't live up to its promises.

260 VIKING-certified and owned service stations around the world offer fully equipped, fully integrated capabilities.

Local planners with state-of-the-art tools

An expert planner who knows your business will be your dedicated contact person for servicing bookings and follow-up.



There's extra peace of mind, too, in knowing they'll be using the most advanced global service booking and monitoring system in the industry with flexible notification terms.

Smarter logistics

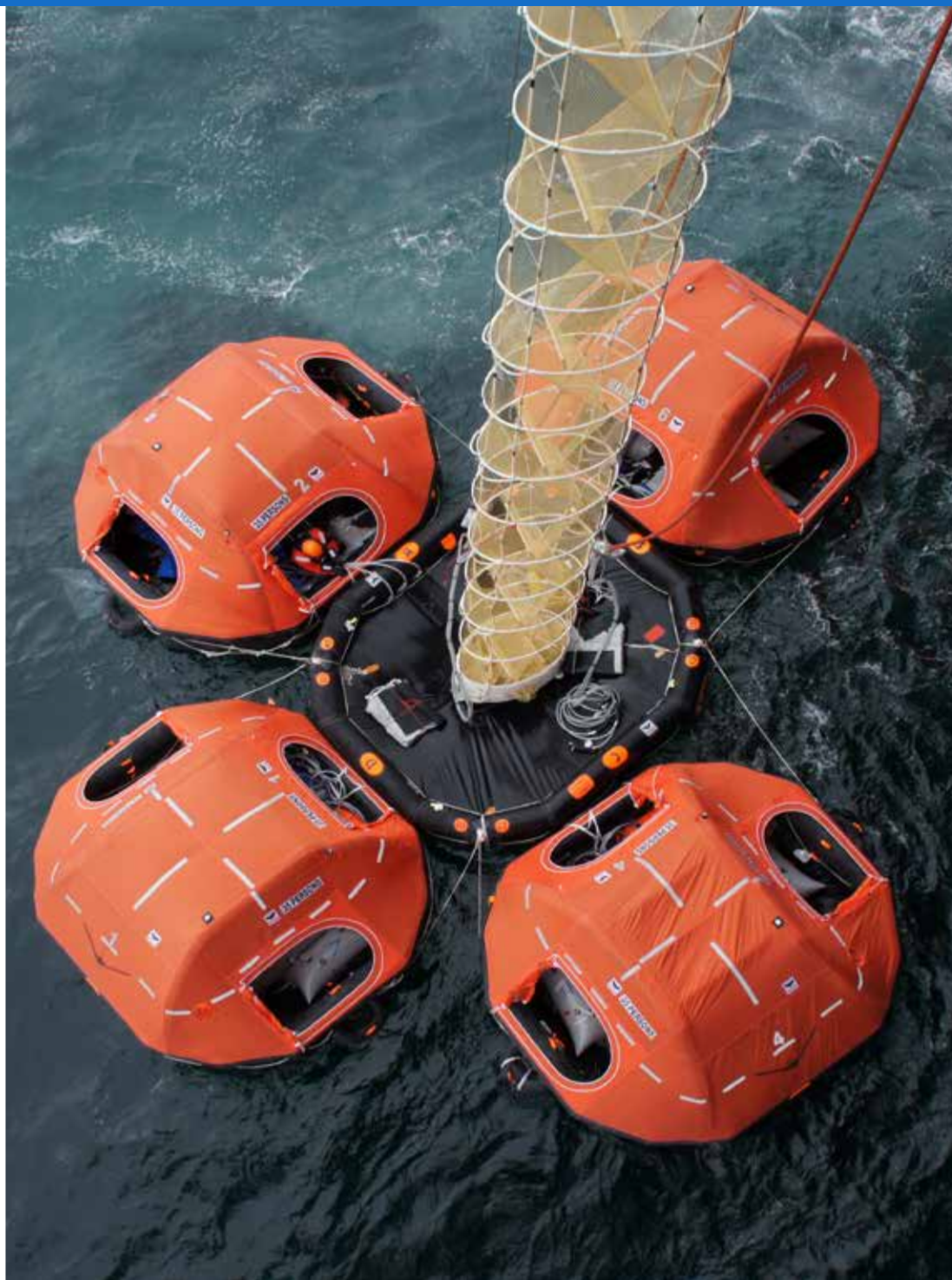
- **Minimize** administration with a single, local point of contact available 24/7 - direct from VIKING.
- **Ensure** smooth service notifications with VIKING's cutting-edge booking system.
- **Avoid** unexpected costs via fixed-price supply and/or service agreements.
- **Save** on extra transportation costs via VIKING's integrated service stations and worldwide stock points.



Know your servicing costs

Experience shows that servicing costs for offshore evacuation systems and liferafts can vary greatly over the equipment's lifetime. Achieving cost predictability, therefore, is key to avoiding cost overruns.

There's more money and time to be saved, too, by simultaneously servicing other safety equipment while you're there - all under one agreement.



More choices than ever

Simply choose among our **Fixed Price** options to make worries about service due dates, multiple vendor planning and fluctuating servicing costs a thing of the past.

For throw-overboard or davit-launched liferafts, **VIKING Exchange** combines a fixed annual fee with instant turnaround. Special exchange agreements can also be made for liferafts integrated with offshore evacuation systems.

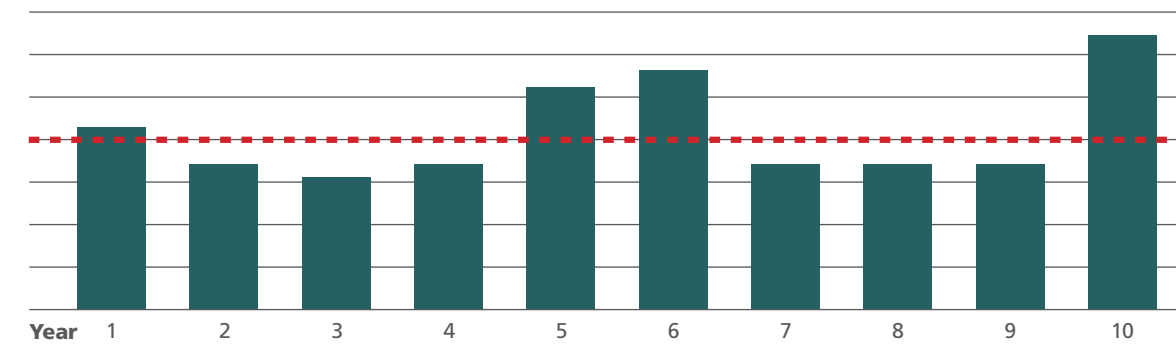
Liferafts due for servicing are picked up at the onshore base, and ready-serviced products are delivered from an exchange pool in simple, time-saving transactions.

Alternatively, **VIKING Managed Service** covers all your multi-brand servicing needs from a single, local point of contact - at competitive pricing.

Instant advantages

- **Consolidate** evacuation systems and liferafts with other safety equipment under one contract.
- **Save** time and costs via streamlined supply and service agreement options.
- **Retain** the freedom to adjust contract terms whenever you need to.
- **Ensure** full control of invoiced service costs.

Servicing costs



Annual servicing costs for offshore evacuation systems can vary greatly – making detailed, accurate budgeting quite a challenge.

	Liferafts
Fixed Price Service	✓
Fixed Price Exchange*	✓
Managed Service at day-to-day prices	✓





Timing is everything

When it comes to liferaft servicing, internal handling takes up a major share of costs and administration.

In some circumstances, extended service interval liferafts, which can be easier to service on board, may be a better choice. We can help you determine the right mix of standard or extended service interval liferafts to optimize servicing efficiency and reduce costs.

Maximum flexibility

With a VIKING Offshore Safety Agreement, you can have both liferaft types - varying the ratio whenever you need to. We've even ensured they share the same packaging and rack mounts to make swapping them as easy as can be!



Mix and match liferaft types and service options

Here are your options:

- Standard liferafts on all installations and vessels
- Liferafts with extended service intervals on all installations and vessels
- A combination of standard and extended interval liferafts where appropriate

	Fixed Price Service	Fixed Price Exchange	Managed Service at day-to-day prices
Standard liferafts	✓	✓	✓
Liferafts with extended service intervals (VIKING S30)	✓	✓	✓
A combination of standard and extended interval liferafts	✓	✓	✓

Worth knowing about extended service interval liferafts

- **Resources are required** for onboard/on site testing every 12 months.
- **No service extensions** are allowed by the IMO, so careful planning is essential.
- **Not all flag states** accept liferafts with extended service intervals.

Instant advantages

If extended service interval liferafts suit your needs, VIKING S30 liferafts have all the advantages:

- **Proven** track record with more than 10 years of experience with extended service interval liferafts.
- **More** flag state approvals than any other brand.
- **Avoid** extra transport costs thanks to better service network coverage.
- **Same** packaging and rack/ramp mounts.
- **No** computer or electrical outlet is required with VIKING's unique testing system – so no special ATEX approval is needed.



Personal Protective Equipment



Fire Fighting Equipment



Life Saving Appliances



Pyrotechnics



Round-the-clock compliance

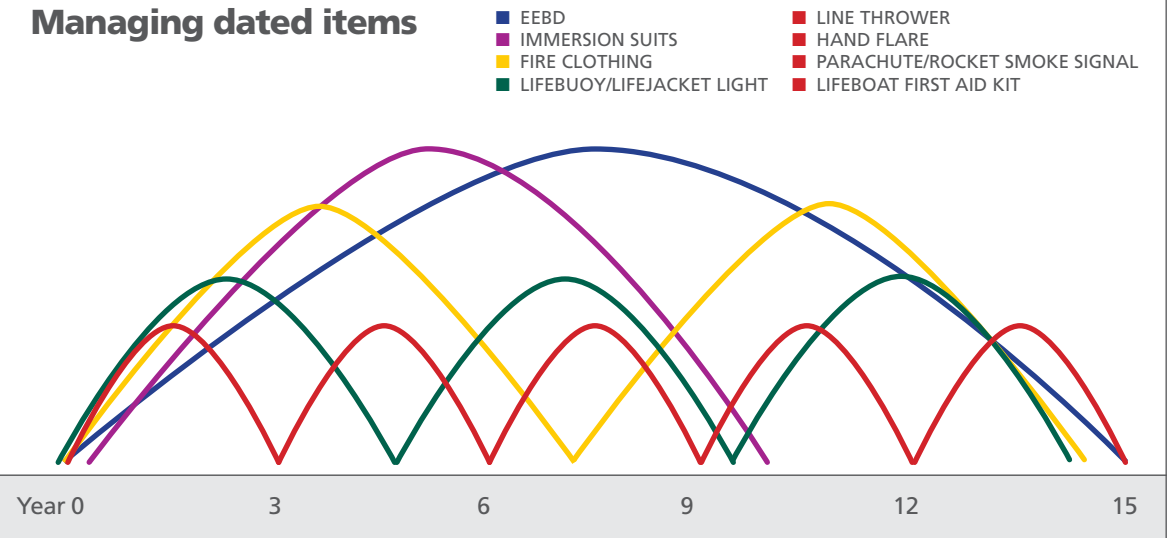
Essential safety products on demand

For your existing assets and for newbuilds, a VIKING Offshore Safety Agreement saves on logistics by ensuring the ready availability of over 50 products in pre-determined ports – at fixed prices and with consistently high quality.

Instant advantages

- **Minimize** the time and costs of achieving optimal, compliant safety.
- **Ensure** products are of the right quality - and live up to regulations.
- **Avoid** paying too much for essential safety products when you need them here and now.
- **Ensure** maintenance is carried out in line with industry standards and regulations.

Managing dated items



Combining the supply and servicing of safety equipment makes it easier to keep track of the servicing status and relevant due dates.

Successfully managing the mandatory replacement of dated safety equipment with full compliance is crucial to any offshore asset owners or operator's ability to operate.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day-to-day prices	Global product supply at fixed prices
Life saving appliances				✓



More choices in protective clothing

VIKING has one of the industry's widest ranges of protective clothing for offshore crew, all supported by our global network of servicing stations.

Our high level of quality means you can rest assured knowing your gear is always correctly serviced, thoroughly tested, compliant and fully operational.



Globally consistent service you can trust

Fixed Price Service

With attractive day-to-day rates, Fixed Price Service is offered for inflatable lifejackets, immersion, anti-exposure and work suits.

Arranging for your protective gear to be serviced along with other safety equipment, such as liferafts, minimizes handling, logistics and overtime costs.

Immersion Suit Exchange

VIKING Immersion Suit Exchange is an alternative choice for operators who aim to completely avoid the hassles and potential cost-fluctuations of servicing.

With Immersion Suit Exchange, suits bound for periodical servicing are simply swapped with serviced products directly at base, for a fixed fee per unit. No hidden costs, no risks, no waiting.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day- to-day prices	Global product supply at fixed prices
Immersion suits	✓	✓	✓	✓
Anti-exposure and work suits	✓		✓	✓
Lifejackets	✓		✓	✓

Instant advantages

- **Safeguard** your crew through consistently high product and servicing quality.
- **Ensure** on-time, quality service with the right spare parts - straight from the manufacturer.
- **Eliminate** hidden or fluctuating costs.
- **Avoid** condemnations and ad hoc servicing costs.
- **Save** time locating and negotiating local service.
- **Benefit** from the expertise of VIKING planners from notification to invoice control.
- **Stay** compliant round-the clock with airtight packed suits and full documentation.



Complete service of major safety components



Hooks



Winches



Davits



Lifeboats

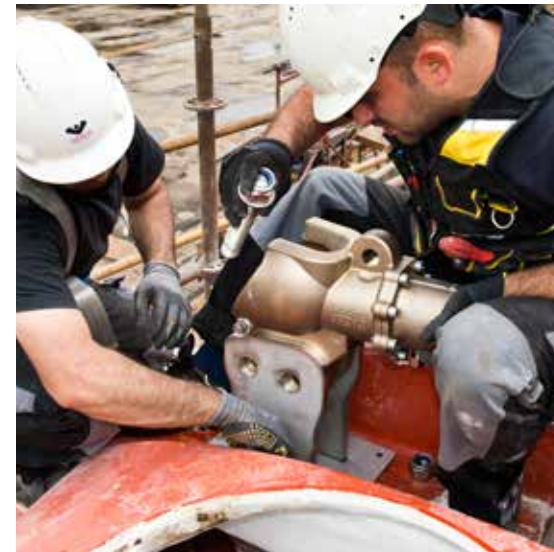
High-quality servicing of every component

Offshore asset owners and operators can experience fluctuating - and potentially risky - servicing quality as well as severe variation in pricing on the global market.

One-stop efficiency

Choose between highly competitive, fixed price servicing under a VIKING Offshore Safety Agreement or our attractive day-to-day prices around the world.

VIKING is certified to service your lifeboats, hooks and davits in compliance with MSC.1/ Circ.1206/Rev.1 and MSC.1/Circ.1277.



Proactive attention to detail

Our specialists notify you well in advance of any expiry dates, arranging consolidated servicing of your multi-brand safety equipment at any location. We also monitor service visits to ensure you receive high-quality results.

VIKING's highly trained service technicians are certified to take care of every aspect of your lifeboats and release/retrieval systems – wherever you operate.

Hook retrofitting

All hooks must be compliant with the new regulations by 1 July 2019. VIKING offers a worldwide hook retrofitting service, providing everything from pre-installation inspection to post-installation testing and documentation.

Service is fast and efficient
- at competitive prices.



Instant advantages

- **Optimize** your next Class Renewal Survey (CRS) by combining, for example, lifeboat servicing with a hook retrofit.
- **Increase** confidence among crew in the equipment they are required to train on and deploy in case of an emergency.
- **Shorten** the time used on organizing service with expert planning, booking and notification from VIKING.
- **Reduce** administration – a dedicated planner keeps track of all the details.
- **Save on** lifetime maintenance costs and eliminate the risk of equipment failure with a VIKING Nadiro Drop-In-Ball™ hook solution.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day-to-day prices
Lifeboats, hooks and davits	✓		✓



Offshore Fire Equipment

A growing service network

VIKING continually invests in your fire safety compliance, adding new capabilities and locations to provide fast, convenient access to products, service and replacement items around the world.

- **Fixed Price Service** for predictable, annually fixed servicing prices tied to specific ports and carried out by a VIKING selected partner.
- **Fixed Price Equipment Replacement** to ensure quick access to a wide variety of fire safety products straight from our worldwide stock points.

Streamlined fire equipment supply and servicing demands a partner certified to handle multiple types and brands with broad expertise and full compliance.



Instant advantages

- **Protect** your assets from the high costs of fire damage with dependable, compliant equipment.
- **Reduce** contact to multiple suppliers and streamline the number of brands and equipment types.
- **Minimize** the risk of non-compliance by working with a service supplier that is fully certified across the board.
- **Save** administration by using dedicated expert service planners able to coordinate supply and service.

	Fixed Price Service	Fixed Price Exchange	Managed Service at day- to-day prices	Global product supply at fixed prices
Offshore fire equipment	✓		✓	✓





Onboard training and competency management

**Train crew, manage certificates and generate reports
- faster and smarter**

Investing in a VIKING Saatsea onboard training and certificate management solution ensures your crew can be professionally and efficiently trained while on the job.

Our training modules include OODTP for ERRV (OPITO approved) and STCW. The courses combine theoretical with practical exercises and let your crew gain and refresh necessary competences on board. This way, you minimize dependency on land based training solutions, while reducing related administration, paperwork and costs in the process.

VIKING Saatsea's software platform can also be used to develop your own, fully customizable, in-house training and certification modules.



Clear, simple navigation for focused training online or offline.



VIKING Saatsea
ONBOARD TRAINING

Instant advantages

- **Streamline** crew competency management.
- **Ensure** your crews competences always reflect industry requirements.
- **Save** up to 50% on total training costs by reducing the need for land-based training.
- **Reduce** administration via online status reporting from land or at sea.
- **Ease** crew certification inspections with instantly available documentation.
- **Benefit** from flexible per-vessel pricing.



Choose between the widest range of agreement options

Fixed Price Service

The predictability of annual fixed servicing prices tied to specific bases and carried out by a VIKING station or selected partner. Included are notification, certificate control, local, dedicated planners, and 24/7 support. Charges include overtime and transportation within 50 km.

Fixed Price Exchange

For fast turnaround from a local exchange pool, you get pre-serviced, ready-packaged products delivered in swift and efficient transactions. We even handle the notification and schedule your exchange when servicing is required. Replacement products included.

Managed Service

at day-to-day prices

Our planners will take care of notification and booking, optimizing servicing to fit your schedule and making sure it's carried out at a VIKING station or by one of our carefully selected partners. Costs and invoices are constantly monitored.

Global product supply

at fixed prices

Fast replacement of more than 50 products in pre-determined locations at fixed prices, consistent quality and full compliance. Includes replacements for 'dated' life-saving appliances.

Build an agreement that suits your operation

	Fixed Price Service	Fixed Price Exchange	Managed Service at day-to-day prices	Global product supply at fixed prices
Liferafts (standard, extended service intervals or a combination of both)	✓	✓	✓	
Offshore Evacuation Systems	✓		✓	
Anti-exposure and work suits	✓		✓	
Immersion suits	✓	✓	✓	✓
Lifejackets	✓		✓	✓
Lifeboats, hooks and davits	✓		✓	
Offshore fire equipment	✓		✓	✓
Life saving appliances				✓



VIKING LIFE-SAVING EQUIPMENT

Protecting people and business

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