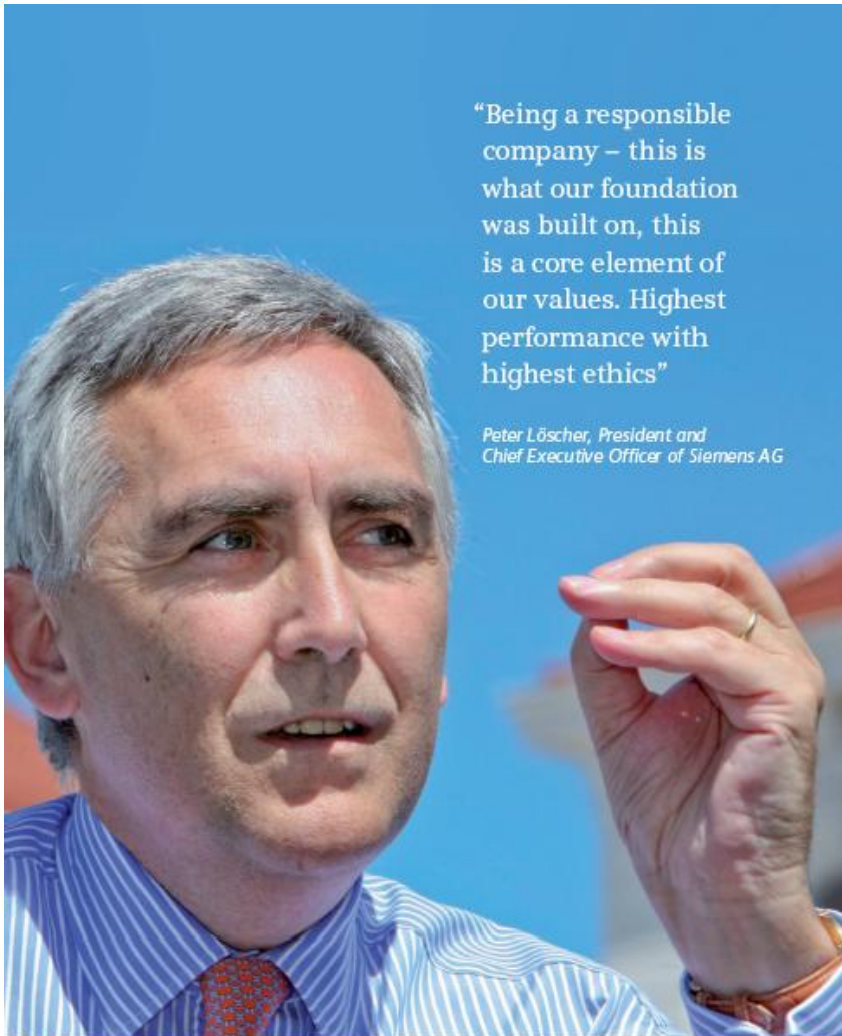


# **Collective Action**

Kuwait, December 2012

**Peter Loescher sets the clear tone from the top with authenticity and clarity.**

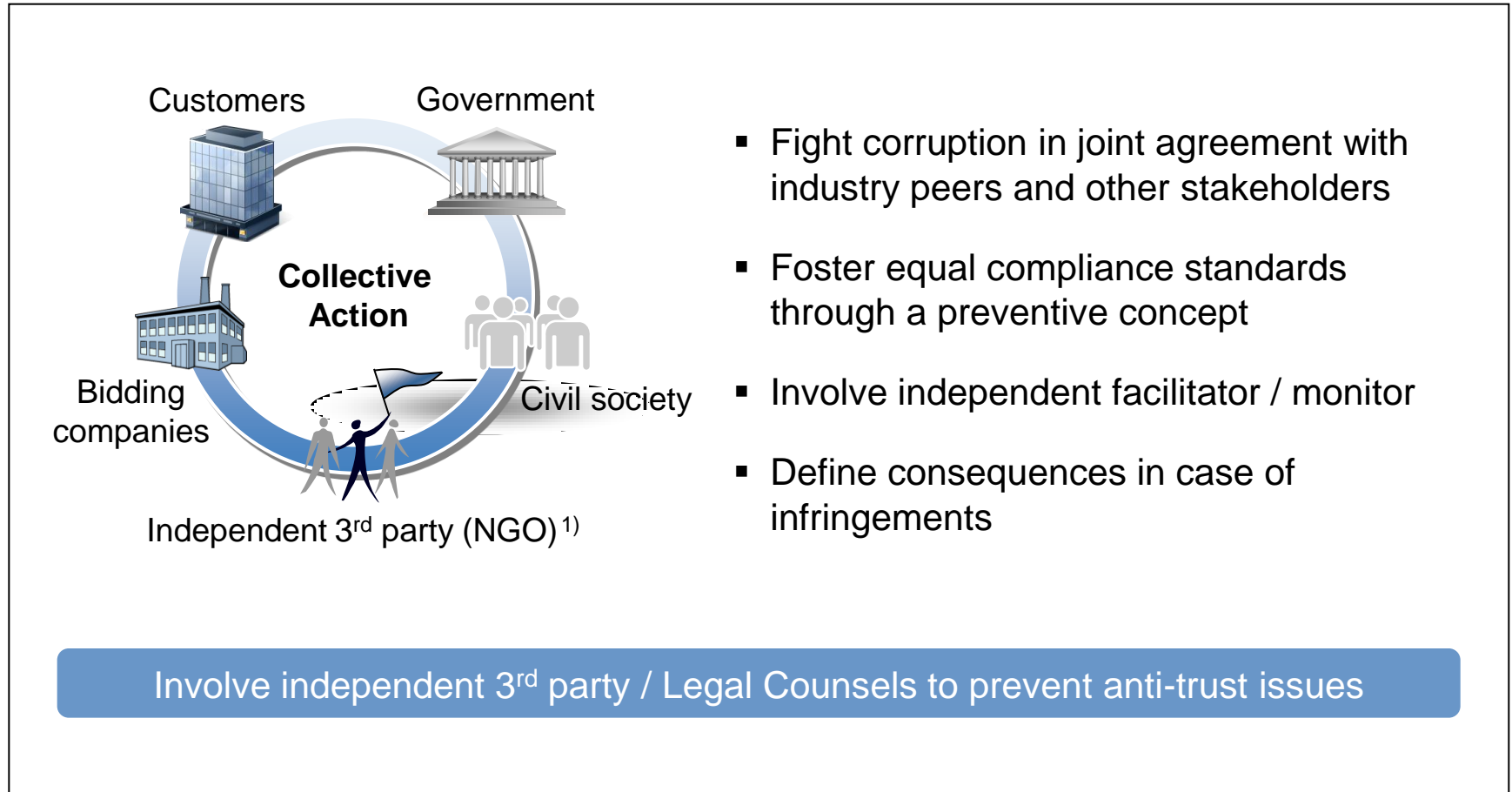
**SIEMENS**



- **Only Clean Business is Siemens business.**
- **Everywhere - everybody - every time!“**
- **Compliance as part of corporate Responsibility is 1<sup>st</sup> priority!**

# Collective Action is an agreement to jointly fight corruption

## Characteristics of Collective Action



1) Non-Governmental Organization, e.g. Transparency International

# There are two forms of Collective Action – project-specific agreements and long-term initiatives

Two forms of Collective Action

## Project-specific agreements <sup>1)</sup>

- 1 All bidding companies are required to sign an **Integrity Pact** issued by the Public Sector customer with the tender
  - Equal and fair anti-corruption standards
  - External monitoring of tender process
  - Sanctions applicable in case of infringements

Suggested if individual customer  
is willing to fight corruption

## Long-term initiatives

- 2 **Compliance Pact** as an industry initiative to ensure common compliance standards between competitors
- 3 Work with **peers, government** and **society** to strengthen anti-corruption policies and promote anti-corruption efforts, e.g. through
  - Business coalitions
  - Business round-tables
  - Principle-based initiatives

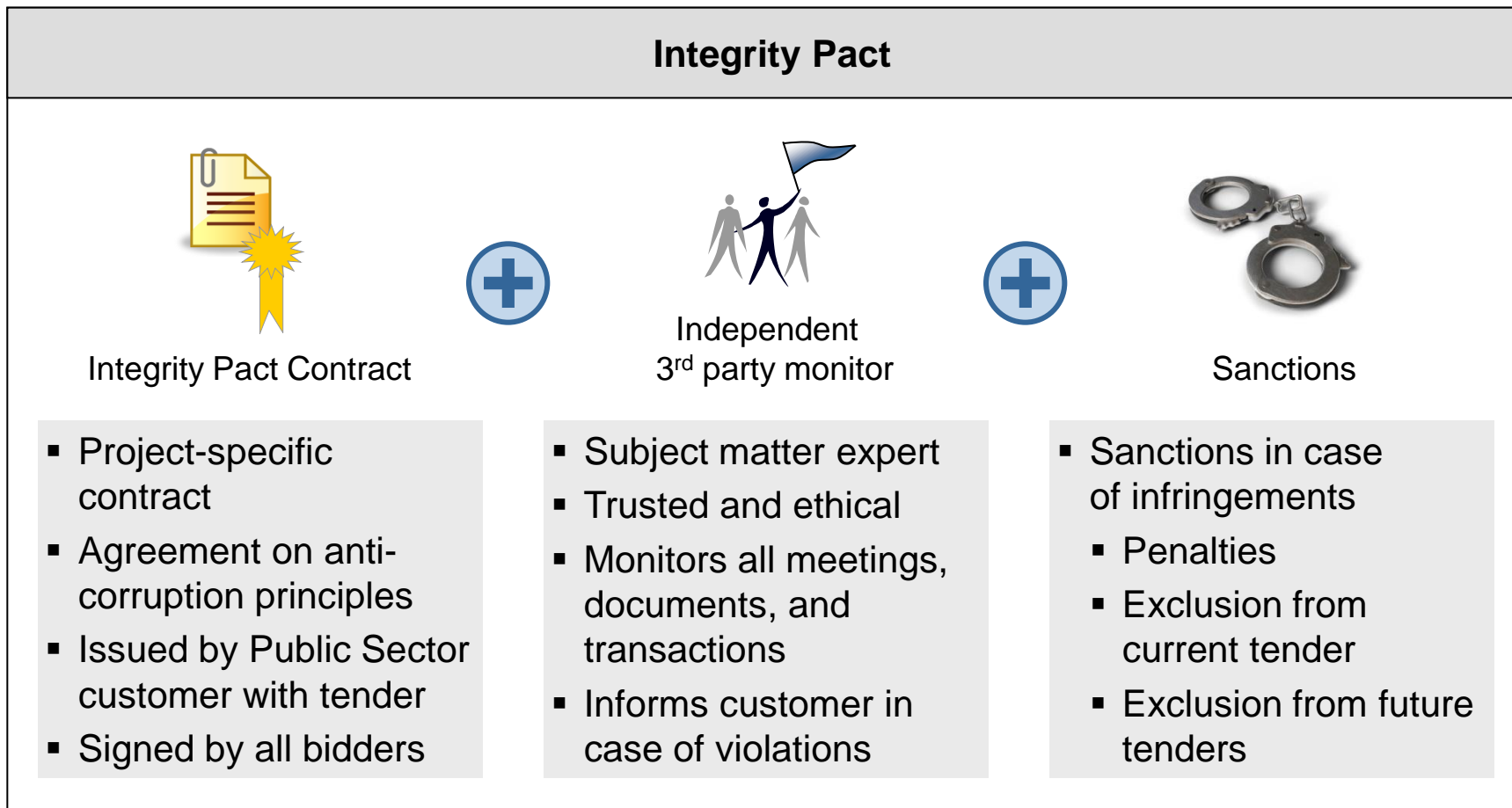
Paves the way for clean  
business in a country

1) Also includes Anti-Corruption Declarations

# Integrity Pacts are project-specific anti-corruption agreements complementing a public tender

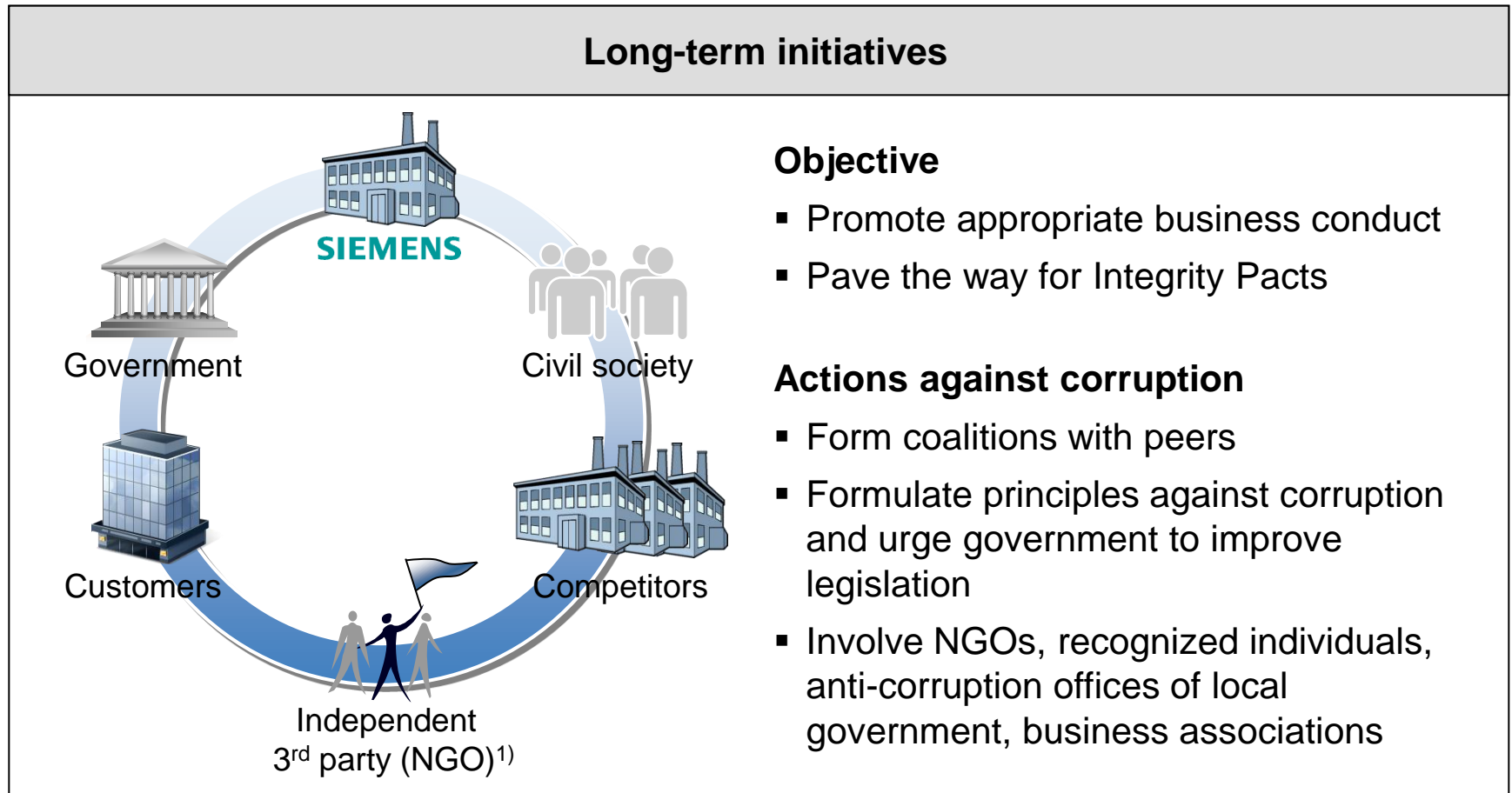


## Elements of an Integrity Pact



## Long-term initiatives pave the way for clean business

Collective Action long-term initiatives



1) Non-Governmental Organization, e.g. Transparency International

## Collective Action is beneficial

### Benefits of Collective Action



Clean business in markets with risk of corruption



Fair selection as a supplier based purely on value (e.g. quality, price, innovation)



Enhanced reputation and public trust in Companies