

The Future for SAR – lessons from Bristow

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Key Focus Areas

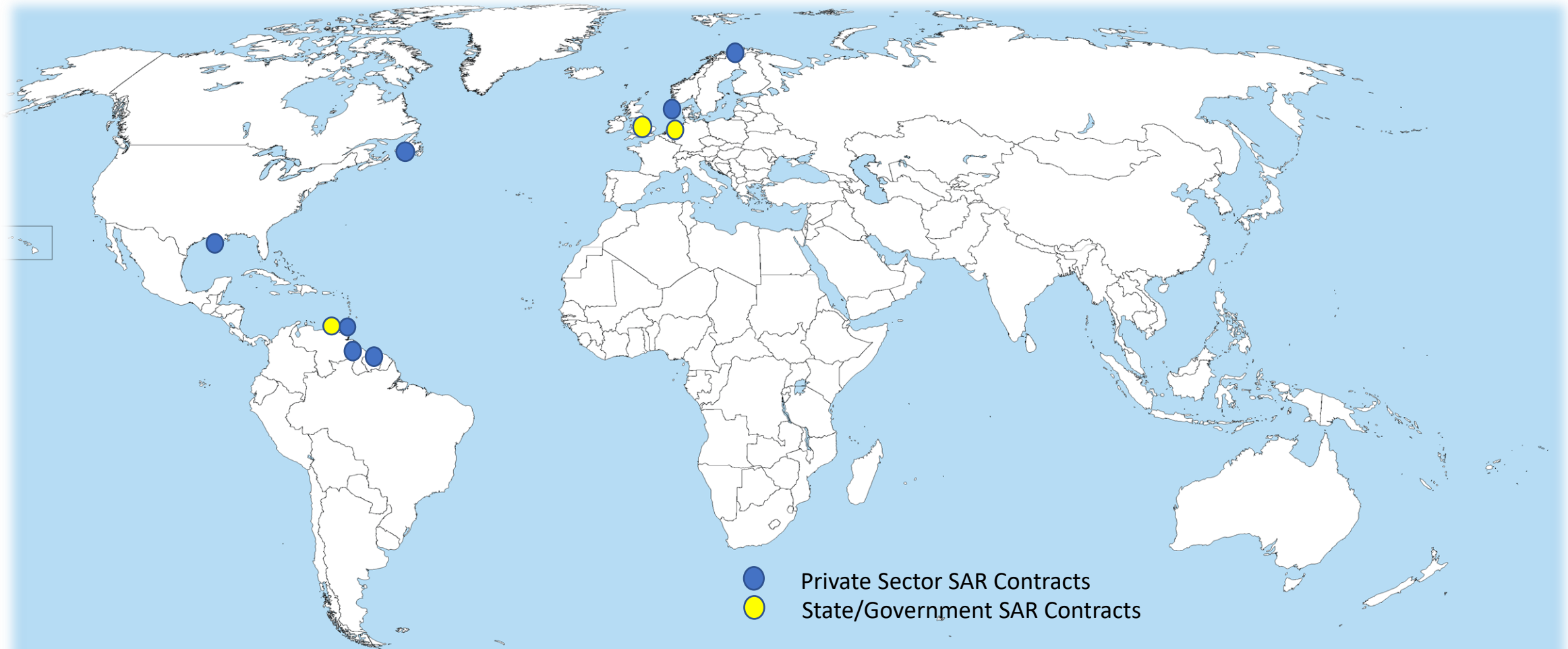
- Managing different stakeholders
- Opportunities outside the UK





Bristow
Search and Rescue

Bristow Global SAR Operations



Since 1971, Bristow has provided Search and Rescue services to the public and private sector. To date, Bristow has conducted more than 46,000 SAR missions, during which more than 24,000 people have been rescued or assisted by our crews worldwide.

Managing Stakeholders (1)

- State contracts generally more complex with multiple stakeholders
 - Requirement for all-weather 24/7 SAR
 - Full integration into State SAR structure
 - UKSAR(H) has 14 stakeholder groups external to the UK Government – majority are volunteer organisations
 - Each stakeholder believes they should be the highest priority customer....
 - Partnership is key to success
- Private sector SAR contracts generally less complex, except where consortia or multiple stakeholders involved e.g. GoM
 - Variable requirements: all-weather, day only, LIMSAR, 24hr Medevac, differing client standards
 - Price driven
- Environmental demands
 - Maritime
 - Land – Mountains, Jungle etc.
 - Weather

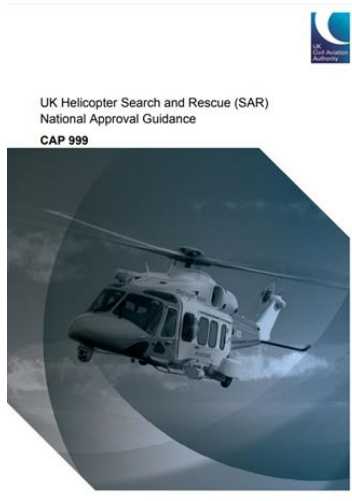


Managing Stakeholders (2)

Key Considerations to successful stakeholder management:

- Bespoke service design built upon Target Zero philosophy and 50 years of SAR experience
- Compliant with regulatory environments:
 - State SAR:

- National Regulation



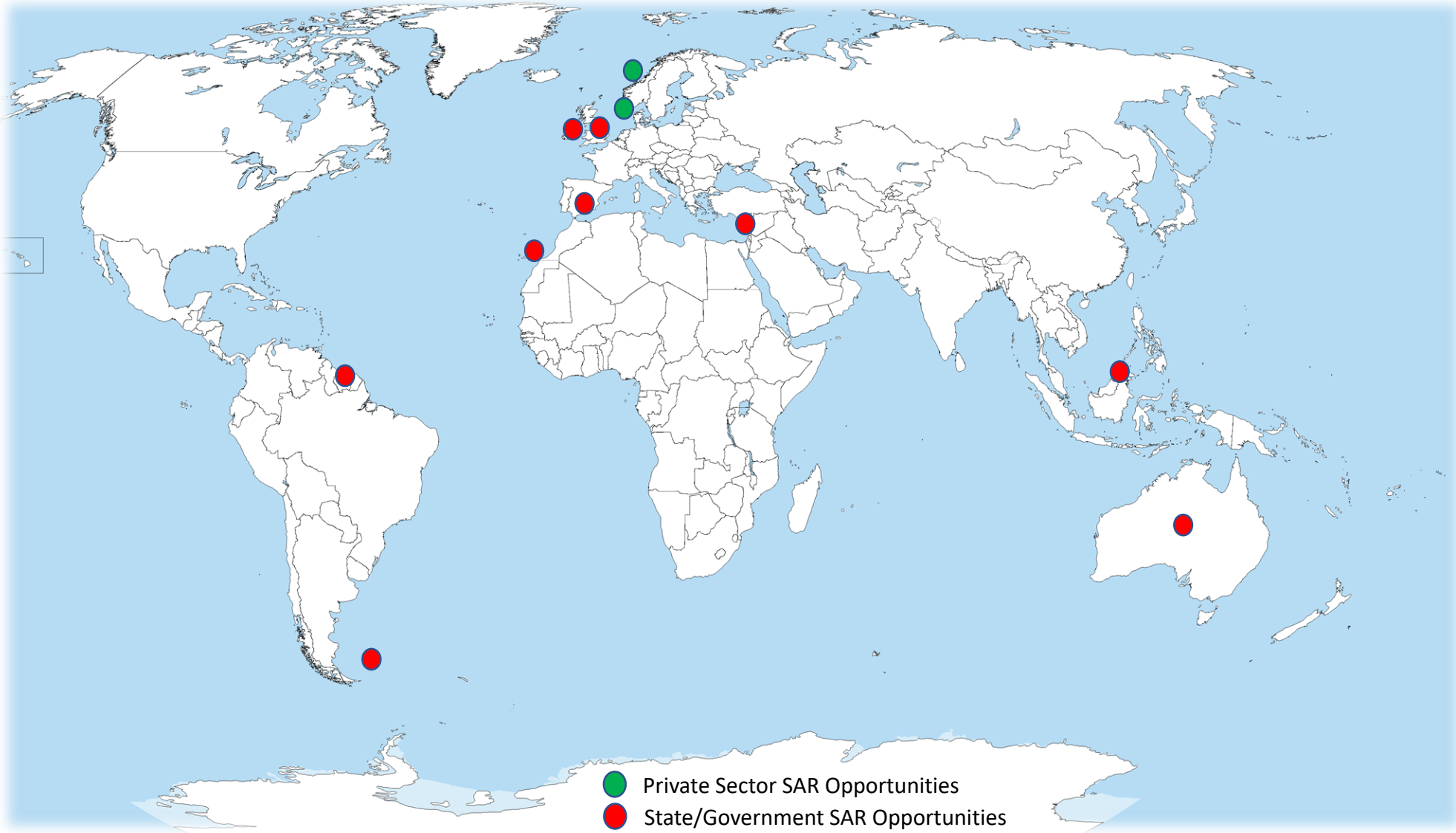
- Supranational Regulation



- Opt-in for state operations/aircraft (article 2(6) NBR)
 - This opt-in allows Member States to decide to apply EASA rules to activities that are normally excluded by article 2(3)(a) NBR – military, customs, police, search and rescue, firefighting, border control, coastguard or similar activities or services.

- Private sector SAR:
 - What price experience?
 - Guide clients in determining service requirements
 - Standardisation within consortia

Global SAR Opportunities



Opportunities Outside the UK

- State SAR is the historical domain of military provision and is likely to remain so for the majority of countries
- Successful commercial State SAR provision can force rethink in countries using military as the primary option
- Private sector SAR supporting the energy industry will continue to support company safety cases for offshore and remote inshore activities
 - Scale and requirement largely driven by CAT provision, environment and price
- Upcoming opportunities outside the UK include:
 - Netherlands Coastguard – [Bristow win, Contract signed - start Nov 2022](#)
 - Dutch Caribbean Coastguard – [Bristow win, Contract signed – start mid 2023](#)
 - Irish Coastguard– Tender process starts Dec 21 for July 25 go-live
 - Falkland Islands – UK MOD SARSH Tender process likely April 2023 for April 2026 go-live
 - Cyprus – UK MOD tbc 2025 start
 - Brunei – UK MOD tbc 2026 start
 - Australia – ADF JARS ITT expected early/mid 2022
 - Suriname Coastguard – Mid 2022 start tender process
 - Norway – Ekofisk/Conoco Phillips - Jan 2022 ITT
 - Norway – Heidrun/Equinor - Jan 2022 ITT
 - Norway – Norwegian Coastguard – ITT expected mid 2022
 - Spain – SASEMAR (Spanish Coastguard) Tender process start expected Q3 2022

Final Thoughts on the Future of SAR

- Search – no longer the exclusive domain of the crewed helicopter or fixed wing aircraft
- Uncrewed Air Systems within a blended solution of crewed and uncrewed capability likely to become the norm
- Rescue will remain a crewed activity for the foreseeable future whether from the air, land or sea
- Advances in technology and automation will reduce the risk to crewed platforms
- Enduring need for highly skilled and experienced SAR helicopter crews – pilots, winch operators, winch paramedics
- Underpinned by, robust SMS and bespoke SAR regulatory structures

Questions?



