

# Working with clients in the technology sector

Bates Wells Braithwaite is a leading “**City firm with a conscience**” (Chambers UK). We provide a relationship-driven service that delivers commercial solutions whilst maintaining our commitment to justice and the public interest. Our culture makes us stand out in today’s business environment.

We work with a wide range of organisations, including multinational corporations, quoted companies, financial institutions, private companies including start-ups, partnerships, high-net-worth individuals and not-for profit organisations.

We have built our expertise in the technology sector through our long-standing relationships with clients that are active in this fast growing sector. Consequently, our lawyers are experienced in providing commercially focused practical solutions to a wide range of issues.

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“Our clients look to us for practical commercial advice and assistance in helping them to grow their businesses”

**Mark Tasker, Head of Corporate & Commercial**

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## Our team

With some 100 lawyers, including 30 partners, we are large enough to provide a full range of core business law services yet small enough to provide a personal, high quality, cost-effective and bespoke service to every client.

Unlike most law firms, who outsource IP-related work, we also have a dedicated in-house team of specialist trade mark and patent attorneys.

Our technology group operates predominantly in the small to mid-cap market where we have extensive experience and a client-focused approach, which is valued and recognised in the market.

We are ‘green light’ lawyers, giving robust practical advice on how to achieve your objectives. We build long-standing relationships by providing a partner led service supported by a team of lawyers selected to meet your requirements.

Our services are consistently recognised in the major legal directories, Chambers UK and Legal 500.

## Focus on technology – our experience

The ever-changing and fast-paced specialist technology sector requires an in-depth understanding of the challenges and needs of the sector. We have worked with clients from a wide range of backgrounds and always approach technology law issues from a commercial and practical perspective. Our team

have worked on the full range of transactions and mandates that technology sector clients are likely to encounter.

We participate actively in numerous technology-orientated business groups and are members of Intellect and the Society for Computers and Law.

## Our competitive pricing

Our legacy of acting for charities and not-for-profit organisations alongside business clients focuses us on keeping our costs competitive. Our fees are often much lower than the rates of other London firms active in our market (sometimes as much as 50% less). We are continually seeking to enhance our services and add value to our client relationships by providing a consistently flexible approach.

We offer our clients fixed or bespoke retainer packages which enable them to manage their legal expenditure.

## Service offerings

We are a full service firm, but our technology clients are particularly interested in the following areas:

### Technology sourcing

We advise on the full range of technology contracts, including:

- software development
- managed services
- cloud computing
- web-based projects
- systems integration
- outsourcing transactions
- data privacy

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“Clients praise the firm’s ‘outstanding work ethic’ as well as its ‘resourcefulness’ and ‘in-depth knowledge’”

**Chambers UK 2012**

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We are acknowledged leaders in the field for data protection law and advise on all aspects of data privacy compliance. One of our partners sits as a judge in the First Tier Tribunal (Information Rights) hearing national appeals on information law.

Quality people and service

Competitively priced

Relationship driven

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## Corporate transactions

Our growing Corporate team provides a full range of transactional and corporate law services. Our transactional expertise includes:

- mergers and acquisitions
- venture capital and private equity
- joint ventures
- banking and finance, reorganisation and insolvencies
- advising on equity capital markets with a particular focus on the AIM and ISDX markets

We also have extensive experience of working on cross-border transactions.

## Corporate tax

Our tax team provides strategic advice to entrepreneurs and businesses on the whole spectrum of tax issues encountered through the business life-cycle, to ensure that efficient tax structures are in place and liabilities are minimised. For example, we regularly advise on M&A tax planning and entrepreneurs' relief, investment structures such as SEIS and EIS, reorganisations, restructurings and public listings.

## Share and other incentives

For a growing business, the use of equity and other incentives can be an extremely valuable tool for enhancing retention rates and creating an engaged and committed workforce aligned with the interests and objectives of shareholders. We regularly advise on, and help to, implement employee share schemes (EMI, approved and unapproved schemes), "growth" or "value" shares, "sweat equity" and other management incentive arrangements.

## Employment

Our specialist Employment team is hugely experienced in the particular requirements of technology companies and provides tailored strategic advice to suit their requirements. Frequently, this involves helping to shape policy on hiring staff (whether as employees, consultants or agency workers) and related issues such as restrictive covenants. We also have extensive experience of TUPE, particularly in the context of outsourcing.

## Intellectual property

We recognise that IP is at the core of every technology business and is often one of its most valuable assets. We are at the forefront of IP protection and enforcement and can provide a full range of IP services including advising on licensing, registration and disputes. We also have our own in-house patent and trade mark attorneys who handle UK, European and overseas pre-filing searches, registrations and oppositions.

Our experience within the patent sector covers a wide range of technologies, from computer-implemented processes to manufacturing processes, household appliances to medical devices, and surface coatings to textiles.

## Dispute resolution

Our team has extensive experience of both international and cross-border disputes. We advise on litigation, arbitration (under a variety of different arbitral rules) and alternative dispute resolution, including claims involving asset freezing orders, injunctions, commercial contractual disputes and banking disputes (including for the borrower). Two of our partners are also accredited Centre for Dispute Resolution (CEDR) mediators.

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**“Strong negotiating skills and great initiative when it came to finding solutions to the obstacles placed in our path”**

**Client feedback, Chambers UK**

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## Immigration

Technology companies based outside the UK frequently have to grapple with UK immigration law. Our immigration practice is acknowledged as one of the best in the UK, and we advise on all elements of the UK immigration regime, including sponsor licences and visa applications. As true specialists in this area we are recognised for finding innovative solutions for our clients.

## How we add value

As part of our commitment to excellence in service delivery and to maintaining close relationships with our clients, we offer a number of high-value non-chargeable services. Our firm runs a regular programme of seminars on a variety of topics, ranging from employment matters to commercial contracts, made available to download online. We also present interactive webinars. Clients can subscribe to our newsletters and alerts so that they are aware of changes in the law relevant to their business.

## Our global reach

Many of our technology clients operate on a global basis. We provide a seamless multi-jurisdictional service through our trusted network of firms. Over a number of years we have built up deep relationships with these firms and reach out only to those specialists who we know can provide legal advice of the highest quality.

## Get in touch

Members of our team regularly visit the UK's main technology hubs and we would be delighted to meet you to discuss how we can work together in the future.

For more information please visit [www.bwbllp.com](http://www.bwbllp.com).