

HCR – The leading UK law firm with a passion for people

CREDENTIALS

For procurement professionals and
business leaders in Defence and
Security businesses

The background of the entire page is a photograph of several large satellite dishes. The dishes are silhouetted against a sky that transitions from a deep blue at the top to a warm orange and yellow at the bottom, suggesting a sunset or sunrise. The dishes are of various sizes and are mounted on tall, dark structures. The overall mood is professional and technological.

hcr

**harrison clark
rickerbys solicitors**

A PASSION FOR PEOPLE

Our passion for people is at the heart of everything we do. It's the engine that keeps us ticking and inspires us to do our best. We're not satisfied unless we're making a real difference to people's lives, and we'll keep working hard to ensure we achieve the best outcome possible for you.



Harrison Clark Rickerbys

– who we are

As an award-winning Top 60 UK law firm, we provide a full range of legal services to organisations, business leaders and individuals. We are entrepreneurial in our outlook, so that we can be flexible and responsive to the needs of our clients, delivering the best outcomes for them.

Clients value our honesty and our friendly approach. We are pragmatic and won't 'sit on the fence' – clients have confidence in our advice because of our demonstrable experience and the relationships we build with them.

Our roots go back to 1796 in Cheltenham when our first predecessor firm was founded. Our growth has been in response to client demand, and we now have 10 UK locations and an annual turnover of over £75m. We have over 800 lawyers and support staff, including more than 150 partners, and have been awarded the Law Society's Lexcel quality mark in recognition of our compliance and client care standards.

We know that people are at the heart of every business and that relationships are of particular importance to those operating in the defence and security sector. We value the personal relationships we make, and we know that business success is as much about having the right people as the right product or service.



INVESTORS IN PEOPLE®
We invest in people Standard

CHAMBERS
AND PARTNERS

“ The firm offers excellent service and shows specialism in their field whilst being cost effective. They put the client’s needs at the forefront of their work. The team embrace and support diversity and equality and that is shown in the partnership and team as a whole. ”

Legal 500, 2024

Defence and Security

– our expertise



EMPLOYER
RECOGNITION
SCHEME

GOLD AWARD

Our highly experienced team advises local, national, and international clients who supply a vast range of defence and security related goods and services. We also advise serving and former members of the military.

We understand that the needs of defence and security firms are different to other businesses. With a wide range of often complex compliance and regulatory issues to deal with, professional, relevant, and appropriate advice is crucial.

Our longstanding involvement in the Defence and Security sector has been acknowledged through our achievement of the Ministry of Defence’s Employer Recognition Scheme Gold Award.

We speak your language

Our team includes members who have first-hand experience of the wide-ranging needs of this complex sector and are well placed to offer specialist advice, providing both practical and commercial solutions. Our team includes a former contracts manager for BAE Systems and numerous other UK and International Primes, with a career-long experience of defence contracts and export control/licensing. Several of the team are ex-forces specialists with the security clearances required to operate across the entire defence industry.

3CRDSC and SDSC-UK (formerly 3CDSE)

HCR was instrumental in setting up the Three Counties Regional Defence & Security Cluster (3CRDSC), a membership group with a focus on supplying technology and innovation to the military Specialist Users, and its related annual flagship event, the Specialist Defence & Security Convention UK (SDSC-UK).

“ The team are all professional and accessible and when contacted we found them to be knowledgeable and up to speed. They give clients the confidence that they are being listened to and understood, and that they are in the best possible hands. I would certainly recommend. ”

Legal 500, 2024



Harrison Clark Rickerbys
– where we work

Convenient locations

We know it's sometimes useful to have a face-to-face appointment, especially when discussing sensitive information. We have ten UK offices. We are also happy to meet at your premises or somewhere mutually convenient.



- 1 **Birmingham**
- 2 **Cambridge**
- 3 **Cardiff**
- 4 **Central England**
- 5 **Cheltenham**
- 6 **Hereford**
- 7 **London - International HQ**
- 8 **Thames Valley**
- 9 **Worcester**
- 10 **Wye Valley**

International reach

We have specialist expertise and collaborative relationships in Australia, China, Europe, India, the Middle East and the USA, where our relationships with the people and institutions that might affect you are tried and tested.

Our legal, commercial and government connections within those areas are extensive and deep – we work with individuals that we've personally known for years.

Beyond our regions of specialist expertise, we are a member of Law Exchange International (LEI), which gives us access to the expertise of 37 independent law firms across five continents and 31 countries. LEI was founded in 1994 by one of HCR's predecessor firms. The network enables us to obtain reliable and cost-effective advice from lawyers we trust, from Belgium to Brazil and from Turkey to Texas.





Our services for Defence and Security businesses

Export licenses



If you're considering trading internationally, export licensing is a key consideration. Items as diverse as software, ball bearings, chemicals and metals are included on the export control lists and some products, which might not appear to have a military application at first glance, may also be impacted. We advise whether a licence is required and whether the destination country is subject to any embargoes or sanctions.

Contracts for the MOD



We have significant experience in negotiating MOD contracts and the supply of goods and services to and by defence contractors. Any public sector contract will also mean having to understand and comply with the rules and regulations governing public procurement and we advise on the specifics of any contract you are considering entering into.

Supply chain contracts

Your supply chain is fundamental to your business. Defence contracts often contain strict contractual provisions which may also need to be adhered to by your own suppliers.



We review your contracts, explaining terms and their implications in plain English to ensure that you are fully aware of your obligations and that your supply chain is mirroring the provisions where applicable.

We also support with due diligence to minimise risk among supply chain partners and make sure that your contracts contain provisions if there is a dispute. In the event of a dispute, our team will advise you on the most effective way to resolve the situation.

Establishing your business in the US



Making it big stateside might be your next objective but careful planning is needed to make sure you can achieve 'the American dream'.

Taxation can be complex and products are subject to different regulations. Importing some goods is restricted or prohibited and you may need an export licence for your products.



Our team has worked with clients on US-related projects for several decades and have a business hub in Boston to support businesses looking to expand into the US market or who have US legal issues. As well as advising on the issues above, we:

- Advise on where to set up geographically
- Carry out due diligence on potential suppliers or distributors
- Work with our partner lawyers to draft or review contracts which may be subject to UK or US laws (or both).

GDPR and data security



Our specialist data protection lawyers have particular experience in cloud-based software, IoT, AI, infrastructure, life sciences, big data, machine learning and biometrics amongst others. Taking a hands-on, commercially minded approach, they will provide you with a better understanding of the data you hold, advice on how to manage it and your responsibilities under GDPR.

Insurance



Whether you need support in identifying the key risks that could significantly impact your business; putting measures in place to protect you and your business; making an insurance claim, or defending claims made against you, we'll be by your side. We advise on policy wordings, resolve policy disputes, and can handle all types of claims from Employers and Public Liability through to Cyber, Contractors' All Risk Insurance and medical malpractice.

Employment and HR



There are many sector-specific considerations to take into account when it comes to employment. These range from TUPE when dealing with the MoD, to ensuring your people have the right security clearances, and factors associated with employing people working overseas or in high-risk environments. Our employment and HR teams can advise on all your people matters in a way that helps you move forward efficiently and appropriately.

IP contracts



If you plan to enter new markets, you must consider how to protect and enforce your rights in each particular country. Enforcement of your intellectual property rights in some countries can be a difficult task and may require the adoption of an alternative strategy compared to the UK market. Our experienced team of specialist intellectual property lawyers will ensure that you are properly protected and help to enforce your rights if needed.

Resettlement training



Many of our team are ex-Forces or members of the Armed Forces community and we understand the challenges that resettlement can bring, both for the individual and their family, as they transition from military service to civilian life.

We have run resettlement training courses for military personnel and a resettlement training programme for service leavers across the UK armed forces.



Examples of our work

IDG Security Ltd v Dalili

We represented a London based private security company with contracts to protect UN missions in Afghanistan. Proceedings were issued in the High Court against an Afghan director of the company's Afghanistan subsidiary based on fraud valued at over £3 million. Worldwide freezing orders were obtained to secure the Defendant's assets across multiple jurisdictions and a passport confiscation order prevented the Defendant leaving the UK. The case settled before trial.

Triumph v Primus

We represented a US owned multinational aerospace component manufacturer in defence of a warranty claim (valued at \$92 million) arising from the sale of a business in Farnborough and Thailand which resulted in a five-week trial in the Technology and Construction Division of the High Court in London. All claims alleging failure to comply with NADCAP accreditation standards and to properly disclose delivery and quality delinquencies were dismissed by the Court.

Client vs MoD

We represented a French owned prime defence contractor supplying Eurofighter components to the UK Ministry of Defence. A £5 million claim based on exceeding contract profit parameters settled by agreement.

Commercial work

- We act regularly for all manner of businesses (from SMEs to PLCs listed on the FTSE 100) providing focussed, risk based contract review services.

Recent MOD/Public sector work

- Reviewing and reporting on an agreement with the MOD, for an international aircraft systems manufacturer, relating to the design, manufacture, installation, implementation and in-service support of electronic warfare countermeasures systems, including:
 - An analysis and reporting on DEFCONs/ DEFSTANs/ DEFFORMs and their application
 - An analysis on import and export items, including NATO MLP and standardised agreements
- Advising an employer client in relation to the implications of providing staff to deliver security services to the FCO in multiple high risk overseas locations
- Advised a Defence Cyber Security company on its contract terms with MOD in relation to cyber training development, implementation and delivery
- Advising our client on a contract with FCDO
- We have extensive experience of advising other public sector organisations (Universities, NHS Trusts and Local Government) on a wide range of commercial contracts and competitively procured projects in accordance with the Public Contract Regulations 2015 and its predecessor. This includes experience of procuring off many different government framework agreements
- We are on the Crown Commercial Service legal panel.

We have staff in the team with Full SCI Security Clearance

“ The culture of the firm feels like it runs through each of the team members. While being very competent and experienced lawyers, they are great at ‘customer service’; readily available and able to ‘translate’ legal issues into easy to understand lay language. ”

Legal 500, 2024



How we work

Each client is given a Defence or Security expert Client Relationship Partner who is your main point of contact and who will work with you to:

- Agree your preferred methods of delivery and the standards you can expect
- Hold regular liaison meetings with you
- Ensure consistency in the quality of our service and performance delivery
- Bring any relevant legal and regulatory developments to your attention
- Identify and address any issues at the earliest possible stage
- Make sure our team contains the right people for the job and that they understand the commercial drivers of your business.

We often work together with the in house legal teams of large organisations, to supplement existing capabilities and deal with specific transactions or areas of work.

Our approach to fees

We are happy to discuss a range of approaches to fees to provide the most appropriate option for your business. This includes:

- Standard hourly or daily rates
- Capped costs – to help you stay in budget where there is some uncertainty over scope of work
- Fixed prices for certain types of projects.

HCR Flex

HCR Flex gives you access to the commercial legal expertise you need when you need it and allows you to control your costs. These services are accessed in several ways including:

- A retained service - providing ad-hoc advice, when you need it and for a fixed, discounted rate
- Onsite or virtual secondments - offering dedicated support for a day or more each month
- Interim secondments - to cover absence or for specific/specialist projects.

Added value

We understand that being your legal advisor isn't just about the advice we give when you instruct us on a matter. It's about much more than that, which is why added value is built into everything we do. We're happy to discuss what would work best for you but our added value offers include:

- Presentations and training from our specialist teams to yours
- Access to legal update newsletters
- Webinars and events
- Supporting your CSR initiatives
- Connections and introductions within our defence sector network.

We also offer discounted legal services to serving military personnel, veterans and ex-forces businesses.

Get in touch

We hope that this summary demonstrates the strength and depth of experience and expertise we have advising SMEs and Primes in the defence and security sector. If you have any questions or would like to discuss the information in more detail, please do get in touch.



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The team is proactive, rather than reactive. Has a fantastic support network to accommodate any specialisms needed across the team, collaborating with difficult/complicated matters, meaning you are always getting the right, and best advice. They provide seamless cover for any out of office requirements and their communication skills are exemplary, meaning you always know where you are with a transactions/job.



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