

Export licensing

Two-page guide

Export and import licensing and controls

Trading is crucial to maintain a competitive economy. ONS figures show the value of the UK's exports totalled £848.6 billion whilst imports totalled £892.7 billion*. It's extremely important in the defence, security and the forces sector that you have the right legal professionals on your side, especially when dealing with international markets.

The HCR team has extensive experience working within the defence sector on import and export licensing, UK MOD defence conditions, regulations and commercial contracts. Working with both SMEs and defence primes, we have advised on contracts up to £2.2billion in value.

Key areas we advise on

Urgent Operational Requirements (UORs)



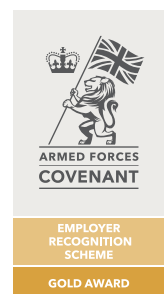
UK & US defence contracts



How we can help you

We work closely with clients on a range of matters, which are often distinct to the defence sector, including:

- Advising on defence contract T&Cs to prevent clients entering into an agreement which they may struggle to deliver
- Advising on IP agreements to ensure clients are aware of their rights and obligations and that the contract does not erode the client's ownership of IP
- Explaining specific nuances of licences which can be critical to ensure that the licence you obtain is fit for purpose
- Applying for export and import licences
- Understanding embargoes and controlled goods
- Understanding export controls, particularly following Brexit, including VAT implications and restrictions placed on dual-use items.



Why HCR?

We understand your industry is like no other. Due to our unique insight and years of working within the sector, we can provide comprehensive and commercial solutions to your legal issues. Many of our staff have a military background and several members of the team have the necessary clearance (up to DV) to work on List X premises and projects.

**A PASSION
FOR PEOPLE**

*For the twelve months to July 2023.

hcr
harrison clark
rickerbys solicitors

A recent example of our work

We recently supported an SME with a contract from the Ukraine MOD to supply satellite communication terminals. Paperwork was received late on Friday night but we were able to review and advise the client so it could be signed within 48 hours. Following despatch of the equipment the following day, we continued to support the client on the ground, liaising with logistics and other third parties. This focused support meant that the shipment, despite having to be diverted to Poland due to operational restrictions, was delivered within five days.

If you're interested in further client work examples, please get in touch with us.

Competitive pricing models

We can offer a range of pricing models to suit your business using 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.

As part of our commitment to the sector, we also offer discounted legal services to serving military personnel, veterans and ex-forces businesses.

Key advice to clients

Keep lines of communication open with all parties. If there is a possibility that key deadlines might be missed, notifying all parties as soon as possible allows for negotiation and revised plans and avoids nasty surprises.

Defence contracts can include complex terms and provisions so take your time and ask for advice. It's crucial to understand the terms fully before you sign.

Experts in the field

Nicola Fincham is a member of the HCR Defence, Security and Forces team. Having previously acted as a consultant for two years, Nicola joined the team as Senior Defence & Security Advisor in May 2022. With 25 years' experience working with the defence sector, Nicola advises on a range of matters including import and export licensing, UK MOD defence conditions, regulations, and commercial contracts.



Nicola Fincham,
Senior Contract Manager

T: +44(0)1432 349 714

M: +44(0)7384 814 146

E: nfincham@hcrlaw.com

“I've always been told I have a firm but fair approach when dealing with clients and negotiating contracts, ensuring contracts are fair to both parties and obligations can be met.”

**A PASSION
FOR PEOPLE**

hcr
harrison clark
rickerbys solicitors