



**HCR**  
HEALTHCARE  
ADVANCE

**hcr**

**harrison clark  
rickerbys solicitors**

## What is HCR Healthcare Advance?

HCR Healthcare Advance turns the traditional legal charging model on its head. You can use it to supplement or complement in-house counsel, or as an alternative to in-house counsel, as it gives you access to legal expertise you need when you need it, and allows you to control your costs.

HCR Healthcare Advance is dedicated legal support that is specifically reserved for you, enabling us to meet your needs now and as they change.

## Who benefits most from HCR Healthcare Advance?

Now, more than ever, business leaders and in-house counsel need access to fairly priced, specialist advice. Whether your business is growing fast or operating in a rapidly changing environment, you need advice from people who know your business well, who are able to move swiftly to avert or manage a problem before it consumes your headspace.

People that benefit from HCR Healthcare Advance most are:

- Burdened and lacking capacity to oversee legal compliance, contracts and negotiations given all the other things they are responsible for – they want a simple solution and to know that when they need legal advice, it's there at the drop of a hat
- Concerned that there may be unseen risks in their business which external eyes and ears could spot and manage
- People who value an external perspective perhaps on their remuneration or risk committees or at board meetings
- In-house counsel who need overflow capacity or who have issues outside their expertise to outsource
- In-house legal or business teams that need external support to up-skill their people
- Leaders building their business for the next stage e.g. MBO, sale or investment and want to make sure their business and contracts are 'investment ready' so that any due diligence goes smoothly.

“ We have worked with the team at Harrison Clark Rickerbys for over a decade and we value the relationship we have with them and the deep understanding they have of our business and our sector. The team are always responsive to our needs and we frequently work together to find innovative solutions to challenges in a changing industry. ”

Jonathan Clark, Polaris Group

## How can HCR Healthcare Advance help you?

HCR Healthcare Advance means we're by your side. Because we get to know your business well, we hit the ground running whenever you need to call on our support; reduce your exposure to risk; forewarn you of potential problems and reduce the cost of the advice you need. As your needs change you can dial up or down the support you receive by switching between the following arrangements. The HCR Healthcare Advance options have been designed in response to the way clients use us, and include:

- **A retained service** – as the name suggests, HCR Healthcare Advance allows you to pay in advance for legal support meaning we're on standby to provide the ad hoc advice you need, whenever you need it. Healthcare Advance is a fixed monthly cost at a discounted rate, but the ball's in your court – there are no long-term agreements and you can flex the hours you need up and down each month. It is typically suitable for those needing less than 7 hours advice each month who want to be able to pick up the phone with a question and not feel that the clock starts ticking the moment they do.
- **Secondment** – if you need more support than our Advance service, we can offer a secondment. There are a few secondment options available including onsite and remote, either of which are perfect for ongoing work. You can also opt for an interim secondment to cover periods where your regular resource is not available.



We acted for Auckland Home Solutions in the acquisition of 15 properties (85 units) from a registered provider and subsequent grant of a service level contract or underlease to a related care provider. The total annual rents payable under the portfolio was in the region of £850,000.

This was a particularly complex transaction because a number of underleases were involved.

It was also a complex project in itself involving a number of developers, registered providers and their respective commercial and legal advisers. The project formed part of Civitas' acquisition (in partnership with Envivo Group) of all the healthcare real estate assets of Heathcotes, one of the largest transactions in the UK health and social care market in 2020.

We successfully completed the deal on timetable, aligning with the numerous parties involved.



We acted for a retirement community provider. Our solution was both novel and complex - the proposed structure had not been implemented in the UK before.

We were required to interpret how the relevant legislation and regulatory framework would apply to this scenario – a multidisciplinary team was needed and we had to work alongside three sets of advisors in the US and UK to deliver time- and business-critical solutions.

We successfully devised an alternative structure which focused on our client's commercial objectives while reflecting good governance and we continue to advise on the new structure's implementation.

The provider is continuing its expansion in to the UK; without this new approach, it would have fallen at the first hurdle.

## Why choose HCR Healthcare Advance?



**Better value** – because we get to know your business up front (as that's just how we tick), we gain closer insight into your business and priorities so are able to provide more useful, relevant advice more quickly, saving you time and money. We can also set aside particular days for you in advance so you know you have dedicated resource and can get quick turnaround on work. HCR Healthcare Advance rates are reduced to reflect your commitment to our partnership and offers you greater breadth and depth of expertise at significantly less cost – put simply, the more you use us, the higher the discount we can give you.



**Reduced risk** – by using HCR Healthcare Advance you have fast track access to the specialist legal advice and experience available from our 11 offices and more than 800 employees, this coupled with a dedicated point of contact from our pragmatic and commercially minded health and social care team means that you will have us in your corner, understanding your business and priorities, and providing the very best advice on the risks you face.



**More certainty and control** – HCR Healthcare Advance means you can tailor and control your legal costs, whilst having access to the best expertise as and when you need it. By booking your time in advance, receiving monthly invoices and quarterly reconciliations you have visibility on the time you use and can dial up or down your advance accordingly and terminate our agreement with 30 days' written notice at any time.



**Expertise you need, when you need it** – whether you need help with due diligence, pre-sale or pre-investment preparations, or simply day-to-day matters or one-off projects, we will provide solicitors with the right expertise when you need it, fully briefed about your business and your priorities so that they hit the ground running and give you good advice that gets you where you want to be.



**Strategic, informed advice** – we will be able to anticipate your needs, be your eyes and ears and help you implement practice so that you don't get tripped up by the potholes in the road you are travelling down.



**Access to wider HCR legal advice at discounted rates** – you will have a dedicated healthcare solicitor working for you. Specialist services which fall outside of the agreement, for example projects or big pieces of work, are accessible quickly and simply.



“ We have a strong relationship with HCR and have welcomed the opportunity to broaden our portfolio, supporting more people with a home for life. ”

**Sharon Smith, Falcon Housing**

## Your Health and Social Care team partners



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### Supporting a care home with our finance expertise

The owners of a care home group instructed our banking and finance team to advise them on the impact of the cessation of LIBOR (London Interbank Offered Rate) in relation to their banking facilities.

We reviewed the client's existing loan documentation and the proposed amendment and restatement agreement (documenting a switch of interest rate by the lender from LIBOR to SONIA, the new Sterling Overnight Index Average reference rate). We also introduced the client to a specialist financial adviser to provide detailed advice on the impact of the switch to the client's business.

We didn't just review and advise - our client felt that we'd gone above and beyond the usual process by considering the potential impact of the changes on the client's day to day finances.

“ The team at HCR have been close partners of Alina Homecare as we have grown from start up to become a multi-branch care organisation. They have provided timely, practical legal advice which has facilitated our strong growth over the last five years. ”

**James Deeley, Alina Homecare**

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