

# HCR FLEX

Cost effective, flexible legal  
advice from our Commercial  
team for your business

hcr law

## What is HCR Flex?

HCR Flex 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. It gives you access to the commercial legal expertise you need when you need it and allows you to control your costs. HCR Flex is flexible legal support that meets your needs now and as they change.

## Who benefits most from HCR Flex?

Now, more than ever, business leaders 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 Flex most are:

- Business leaders that recognise their in-house counsel might benefit from additional capacity or support from a specialist to oversee legal compliance, contracts and negotiations
- People who value an external perspective perhaps on their remuneration or risk committees or at board meetings
- Business leaders that want to hire in support to train their staff on certain specialist aspects of law, or provide 'on the job' supervision
- 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.



**HCR Flex has helped to support the Poundland in-house legal team with unexpected increases in workload by providing expert legal advice at short notice. Gurinder has been a constant support for the team and the business generally.**



**Hardeep Atwal, General Counsel, Poundland**



## By your side when you need us

Our clients view us as an extension of their team, by their side providing the commercial, and often technical, advice they need to move forward. Many well-known brands have seen the value of the HCR Flex model, benefitting from the experience of our specialist Commercial lawyers alongside their existing team

HCR Flex allows clients to choose the support that is right for them. All packages are flexible, allowing you to increase or decrease the level of involvement based on business needs. The HCR Flex options have been designed in response to the way clients use us, and include:

- **A retained service** – providing the ad hoc advice you need, whenever you need it for a fixed cost at a discounted rate. This is typically suitable for those needing less than seven 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
- **Onsite secondment** – onsite support from a dedicated solicitor directly to your team for one or more days each month, including ‘on the job’ training, again with discounted rates and provided by people who know your business
- **Virtual secondment** – as above but our service is provided remotely which means it is not affected by travel or other restrictions, or subject to travel expenses
- **Mixed secondment** – a secondment by more than one solicitor who can alternate as you need us, providing you with ‘in-house counsel’ resource across different legal specialisms at a fraction of the traditional cost. You’ll retain your single point of contact but can flex the type of expertise you need from within our Commercial team of solicitors
- **Interim secondment** – onsite or virtual legal advice for the periods when your regular resource is not available or enough, be that because of holiday, parental leave, sickness, resignations or special projects which demand more capacity than your in-house team are able to provide.

Our client who is preparing to sell his business asked us to support to ensure the business was robust and well prepared for the sale process from the legal, governance and compliance perspectives. By getting us involved early on, we’ve been able to get to know their business really well and identify issues which need to be looked at before any sale discussions take place.

## Why choose HCR Flex?

### Better value –

- We can provide useful and relevant advice quickly, saving you time and money
- Dedicated days set aside for your business
- Reduced rates to reflect our partnership meaning you can switch between options to suit your business needs
- Greater knowledge at significantly less cost – the more you use us the higher discount we can offer

### A dedicated point of contact –

- Fast track access to specialist legal advice from our 10 offices and more than 800 employees
- A dedicated point of contact - you can rely on us to be with you at every stage

### More certainty and control –

- Tailor and control your legal costs
- Book your time in advance and receive monthly invoices and quarterly reconciliations – switch up your plan accordingly and terminate our agreement with 30 days' written notice at any time



### Expertise you need, when you need it –

- Our team can provide you with the right expertise when you need it and can help with due diligence, pre-sale or pre-investment preparations or simply day-to-day matters or one-off projects
- We'll come fully briefed so we can hit the ground running providing the advice you need, when you need it

### Strategic, informed advice –

- As we get to know your business, we'll be your eyes and ears, anticipating your needs and implementing practice so you don't get tripped up along the way

### Access to wider HCR legal advice at discounted rates –

- You'll have access to a dedicated Commercial lawyer. Specialist services which fall outside of the retainer/ secondment, such as corporate M&A, banking, dispute resolution, employment and HR or property and construction, are accessible quickly and simply.

Our client told us that with their previous firm their work was being pushed 'down the chain' to junior lawyers. Working with us meant this no longer happened, and we were more involved in the management and prioritisation of our client's legal work, building our knowledge of their key business concerns and risk appetite. We're much better equipped to advise our client because we know their business.

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**HCR Flex is a highly effective legal support solution for Roxel. Dan and the team regularly provide focused solution in a timely manner at a cost-effective price.**



**Adrian Banks, Managing Director, Roxel Group**

## Talk to our team of leading Commercial specialists



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