

muckle<sup>LLP</sup>

Certified



Corporation

# everyday experts

Supporting your day-to-day 'business as usual' legal work

[muckle-llp.com](http://muckle-llp.com)

**INVESTORS IN PEOPLE**<sup>®</sup>  
We invest in people Platinum



## hello

I'd like to take this opportunity to introduce you to the commercial team at Muckle and give you an overview of the kind of work we do here at the firm.

We support clients across various sectors including leisure, education, local authorities, technology, sport, manufacturing and engineering, and charities. We also act for public sector clients, including local authorities, universities, colleges and schools.

Think of the commercial team as the people who support your day-to-day 'business as usual' legal work – everything from intellectual property law and contracts to data protection and procurement. Whether you're a start-up, SME, large corporation or public body, getting those things right upfront is fundamental to growth, investment and preparing for sale, as well as making your business run smoothly on a day-to-day basis.

We offer such a variety of services that it will be difficult to cover everything in this document, but we hope the following pages give you an idea of the type of work we do in the commercial team and how we might be able to help your organisation.

If you have any questions or feedback, would like to talk to us about what you do, or just want to find out more about us, please do get in touch. We would love to hear from you.

**Alex Craig, partner and head of commercial**



# quality in depth

We're proud to be ranked top in the region for commercial work by Legal 500, but we are also proud of our straightforward approach, North East roots, and the long-term relationships we have with many of our clients.

Because we provide a complete commercial service, we're able to help with a range of business needs – our clients know when they get in touch, they'll speak to an expert in that area.

Within the commercial team, we know just about all there is to know about commercial arrangements and relationships. We deal with a whole range of commercial matters, and some examples are listed below.

## Need help with day-to-day trading?

- Agreements for the supply or purchase of goods and/or services
- Standard terms and conditions
- Framework agreements
- Consumer terms

## Using third parties to expand your business or take on some of the risk?

- Agency and distribution/reseller agreements
- Marketing and introduction agreements
- Outsourcing
- Franchise agreements

## Protecting your ideas and inventions?

- Confidentiality agreements
- Restrictive covenants
- Intellectual property matters, including advice on the creation, protection and transfer or licensing of intellectual property

## Dealing with data?

- Data protection matters, including privacy notices, cookie policies, data protection contractual terms, data breaches, and subject access requests
- Freedom of information matters, including how to make or respond to a request for information under the FOIA 2000 and the application of relevant exemptions

## Trading online?

- Website terms of use and compliance
- Website design and hosting agreements
- E-commerce and online trading
- Software and IT agreements, including software development, app terms, reseller agreements and EULAs, IT services and support

## Considering investment, sale or acquisition?

- Transaction due diligence
- Seller due diligence and commercial audit

## Dealing with public sector contracts?

- Public procurement, including procurement strategy and choice of procedure
- Bringing or defending a procurement challenge.

“Muckle has given us pragmatic timely advice on various matters and are quick to understand risks and issues. We know we can rely on them when we need them.”

**Alice Ambrose-Thurman, Director and Company Secretary at Faltec Europe Limited**



## our clients

The commercial team acts for clients across a range of sectors, private and public. Some of those clients are listed below:



“ Muckle has helped many digital and tech SMEs to start or grow their business. Their expertise in the sector is second to none, but their down-to-earth approach and ability to break down complex legal advice is where they really set themselves apart. We work with a diverse range of businesses and the feedback about Muckle is always positive.”

**Jenny Sutcliffe, Head of Delivery for Business Support at Sunderland Software City**



## the team

Commercial advice covers a wide and varied area of law, which is why our commercial team is made up of lawyers with a broad and diverse range of skills.

All our specialist lawyers work collaboratively, both within the team and with other teams in the firm as necessary. Between our main Newcastle office and Cumbrian hub, and with seamless processes and systems, we can resolve complex, multi-disciplinary issues quickly and efficiently.



“From the junior team to the senior partners, the people at Muckle genuinely care and are invested in maintaining a close relationship with their clients. As a client, I certainly feel valued and working with Muckle is always easy; dare I say it, it can even be fun at times!”

**Legal 500 UK, client quote**

### Alex Craig

With over 20 years' experience in technology-related law, as well as her specific expertise in intellectual property law, Alex advises and negotiates on contracts across a variety of sectors. These include distributions, agencies, licences, collaboration agreements, supply agreements, development agreements, IP transfer agreements and online contracts. Alex also advises clients on data protection matters.

“Alex Craig is extremely client focused with exceptional technical knowledge. She takes the time to ensure she understands what we need on a matter-by-matter basis and uses this information to tailor her advice. I know that the advice Alex provides is always well thought out, rather than just going with the standard approach.”

**Legal 500 UK, client quote**



### Alex Craig Partner

Head of the Commercial team

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### Robin Adams

Robin advises a range of private and public sector clients on a broad range of commercial matters, including standard terms, framework agreements, long-term supply agreements, distribution and agency matters, software licensing, and data protection. He has extensive experience acting for manufacturing businesses as well as clients in the education sector and has a wealth of experience in corporate structures and governance.

“Muckle LLP has supported GeoPura on various commercial contract matters. Robin Adams is responsive, straightforward and offers a sensible, creative and pragmatic commercial view. [He is] quick to identify issues and always willing to suggest an approach or solution to a problem.”

**Derek Bulmer, Chief Financial Officer at GeoPura**



**Robin Adams**  
Partner  
Commercial

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### Alison Walton

A senior procurement and commercial lawyer, Alison specialises in providing public and private sector organisations with advice on procurement strategy and risk management. She regularly advises boards and directors, helping them to mitigate risks while providing practical solutions that achieve the commercial results clients want.

“Muckle exceeded our expectations, acting as an extension of our team and managing every aspect of the procurement process from start to finish. Muckle was thorough, detailed and responsive, giving us confidence and peace of mind throughout the project. Muckle had a strong understanding of our needs and, more importantly, explained everything in ‘plain English’, which helped overcome any challenges those not trained in legal language face in reading complex legal documents. They not only provided legal advice but real practical solutions, which was invaluable in the seamless and compliant execution of the project on a tight timescale”.

**Madeline Hope, Chief Financial Officer at Bishop Chadwick Catholic Education Trust**



**Alison Walton**  
Partner  
Commercial

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## training

We offer a number of free and paid for training sessions throughout the year, including regular in-person events as well as webinars and video seminars.

These cover a broad range of topics, which include commercial, property, procurement, construction, charity, disputes and employment-specific sessions, which your staff can attend.

“Muckle is at the top of its game when it comes to keeping us up to date with procurement law. The training provided to us on the new Procurement Bill was accessible, easy to follow and relevant to our roles within the procurement team. We have taken them up on their offer on regular procurement clinics which will be invaluable in keeping us up to date and enable us to identify any training needs within the team quickly.”

**Andrew Dawson, Buyer at New College Durham**

We can also discuss with you developing bespoke training to suit your team's needs, which could be delivered on-site or online.

In addition to our training programme, we can also provide a free two-hour drop-in “legal clinic” twice a year. This is where one of our lawyers will be made available to your staff to answer questions. This can be done remotely, or on-site.



## expert advice

Our full range of specialists are quickly at your service. These include:

### **Corporate**

Independent researchers at Legal 500 and Chambers & Partners rank our corporate team top in the North East and we have won Corporate Law Firm of the Year at the Insider North East Dealmakers Awards nine times since the awards began.

### **Corporate services**

Success is all in the planning. Making sure your business has the right legal structure and documentation in place is fundamental to achieving growth, securing investment, succession planning or preparing for sale or initial public offering.

And having a legal team behind you who can help you maximise and protect the value in your business is key. Our specialist corporate services team are experienced at supporting businesses with creating and implementing their long-term strategies.

### **Banking and restructuring**

Top ranked in Legal 500 and Chambers & Partners, our award-winning team can support any debt finance raising, from a simple working capital facility to a complicated bond issue or multi-bank arrangement. They also provide advice on debt restructuring and any insolvency and creditor issues.

### **Real estate**

Large and highly respected, our award-winning real estate team has the specialists to handle every property issue from acquiring new premises to asset management and property development, as well as property disputes.





### Employment

Our employment team has a broad range of expertise. It is renowned for its communication skills and for handling highly sensitive senior team changes. In addition to day-to-day legal work, our lawyers regularly give talks and training on employment law, ideal for in-house legal teams and HR professionals.

### Dispute resolution

Our dispute resolution team is regularly engaged in multimillion-pound national and international litigation as well as smaller local disputes. It offers strategic advice and alternative dispute resolution, emergency remedies and a highly successful debt recovery service.

### Private client

For business owners, directors and senior executives we offer a personal private client service to advise on all aspects of estate planning, including wills, succession, inheritance tax, family trusts, powers of attorney and probate.

### Debt recovery

Our debt recovery lawyers are experts at recovering overdue balances and we pride ourselves on our high success rate in a full range of commercial and consumer debt recovery work.

Whether you're looking to process claims or enforce court orders, we offer a service that delivers from as little as £50 per debt. We can even work on a 'no recovery, no fee' basis.

This is just a snapshot of the expertise Muckle offers. Speak to anyone in our team to find out more.



## being a responsible business

We care passionately about having a positive impact on our local community and environment. We encourage all of our people to take on roles and responsibilities in the community and over 40% of us regularly volunteer for charitable causes outside work.

We donate 1% of our profits to the Muckle Charitable Fund at The Community Foundation each year, which we distribute to worthy causes across our region. Our Let's Think Green Team also helps us keep our carbon emissions as low as possible, and each year we donate the cost of our carbon footprint to local charities dedicated to improving the region's environment.

We're proud to be the first Certified B Corporation® law firm in the North East and Cumbria and join a growing global community of over 7,800 purpose-led organisations using business as a force for good.



## clear and simple costs

Everything we do is designed to make life easier and less stressful for our clients, and that goes for our costs too.

Our pricing is bespoke, upfront and totally transparent. We will cap our costs wherever possible, and we'll never ask you to pay an invoice you haven't already approved. In other words, there'll be no surprises. Just the right legal advice – no more, no less.

“ We've been working with Muckle for seven years and have been impressed with the quality of their work and their fees are sensible.”

**Christoph Marr, Managing Director of Marr Procurement Limited**

“ We have worked with Muckle LLP for a number of years. Their advice is sensible and delivered on time and we find them to be responsive and easy to deal with. They take an interest in the wider business and are always willing to discuss any legal issues or challenges we may be facing. They are upfront about fees and work within agreed budgets.”

**Keith Chambe, Finance Director at Biscuit International**



## here to help

For more information or for a free, no-obligation chat to find out how our commercial team can help your business, please get in touch.

**Alex Craig**  
**Partner**

Head of the Commercial team

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