



Representative Legal Matters

Steve Holmes

Life Sciences

- Advising a UK listed pharmaceutical company on hybrid exclusive distribution and co-promotion arrangements with a Chinese pharmaceutical importer and distributor.
- Advising a UK listed pharmaceutical company on exclusive distribution and promotion arrangements across EMEA with a leading Italian distributor.
- Advising a US based medical device company on an exclusive EMEA distribution deal with a Chinese medical device manufacturer.
- Advising a Japanese pharmaceutical company on a drug manufacturing and supply agreement with a leading French pharmaceutical company.
- Advising a German biopharmaceutical company on its standard wholesale distribution agreement.
- Advising a UK listed pharmaceutical company on transitional arrangements relating to the sale of a drug manufacturing facility in China.
- Advising a US research-based biopharmaceutical company on its voluntary licensing arrangements.
- Advising a global pharmaceutical company on the transitional arrangements relating to the sale of pharmaceutical products across multiple territories, including arrangements to transfer the manufacturing authorisations.
- Advising on the transitional arrangements for the sale of a drug across various markets, including supporting the transition planning phase.
- Advising on technology aspects relating to the acquisition of a UK headquartered digital health platform.
- Advising GSK on technology aspects of the separation of its global consumer healthcare business into a newly formed listed entity, Haleon plc.



Outsourcing

- Advised a global audit firm on the outsourcing of their internal “compute” services.
- Advised a UK MNO on a call centre outsourcing to Capita.
- Advised a UK high street bank on the outsourcing of their anti-money laundering system to BAE Systems.
- Advised a global financial services company on the retendering of their global network services outsourcing agreement covering core and branch office networks across more than 140 countries world-wide.
- Advised a leading bank on the second generation outsourcing of services to support and maintain, throughout the UK and overseas, its distributed computing network.
- Advised a UK-based voice and electronic dealer broker in relation to its engagement of a supplier to provide cloud-based HR services, namely the provision of Human Capital Management delivered as Software as a Service.
- Advised one of the UK’s biggest pension schemes on an agreement for the procurement of pension administration services.
- Advised a leading facilities management service provider on an outsourced services deal with a UK high street bank.
- Advised a leading global company in the FMCG sector on consolidation of its global advertising agreements.

Telecoms

- Advised a UK mobile network operator on a range of technology procurement and implementation deals, including 5G deployment, software licensing, IT support, application development and maintenance services and network equipment.
- Advising a UK MNO on the procurement of a virtualised core network.
- Advised an MVNO in the re-negotiation of its network agreement with a mobile network operator.
- Advised an investment bank on their global network agreements.
- Advised a UK MNO in relation to an agreement for the procurement of dark fibre for their core network.
- Advised a UK MNO on a deal with the UK government to deliver mobile messaging.

Baker McKenzie.

- Advised a global investment bank on amending its network agreements with AT&T, BT, Verizon and TCS to cover SIP services.
- Advising a UK mobile TowerCo in relation to agreements for the procurement of backhaul services for their core network.
- Advising a Saudi MNO on arrangements relating to acquisition of sites and the establishment of a corporate entity to run passive infrastructure in the country.
- Advised a "big four" audit firm on the procurement of network services for its members firms from global telcos.
- Advised a satellite services provider on agreements to enable the provision of ISP services to consumers in various European countries.
- Advised a technology supplier in relation to the provision of network services to a leading global bank, which included providing telecommunications regulatory advice across 15 countries.
- Advised a technology supplier in relation to the procurement from a subcontractor of a hosted VoIP solution, to be used to process calls for delivery to or from the client's WAN.
- Advised a technology supplier in relation to the procurement from a subcontractor of fixed line carrier services (to be aggregated and re-sold to the client).
- Negotiated the agreement for procurement of mobile network, and associated MVNE agreements, to establish an MVNO in the UK.
- Advised a UK MNO in relation to the arrangements for the provision of roaming services.
- Supporting projects for the delivery of submarine cables, including landing agreements.

Digital

- Advised a UK high street bank on the procurement of digital advertising services.
- Advised in relation to contracts for the provision of technology to enable a "connected health" solution.
- Advised a UK insurance provider on digital transformation of their technology infrastructure.
- Advised a UK media company on the procurement of software, equipment and services to develop a new video-on-demand contract.
- Advised a UK MNO on the launch of a mobile app store.
- Advised a financial institution on the launch of a mobile payment app.



Technology

- Advised one of the big four audit firms on a range of technology development and procurement projects over the last 12 years, including a global enterprise deal for Microsoft Azure, the licensing and implementation of a global SAP system, framework outsourcing (and cloud) services agreements with TCS, IBM and Cognizant.
- Advised a UK MNO on a range of telecoms, technology and cloud procurement deals in the UK over the last 18 years, including recent transformation of their network to develop and implement a telco cloud and roll out 5G technology.
- Advised a UK high street bank on renegotiating its Microsoft contracts.
- Advised a leading insurance company in the UK on the transformation of their data centre services (including transfer between data centres).
- Advised on a deal for the provision of application development and maintenance services across 12 countries in the CRM and billing domain.
- Advised on a deal for the provision of application deployment services by the UK government using the competitive dialogue procedure.
- Advised a leading UK broadcaster in relation to its finance technology transformation programme.
- Advised an online insurance provider on extending their current infrastructure hosting agreement to enhance the existing technology, commercial arrangements and service levels.
- Advised a UK financial services institution on the procurement of system integration services for its digital transformation.