



## E-Newsletter

September 2013

Your latest commercial legal update from Ortolan Legal, the virtual in-house law firm

Hello. I wanted to use our newsletter this month to tell you about some recent changes to our business and to introduce you to some of our people and areas you may not have dealt with previously.

Since founding Ortolan Legal three years ago, we have grown from a standing start to the broad-based commercial law firm we are today. Throughout this time we have maintained a very clear objective. That is, to deliver high quality commercial legal advice using professionals who all have considerable experience and expertise in their specialist legal areas while at the same time keeping our fees dramatically lower than any of our competitors. Our "virtual" business model means we have the minimum possible overheads and you - our clients - benefit from this.

Today, we provide expert legal advice across a number of specialist legal disciplines and in every case, the person you are dealing with here will have many years of experience of their area to draw on. Our team's average professional experience is 14 years and some of us have been advising businesses for more than 20 years. We also understand very clearly the type of advice our clients need because many of us have worked in-house as well. At the risk of blowing our own trumpet too loudly, the one thing we hear over and over again from our clients is just how commercially relevant and practical our legal advice is.

All our contact details are in this newsletter - please feel free to get in touch if we can assist you in any way.

**Nick**  
[email](#)

**Benson**



### Corporate & Commercial Law

*Nick Benson*

*Liz Delgado*



We advise businesses of all sizes on all aspects of corporate and commercial law. In the corporate arena we work with public and private companies, public sector organisations and owner-managed businesses and entrepreneurs. These include **business formation and structuring, mergers & acquisitions** (both share and asset sales), **corporate governance, private equity** and **fund-raising, corporate re-organisations, joint ventures** and



### Employment Law

*Carrie Beaumont*



Employment law is a field of law where businesses are constantly exposed to risk. It is just too easy to make a procedural error or to use an out of date document with potentially costly results. To put this in context, last year more than 186,000 Employment Tribunal claims were made. It is an area where the law is constantly changing - something you will know from the frequency of updates we publish in our newsletter.

Carrie is a specialist employment law solicitor with a great deal of experience in both **contentious and non-contentious employment law**. She advises on all aspects of employment law for both business and senior individuals in the rapidly altering legislative landscape and is experienced in representing both employers and employees in the **Employment Tribunal**, with

partnerships.

Our commercial advice includes the drafting, advising on and negotiating of **commercial contracts** ranging from **standard terms of business** through to complex multi-million pound **outsourcing agreements**. We understand that an effective and enforceable set of arrangements with both your suppliers and your customers is the bedrock of financial success for any business. Examples of recent work we have performed include: **advertising and promotion contracts, commercial agency and distribution agreements, confidentiality and data protection, franchising**, joint ventures, standard terms of business, **supply of services and supply of goods agreements** (including **international agreements**).

Nick qualified as a solicitor in 1992 and worked in the City for the international law firm, Mayer Brown. He specialised in commercial and corporate law and advised a large number of national and international businesses on a broad range of issues. In 1997 he moved into business where he held a number of senior management positions with multinational corporations. In 2009 he founded Ortolan Legal Ltd.

Liz Delgado is a solicitor with 18 years experience of commercial and corporate law. With a MA from Oxford University, Liz has worked in leading firms of solicitors including Eversheds and Aaron & Partners, as well as having extensive in-house experience. She gained this across a range of industry sectors including logistics, financial services and media with companies such as Culina Logistics, Focus Do It All Group and Bank of Scotland. Liz has been named in the Legal 500 review as a noted corporate and commercial practitioner.

**Liz Delgado**  
[email](#)



## Commercial Property

*Karen Beddow*



*Jane Webber*

Our property law team combine strengths in both contentious and non-contentious property matters. From a straightforward acquisition or sale of an office building to the management of a large property portfolio, we have the strength in depth to provide our clients with comprehensive and expert legal advice. As well as acting on the **acquisition and sale of land and properties** our team have advised on a wide range of **landlord and tenant matters** including **disputes, possession cases, dilapidations, service charge issues, repairs and arrears**. They are used to dealing with large and varied **property portfolios** with a mix of uses and understand the management issues associated with these.

Karen is a commercial property solicitor with particular expertise in the field of landlord and tenant law. She is used to advising on the **property management** aspects of **large estates** and

particular interest in **unfair dismissal and discrimination** cases. Carrie is also an expert on **TUPE** legislation and has advised clients on this when business transfers are taking place - both in the context of **business sales** as well as **outsourcing and in-sourcing arrangements**. She also advises extensively on **trades union and collective bargaining** matters. Carrie trained and practised with London firm Oury Clark before joining Ortolan Legal two years ago

**Carrie**  
[email](#)

**Beaumont**

## Litigation & Dispute Resolution

*Linda Fisher*



It is a fact of business life that disputes and disagreements arise from time to time. Often, the right solution is not simply the legal one. We understand the critical importance of business relationships so our approach to any dispute will be driven by the commercial outcome our client wishes to achieve.

We advise on all aspects of **breach of contract**, as well as **professional negligence** claims and **insolvency** cases. Our approach to disputes is extremely commercial; we always aim to resolve a dispute to our client's advantage, but in the shortest possible time and with an eye to keeping costs at a minimum. Sometimes a conciliatory approach can be the best tactic. However, where we need to take a more aggressive stance we will pursue our client's case with dogged tenacity

Linda has practised as a commercial litigation solicitor

**developments** and leads on property litigation matters where other forms of dispute resolution have not succeeded. She has also advised extensively on **site redevelopments** and is used to working closely with surveyors, project managers and other professionals. With 13 years experience as a solicitor, Karen practised at major law firms Addleshaw Goddard and DWF before joining Ortolan Legal

Jane is a specialist property solicitor with 20 years experience gained both in private practice (with firms including Turner Kenneth Brown and Pitmans) as well as in-house. Before joining Ortolan Legal, Jane was a senior in-house solicitor for Berendsen Plc, Europe's leading textile services business. Jane's practice focusses on **transactional property work** including the sale and purchase of land and properties, **preparing land for development** and many other aspects of commercial property. Her in-house experience has enabled her to gain a unique understanding of what businesses really need from their legal advisers and she prides herself on adding value to her clients through the work she does for them

**Karen Beddow**

[email](#)

**Jane Webber**

[email](#)

## About Ortolan Legal

Ortolan Legal is a radically different law firm providing pragmatic and commercially focussed legal advice. We are all experienced in-house and commercial lawyers, based remotely so our overheads are kept to a minimum. Our pricing structure is entirely flexible; we will adopt your preferred structure and simply ask to earn a fair margin for our work. We don't charge administrative costs. Dealing with ad hoc work or retainer work, we can assist where there is no in-house legal function and also provide holiday cover or supplement existing in-house legal teams. Our work covers the full spectrum of company commercial, employment and property law as well as dispute resolution and litigation.

If you require any advice in connection with the content of this bulletin, or on any other issues, please any member of our team on 0844 5611 638 or e-mail us at [info](#)

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since she qualified 10 years ago. She has advised many businesses across a broad range of disputes including contract breaches, professional negligence, insolvency, **misrepresentation** and issues related to the **Bribery Act**. Linda has also obtained **injunctions** for clients and has brought claims relating to **economic duress**. Before joining Ortolan Legal, Linda worked for national firms Walker Morris, Shoosmiths and Kimbells Freeth.

**Linda Fisher**

[email](#)