

## Job Specification - Associate

### Outsourcing Team

#### **OVERVIEW:**

Olswang LLP is a leading business law firm with a strong reputation for quality and innovation; our lawyers are renowned for understanding their clients' market and providing first class commercial and pragmatic advice.

Olswang works for many of the leading names in the media, technology and real estate sectors, but today our clients come from an ever-wider range of sectors.

#### **THE TEAM:**

Olswang's outsourcing team is part of its Commercial group with strong links to other service lines involved in outsourcing such as employment, tax and public procurement. Aside from outsourcing, Olswang's commercial group also undertakes technology, telecoms, media and competition work.

**Outsourcing:** Olswang's outsourcing group has grown rapidly over the past two years, and now has six core partners: Nigel Swycher, Rob Bratby, Dominic Dryden, Purvi Parekh, Marc Dautlich and Matt Phillips. Recent notable deals include:

- **Unilever:** Advised FTSE 100 client Unilever on a global, second generation outsourcing deal with IT services provider Unisys. Under the deal, Unisys will provide innovative desktop and IT support services to more than 60,000 Unilever employees worldwide.
- **Post Office:** Advising Post Office on the procurement of biometric identity capability. We also advise Post Office on its agreement with BT Wholesale for broadband and telephony services.
- **Orange:** Advised Orange on a number of significant outsourcing projects including: group-wide outsourcing of its data and financial clearing arrangement relating to voice roaming; group-wide outsourcing of its data and financial clearing arrangement relating to WLAN; UK data centres; and UK fixed broadband network.

- **BBC:** Advised (and continue to advise) the BBC on the outsourcing of its terrestrial transmission agreements and, in particular, the BBC's arrangement with Arqiva for the implementation of digital switchover, the most significant broadcast engineering project ever undertaken in the UK.
- **Tata Communications Limited:** Advised Tata Communications Limited on a major strategic sourcing deal which sees Tata Communications become BT's primary supplier of international voice termination services.
- **Telstra:** Advised Telstra on the outsourcing of their UK voice services network.
- **Channel 4:** Advised Channel Four Television on the outsourcing of its playout, media management and post production services to Red Bee Media.
- **Daisy:** Advised Pipex (now part of Daisy) on a high-value deal with Cable & Wireless to outsource Pipex's ATM aggregation layer.
- **LOCOG (London 2012):** Advised the London Organising Committee of the Olympic and Paralympic Games Limited (LOCOG) on its agreements with BT for the 2012 Olympics and its associated arrangements with Cisco.

**Communications:** Olswang is tier one for communications work and acts for a wide range of communications providers providing commercial, regulatory and corporate advice. Rob Bratby and Purvi Parekh run the practice and Of Counsel Colin Long are all ranked as leading individuals by the various independent directories. The team handles corporate and commercial transactions in the sector for operators, service providers and customers. Clients include Orange, Cable and Wireless, O2, COLT, Post Office, Skype, Verizon, Tata and 118118.

**Technology:** The Technology practice provides commercial legal advice on a broad range of technology, IT, outsourcing, ecommerce and licensing matters. This led by Nigel Swycher and Clive Gringras with Marc Dautlich, Dominic Dryden and Matt Phillips as other key partners. Clients to the firm include Microsoft, Royal Mail Group, the BBC, eBay, Kelkoo, Amazon, CSR and Symbian.

## **THE ROLE:**

The continued strong growth of our outsourcing practice means we have a number of vacancies for 2+ PQE outsourcing lawyers. The work mix will be between 50-75% outsourcing, with the balance made up with commercial technology or telecoms work. The role(s) will be based in our

London office.

**KEY REQUIREMENTS:**

- Ideal candidates will have at least 2 years' post-qualification relevant commercial experience gained from a highly ranked practice or team. Excellent academic record with a minimum of a 2.1 gained at degree level.
- An enthusiastic attitude and demonstrated interest in the relevant sector and to work with a market leading practice in the area. Candidates should want to describe themselves as outsourcing lawyers.
- Ability to communicate with and understand the business needs of clients. Able to identify key commercial issues in complex documents or business transactions, communicate these succinctly to clients and to demonstrate creativity, imagination and a pragmatic approach in developing innovative solutions to client's business issues..
- Desire to be proactively involved in business development and marketing. Ability to handle client contact from the outset.
- Excellent people skills and a good, clear communication style. Effective team player - able to work effectively in an established, close-knit team.