

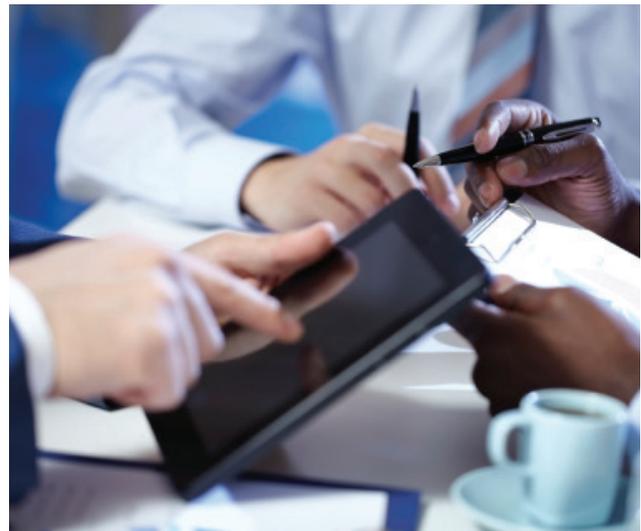
# Outsourcing

This Team of dynamic commercial specialists excels at providing its clients with advice on a broad range of outsourcing and logistics matters in a variety of fields. Outsourcing often involves complex solutions and having a strong background in the industry sector enables us to understand at a commercial level the issues at stake and to advise in an holistic manner.

This expertise evolves from advising suppliers on multiple transactions or acting as an in-house lawyer for an outsourcing company coupled with a genuine interest in the subject matter. Our Outsourcing Team is unique in that we all have in-house experience either from previous posts or by way of secondments.

*“The most widely admired firm among lawyers in the region. It is unique in having branched out into national and international-scale work, while at the same time retaining an exclusively ‘local’, single-site presence.”*

– Legal 500



## HOW WE CAN HELP

### Project managing complex transactions

We advised Monsoon Accessorize Limited on a significant warehousing and logistics project involving the outsourcing of warehousing services (including the lease of and fit out of a new distribution centre). This matter included advising on a new build and the implications of migration of the client’s existing operation to the new distribution centre together with the backdrop of the financial arrangements for the capital expenditure for the fit out. We supported the client from the very earliest heads of terms stage throughout the process to contract finalisation. The contract was complex requiring a wide range of legal skills including commercial, IT, employment, property and banking.

*“I have used Walker Morris to support, build and deliver a supply chain contract and 12 months later successfully provide a settlement and exit... without the need for litigation from using a well structured contract, which resulted in the 3PL requesting if Walker Morris could be their lawyer! Credit and testimony to a high quality Team at provincial rates which makes them great value, I have no hesitation in recommending Walker Morris.”* – Monsoon Accessorize Limited

### Supporting you as a trusted adviser

We have advised Northern Foods plc (now 2Sisters) on all areas of its business relationships for over 20 years. When an exciting opportunity for the business to diversify arose, we advised in relation to the arrangements, together with DHL, to provide above wing in-flight catering to British Airways. This involved a significant contractual negotiation with DHL and a complex flow through to the terms under the Head Agreement with BA and sub-contracts for Northern Foods.



### Achieving results

We advised a national high street fashion retailer on a new EPOS (Electronic Point of Sale) system for its retail outlets. This included a pilot scheme followed by a phased implementation building in multiple options for the client to allow flexibility in the challenging retail environment. The agreement also dealt with third party hardware and software and the integration with legacy systems. As the retail sector moves towards multi-channel and omni-channel supply chain models, IT systems are at the core and back-bone of the business. Our in-depth knowledge and experience of dealing with such complex systems and structures means that we can enable our clients to achieve the outcomes to which they strive in a rapidly changing environment.

*“Glancing at Walker Morris’ client list is comparable to a walk down the high street.”* – Legal 500

### Value creators

By having relevant in-house experience in the same industry sectors as our clients we understand the commercial and business drivers facing our clients. This enables us to work efficiently and cost effectively as an extension of their business. We understand that our clients are increasingly cost conscious and strive to provide innovative solutions such as “virtual secondments” where the client has a dedicated resource based at the office with the weight of support that this provides without the overhead cost.

*“depth and strength... professional approach, thoroughness and responsiveness”* – Chambers

### AREAS OF EXPERTISE

- |  |   |  |
|--|---|--|
| – Warehousing                          | – Multi-jurisdictional procurement arrangements | – Strategic financial services partnering arrangements |
| – Partnering and stand alone logistics | – Supply and delivery arrangements              | – Technology, media and telecommunications             |
| – Business processing services         | – Procurement and IT                            |  |

### WALKER MORRIS

*“A distinctive law firm valued by its clients for consistently delivering excellent results.”*

We offer our clients a full service commercial law firm focused on providing a wide range of clients, nationally and internationally, with partner led high quality advice. The national centre of excellence in Leeds that we have built offers significant advantages in terms of developing a strong team-based culture within the Firm, with the inherent value and cost effectiveness that a Leeds base brings.

The success of our model is reflected by our clients, which are drawn from a broad range of sectors. We are recognised for our strong multi-disciplinary teamwork and straight forward advice. Both the Firm and our lawyers are recognised as leaders in their fields with 96 per cent of our partners recommended in either Chambers or Legal 500 for their expertise.

### CONTACT

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