



ADVICE FOR **EDUCATION INSTITUTIONS**

Widely recognised as one of the leading advisers to education institutions we are proud to act for 40 universities or higher education colleges and 55 further education colleges throughout England and Wales.

The constitutional and regulatory framework remain important for education institutions but we also appreciate that they are major commercial entities which must engage effectively with industry and third parties.

We will tailor the service we provide to your specific requirements. We are equally happy supporting you in smaller tasks perhaps preparing a very simple document, drafting some wording for a clause in a contract you are putting in place, or in larger projects perhaps taking the lead in negotiating a major set of agreements for you. The Commerce Team offers you a seamless service as your "outsourced in-house legal team".

- an educational digital TV channel;
- ||| Acting for the lead member of a European Universities' consortium contracting with the European Commission for funding of a major research project;
- ||| Advising on a multi-million pound IT system infrastructure contract;
- ||| Advising on the structure of joint venture companies, including issues of control and liability; and
- ||| Drafting agreements with overseas partners in Europe, U.S., China and the Middle East.

"The firm has strength in depth and in over 20 years of using legal advisors, Martineau is the best firm I have used and contains some of the nicest people you could wish to work with"

The combination of our vast experience in both the education and general business arenas makes us ideally placed to understand your objectives and support you in achieving them.

Our starting point is that the purpose of a contract is primarily to support you, the client, in getting the best deal and managing your risk. That is how we approach our work. Therefore, we will not waste time and money attempting the impossibility of eliminating risk or pursuing concerns and issues that you do not think are significant.

The Commerce Team can also provide bespoke training to you on a wide variety of contractual issues which in our experience assist academic staff and others in conducting negotiations with third parties. We are also happy to offer our education clients a helpline service so that you can obtain an immediate response to queries.

Some examples of recent work for our Education Clients:

- ||| Contract with a health service to provide

The Commerce Team at Martineau offers an unrivalled, highly responsive, cost effective and client orientated service. If you would like to find out more about the services which we can offer to you then please contact any of the education specialists in our Commerce Team.

If you would like any further information about our services, or about our work for further and higher education clients, please contact Peter Manford on T: 0870 763 1390 or E: peter.manford@martineau-uk.com.



Peter Manford

E: peter.manford@martineau-uk.com

T: 0870 763 1390

Peter has many years experience of helping clients in the Education Sector and elsewhere through the risks of all aspects of trading and business contracts including joint ventures, outsourcing, standard contracts and exploitation and manufacturing arrangements.



Carol Gunning

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Carol spends much of her time advising clients on contractual issues and how best to promote, market and sell their products whether through agency, distribution, franchising or licensing arrangements. She is well-used to working with clients and their other advisers to ensure that the right contractual relationships are put in place.



Paula Howells

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Paula is an experienced commercial contracts lawyer. She advises extensively on agency, distribution and franchising arrangements acting for manufacturers, distributors, franchisers and franchisees.



Mark Tulley

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Mark is experienced in advising HE and FE institutions on a variety of contractual issues, including standard terms and conditions, collaboration agreements, student placement agreements and teaching services contracts.

“Put simply Martineau's education practice is one of the best in the country”