

# OUTSOURCING

STAYING AHEAD IN THE GLOBAL OUTSOURCING MARKET

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New trends and opportunities in the global outsourcing market evolve quickly in the digital world and era of disruptive technology we now live and work in. Our global outsourcing team is at the forefront of market developments.

Companies are seeking to align outsourcing strategies with their overall business objectives and balance their existing infrastructure with fast-developing alternatives. Choices around business critical transformation and procurement projects are driven by improving productivity, increasing flexibility and reducing costs.

In this fast-moving space, companies require commercial, innovative and cutting-edge legal advice that successfully transforms their businesses and guides them through challenging regulatory and procurement issues.

Our transactional team is full service and resourced with corporate, employment, tax, restructuring, regulatory and competition lawyers who focus their practices on outsourcing. And if required, we work closely with our outsourcing specialists in dispute resolution to both manage risk and apply lessons learned in the design and negotiation of contracts and also to resolve disputes in the event of issues arising. Together we provide integrated advice on complex and high value business critical transformation and procurement projects, including information technology outsourcings, business process outsourcings and cloud-related procurements.

We also advise on sourcing strategies and alternative contractual and delivery structures, including services and systems integration and management, alliances, joint ventures and other collaboration models.

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# RECENT EXPERIENCE

## **BAT**

Advising on a £1.2 billion global outsourcing with multiple vendors across multiple jurisdictions in relation to BAT's global logistics and data centre operations

## **A LEADING BANK AND INSURANCE COMPANY**

Advising on its £900 million multi-tower IT outsourcing and transformation project with multiple vendors using the SIAM and towers model

## **MAN GROUP PLC**

Advising on its complex £220 million business process outsourcing and business transformation project and on a subsequent series of outsourcings for Man Group's middle and back office. The team was awarded 'Commercial Team of the Year' at the British Legal Awards for their work on this transaction

## **BOEING DEFENCE UK LIMITED**

Advising on a strategic £110m "blue-light" outsourcing and business transformation project in partnership with Police and Crime Commissioner for Staffordshire (PCC) to execute a force-wide transformation programme to support PCC's objective to be the most technologically advanced police service in the country. HSF was ranked in "standout" category at the FT Innovative Lawyer Awards 2016 for "Innovation in Strategic Collaborations for Clients" for its work on this project

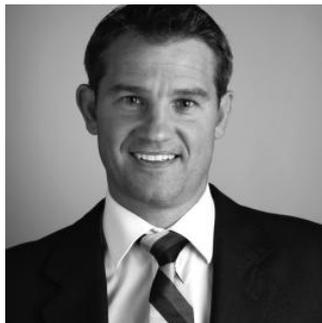
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## TSB BANK PLC

Advising on its separation from Lloyds Banking Group and on its £2 billion long term outsourcing arrangements for the entirety of TSB's banking operations, covering all critical IT and business services, one of the largest financial services outsourcings in the market. Following TSB's acquisition by Banco de Sabadell, S.A., we continue to advise TSB and Sabadell on the proposed migration of TSB from the IT services platform provided by Lloyds to a new IT services platform provided by Sabadell's group IT services company



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