

Andrew Wilkinson

Partner

London

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Languages spoken

English



About Andrew

Andrew Wilkinson is the firm's European managing partner and a partner in our Intellectual Property & Technology Practice based in London. He advises UK and international businesses in relation to general commercial matters and their day-to-day business requirements. His practice encompasses clients across various industries, including technology, AI, telecoms, fintech, healthcare, advertising, sports, and hospitality and leisure.

Andrew has particular expertise advising clients in relation to technology agreements. He advises both providers and users of technology and technology services in relation to the procurement of hardware and software, software as a service (SaaS) and other cloud arrangements, systems build and integration services, technology outsourcing and managed services, data storage services and reseller arrangements, amongst others.

Andrew also advises clients on a broad range of commercial contracts, such as agency and distribution agreements, manufacturing agreements, general procurement and sourcing arrangements, warehousing and logistics agreements, outsourcing and managed services agreements, facilities management agreements, revenue sharing agreements, commercial joint ventures, co-operation agreements and strategic alliances, as well as many other bespoke agreements.

Andrew is a member of the Law Society of England and Wales.

Experience

- Advising a consortium of investment banks (including Barclays Bank, BBVA, BNP Paribas, Commerzbank, Credit Agricole Corporate and Investment Bank, Credit Suisse, Goldman Sachs, HSBC, ING, JP Morgan, Morgan Stanley, RBC Capital Markets, Santander, Societe Generale, UBS and UniCredit) on the establishment and formation of a not-for-profit fixed income pre-trade data information network (including establishing and negotiating development agreements with technology and infrastructure providers (and interim agreements), intellectual property assignments and the creation of access and use documents for users of the platform).
- Advising the UK's leading privately owned hotel and leisure group in relation to its multimillion-pound investment in the design, build, rollout and operational outsourcing of Wi-Fi, broadband and network services at its various hotels and leisure parks the UK.

- Advising a global outdoor advertising company in relation to various digital screen procurement arrangements with a number of major manufacturers.
- Advising a Caribbean telecommunications company in relation to the design, build, rollout and operation of a cellular network across a Caribbean country.
- Advising a major Middle Eastern telecommunications company in relation to the design, development and build of a fibre to home and wireless access network.
- Advising the government of the Kingdom of Saudi Arabia in relation to the outsourcing of its visa processing and biometrics services around the world.
- Advising an electronic tolling company in relation to the design, development and maintenance of an e-tolling system for implementation throughout an EU member state.
- Advising the world's top three global data storage companies in relation to various customer contracts, ranging from co-location to full managed services.
- Advising a global advertising company in relation to the outsourcing of its voice, data and mobile communications requirements.
- Advising a major global advertising and media organisation in relation to data storage, hardware and software procurement and its general technology services requirements around the world.
- Advising a large UK-based company in relation to the facilities management agreement in respect of its new London headquarters.

Credentials

Education

- College of Law, Guildford, Law Society Finals, 1991
- University College of Wales, LL.B., with honors, 1990

Admissions

- England and Wales, 1993

Memberships & Affiliations

- Member of the Law Society of England and Wales

Expertise

Services

- Financial Services
- Intellectual Property & Technology

Industries

- Advertising, Media & Brands
- Aerospace, Defense & Government Services

About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of

clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.