



Clare Lucas

Consultant Solicitor

Jurisdiction: England & Wales

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Overview

Clare is an experienced commercial lawyer with particular expertise in technological transactions. She has typically worked on strategic, complex and high-value negotiations, often involving an international element, and has significant experience advising senior management teams. In addition to her private practice experience, Claire worked in-house for 10 years at Motorola.

Expertise

- Agency and distribution agreements
- Confidentiality agreements/non-disclosure agreements (NDAs)
- Consultancy agreements
- Commercial contracts for the sale and supply of goods and services
- Cooperation and teaming agreements
- Data Protection and GDPR compliance
- Due diligence/legal audits
- Heads of terms, letters of intent (LOIs), memoranda of understanding (MOUs)
- In-house legal support to SMEs and large corporates, including general commercial legal advice to support profitable business growth
- Invitation to tender/bid and quote/sales support including preparation of contract compliance
- Knowledge of US GAAP accounting and revenue recognition rules
- Managed services contracts
- Outsourcing arrangements
- Procurement contracts/subcontracts
- Project management of commercial transactions
- Risk management including analyses and strategy
- Software development and licensing agreements
- Technology contracts including complex contracts for the sale and supply of equipment, services and/or software, including wireless network infrastructure, mobile devices, digital entertainment devices, digital and IP video

solutions, passive optical networking solutions, cable modems and gateways

- Website terms and conditions

Cases

- Advising a high growth telematics company on the commercial aspects of its complex joint venture with the RAC and ongoing licensing arrangements
- Leading negotiations for a global IP, video and broadband corporation on the sale of equipment and licensing of software to BT
- Advising in respect to multiple strategic contracts and providing ongoing commercial support to a growing electric vehicle charging company
- Closing Motorola's first \$1 billion+ contract in Europe
- Leading negotiations for key strategic contracts to deploy new technologies with Virgin Media and France Telecom-Orange
- Finalising major contracts for the supply of set top boxes to BT and Deutsche Telekom
- Completing contract negotiations for strategic deployments of equipment and services with major network operators including Vodafone, Telefonica, Telianera, Turkcell, Vimplecom and Mobile TeleSystems
- Leading numerous difficult negotiations and closed multiple complex and high-value contracts in countries throughout Europe, including Turkey, Russia, Ukraine and Kazakhstan

Career

2012	Keystone Law <i>Consultant Solicitor</i>
2010-2012	Motorola Mobility UK Limited <i>Senior Commercial Counsel EMEA Law Department</i>
2003-2010	Motorola Limited <i>Commercial Counsel EMEA Law Department</i>
1997-2003	Osborne Clarke <i>Trainee Solicitor then Solicitor</i>
1999	Qualified as a Solicitor