

Your telecoms world. Our legal specialism.



Months, sometimes years of planning. Thousands of letters. Stacks and stacks of data. For decades, the wayleave process has barely evolved despite its arduous methodology and countless friction points.

Trenches Law has developed a new approach.

Our strength lies in our difference

We are not your typical law firm. Possessing the rare combination of both extensive legal and telecoms industry experience we're harnessing the power of the latest technology to remove the inefficiencies associated with the outdated wayleave process.

Our innovative methodology ensures telecoms operators and resellers are able to deliver fibre services faster and within budget, while supporting the Government's objectives to provide nationwide access to gigabit capable speeds by 2025.

Our approach

Network expansion planning

A key phase of any network extension programme involves the detailed analysis of your plans and the interrogation of the Land Registry database and other available data sources.

The UK has 24 million land titles and traditionally, a wayleave specialist would have to manually access these databases and sources. They would then have to individually search each title to identify the freeholder(s) concerned before cutting and pasting their details into relevant, personalised agreements.

It's a process that is labour-intensive, time-consuming, prone to errors and adds to the expense of the project.

Using our bespoke automation technology, we can:

- Automatically perform tens of thousands of these searches overnight so the interrogation of data can move at a faster pace
- Overlay KMZ files onto Google Earth locations so proposed builds can be digitally mapped, analysed and altered based on Freeholder information
- Prioritise the main stakeholders/property owners within the build area and pursue, key managing agents, housing associations or developers
- Track progress and share data quickly, easily, and visually

Introduce the legal expertise

With the analysis of your plans and the interrogation of the Land Registry database and other available sources drastically accelerated, we can then leverage our legal expertise much earlier and begin negotiating the wayleave with the freeholder's solicitors or agents where employed.

The time saved means we can align our activity with your build programs. We cover every legal aspect from creating master service agreements for operators and resellers, to negotiating commercial and procurement contracts, to the purchase of planning services and civil works.

Crucially, we always perform high-level risk reviews that allow us to identify potential risks, look to mitigate those risks where possible, and ensure contracts are executed faster.

Our breadth of service also extends beyond just wayleave services. We now deliver property services and manage co-power applications for telecoms operators, as well as providing general legal advice.

Transparent, competitive pricing

Allowing you to begin network builds faster is a major advantage to our automated approach, but for us, this is not enough. Our technology saves time which means it also saves money and we reflect these savings in our price-points.

We do not charge the eye-watering hourly rates of the big city and provincial firms. Instead we offer bespoke, capped pricing meaning you always have price certainty.

You'll benefit from our automated approach

By fusing the power of automation technology to our rare combination of legal and telecoms industry expertise, we're able to provide operators and resellers with a service that transforms the antiquated wayleave process.

You can expect as standard:



Enhanced efficiency

Run multiple automated reports concurrently rather than by hand.



Agile planning

Adapt network routes in response to insight from Land Registry and mapping activities.



Improved visibility

Use a combination of digital solutions and geographic registers to view planned routes more clearly and more accurately.



Faster builds

An accelerated wayleave process means network build dates can be brought forward, funds are released faster, and you can begin to focus on your next build project.



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