



Trenches Law

Driving the digital future



Transforming the wayleave process
through digital automation

A word from one of our founders

"For too long, UK businesses have been over-reliant on the expensive, slow moving and often risk-averse expertise provided by city law firms. Nowhere is this more restrictive, than in the fast paced and complex world of telecoms - particularly when it comes to Code power applications and the management of wayleaves.

I know - I've witnessed the delays, and the fees, first-hand. So, this is something I set out to change.

The industry doesn't just deserve more - it needs it.

Fast forward to 2021, and Trenches Law has grown to become one of the most renowned legal firms dedicated to supporting this rapid growth sector. Our goal was to fill an important gap in the market, and through the careful blend of technology and hand-selected talent, we're nothing like your traditional legal practice.

We'd love to show you why... "

Sharon McDermott
Co-founder and Managing Director



Our specialisms



Wayleave

Whether delivering a fully managed service or support on a specific wayleave matter, we initiate proactive dialogue with landowners and local authorities, to enable network expansions, at pace. And our game-changing, automated approach to wayleave management has hit the headlines for all the right reasons...

Legal

Regulated by the SRA and drawing on our portfolio of commercial law expertise, we're frequently asked to become our clients' bolt on legal team - covering everything from Code power applications to the management and resolution of disputes. Our services are designed to fuel business growth while remaining compliant.

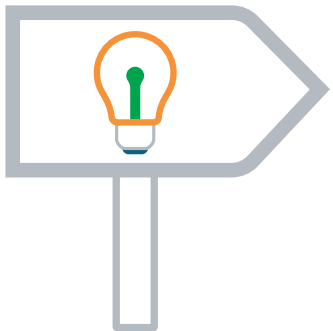
And our expertise is relied upon by some of the industry's most ambitious altnets, resellers, planners and construction companies.



Exploring our wayleave services

A revolution in wayleave

We understand the obstacles currently shackling the growth of telecoms operators and resellers. And core to our work is the revolution of the traditionally cumbersome wayleave process. In fact, we've ploughed more than 600 hours into the development of a bespoke digital transformation project to automate the investigation, creation and distribution of wayleaves.



Quickly adopted by telecoms players large and small, the new system removes the friction points typically associated with this complex process, and handles tens of thousands of wayleaves per week, without the need for additional human resources.

Our goal is to ensure telcos can deliver their fibre services faster and within budget, so they can support the Government's objective to roll-out a nationwide, gigabit-ready network, by 2025.

And it's already working...

Our wayleave services include:

- Analysing plans and interrogating Land Registry and other databases
- MDU 'walkouts'
- Preparing and procuring single and bulk wayleave agreements
- Managing relationships with landlords
- Training and providing advice on compliance
- Reviewing, advising and amending existing wayleave processes
- End-to-end managed wayleave services.

“We outsource all our wayleaves to Trenches Law across the whole of the Isle of Wight. They recognise, assess and mitigate risk in a way that an ordinary lawyer simply couldn't do. They are genuinely passionate about the tech sector, have a vast level of legal acumen within the team and their business model is what we need.”

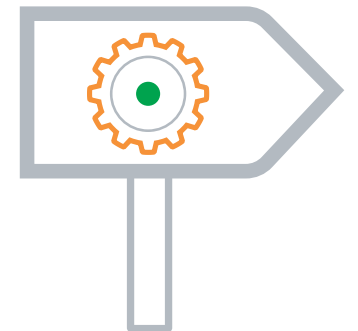
John Irvine
CEO, WightFibre

The automated wayleave process

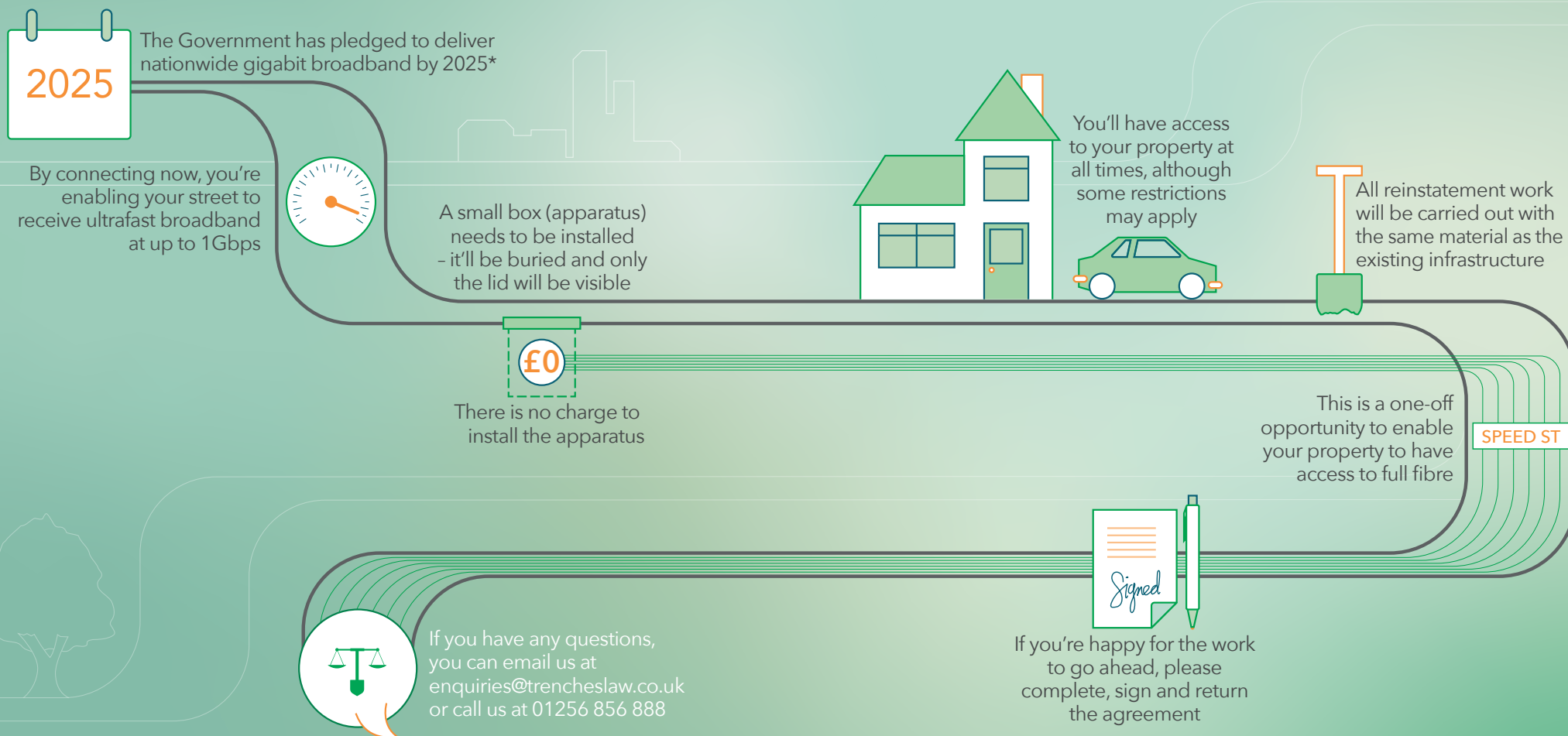
Using our automated approach, our clients can cut out the error-prone, labour intensive and expensive hours required to complete the wayleave process manually.

Our automated approach:

- Automatically runs reports allowing faster access to data, saving significant time
- Overlays KMZ files onto Google Earth showing locations - allowing proposed builds to be digitally mapped, analysed and possibly altered
- Prioritises the main stakeholders/property owners within the build area.



Wayleaves... what you need to know



Benefits at a glance

Enhanced efficiency

Run multiple automated reports concurrently rather than by hand.



Improved visibility

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



Agile planning

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



Faster build

Accelerated wayleave process means network build dates can be brought forward, funds are released faster and operators can begin to focus on their next build project.



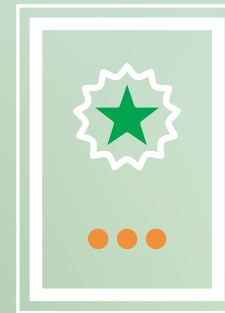
“Our wayleave training with Trenches Law was detailed and extremely helpful – everything was carried out in such a straight-forward way. The session was delivered in a very engaging way. We liked the format which gave us the time to ask questions and every effort was made to make sure we were fully up to speed with the wayleave process and navigating its complexities with ease. In addition, being able to discuss real world scenarios gave us a better understanding of alternative approaches to obtaining agreements, and we’ve enhanced our team’s knowledge in this niche area, as a result.”

Steve Ham
Wayleave Manager, Airband

Did you know?

We provide a personalised training package to help organisations better understand – and simplify – the complex wayleave process.

Whether clients specialise in customer service, administration, installation, or want to solely develop their subject knowledge, we’ll provide a tailored solution – developed by our specialist telecoms law team – to suit all requirements.



After completing a 30-minute pre-training consultation, we’ll shape the objectives based on the specific business needs. We also provide a desk guide complete with essential, engaging information that’s jargon-free!



“When it comes to assistance with documentation and contractual work, Trenches Law is one of the very best in our industry. They have significant expertise in this complex environment and their sector presence is notable. They're always available and very approachable.”

Graham Sargood
Chief Executive, Box Broadband Limited

Telecoms legal services

Our sector-specific legal counsel is designed to be strategic, affordable and value-adding. We have decades of deep industry knowledge and understand the challenges faced by the entire supply chain.

Our telecoms services include:

- Code power applications to OFCOM
- Contract drafting/negotiating for all civil works
- Drafting, reviewing and negotiating T&Cs for sales, products/services and SLAs
- Management and resolution of all disputes and settlements
- Advice and administration of all matters relating to the New Roads and Street Works Act
- Environmental compliance
- Local authority support
- Supplier and wider stakeholder management
- Assessing and advising on Non-Disclosure Agreements and novations.



“I’ve known Trenches Law’s founder Sharon for many years. She’s well-respected in this field and Trenches Law is our “go to” legal advisor. They review our tenders, manage legal disputes, mark-up T&Cs – the list goes on. It’s their flexible approach that means they’re an important part of the team when it comes to securing deals.”

Mike Carlin
CEO, The MAP Group

Commercial legal services

There’s no such thing as ‘one size fits all’ at Trenches Law. This means, we’re often tasked to handle wider commercial legal matters that keep our clients moving forward, with maximum peace of mind and fluidity.

Our versatile commercial services include (but are not limited to):

- Reviewing and/or preparing letters of agreements
- Handling commercial disputes and settlement letters
- Interpreting and negotiating contracts
- Advising on and managing TUPE transfers
- Training and advising clients on supplier management and related contractual obligations.



“I’ve found working with Trenches Law a breath of fresh air. The team have a lot of telecoms experience and this shows in the way they approach their work. I’ve found their attitude and knowledge incredibly helpful in negotiating commercial contracts and also for any advice regarding the wayleave and property elements of the telecoms sector.”

Dave Ferry
ITS Technology Group

Property legal services

One of the fastest emerging strands of our legal services, is our work in the property sector - a straight-talking, personable aide dedicated to empowering our clients to make the right decisions at the right time.

Our property legal services include:

- Assisting with commercial and telecoms leases, including those for rooftops and cell sites
- Working with both landlords and tenants, to ensure the interests of all parties are represented
- Advising businesses that own or occupy commercial property, about their property rights under their leases and title documentation.



“We have a collective responsibility to care for our environment and we're determined to utilise our knowledge to support landowners, housing associations, local authorities, EV providers and organisations with fleet vehicles to complete applications and drive towards a greener future.”

Sharon McDermott
Managing Director, Trenches Law

Electric vehicle services

To support the UK's drive towards a net zero carbon future by 2050, green initiatives are being introduced throughout the country. **The Government is incentivising businesses, residents and local authorities with the transition to electric vehicles (EV), and the Department for Transport has unveiled a £400 million Charging Infrastructure Investment Fund to prioritise EV charge point installations.**

We know that wayleaves will play a critical role in ensuring these essential builds take place to ensure an eco-future becomes a reality. We're drawing on our experience to:

- Providing commercial clients with wayleave guidance to help negotiate agreements at pace and progress the installation of EV charge points
- Supporting landowners, housing associations, local authorities, EV providers and organisations with fleet vehicles to complete applications and drive towards a greener future
- Ensuring the process runs as smoothly as possible so that build projects can take place legally, accurately, and swiftly.



Why Trenches Law?



Breaking the mould

Our friendly, approachable, and fiercely passionate team is made up of strategic professionals who have lived and breathed the world of fibre, connectivity, and technological infrastructure, for most of their careers.



We came together to 'break the mould' and solve the problems that all too often stand in the way of a successful network installation. We've done this thanks to:

- The wealth of experience within our straight-talking team
- Our confidence to take and manage risks that support business growth
- Our local 'on the ground' specialists who have unparalleled knowledge of their own geographical areas
- Our investment in cutting-edge technology, never before seen in the management of wayleaves. What's more, we have an exciting future roadmap which will see our automation further transform the lives of design, planning and build teams tasked with finding the simplest and most effective cable routes
- Our community of trusted partners - from network build designers to local authority negotiators - who make things happen.

“Trenches Law is not your average law firm - maximising revenue while minimising risk is without a doubt the team's USP. Their level of telecoms industry experience means we always have a robust approach to contract management. We've secured multi-year deals with their help and they've been our legal counsel on dozens of deals.”

Tom O'Hagan
CEO, Virtual1

Our fees

We believe our pricing structure has set us apart from the competition, because whether we're approached to provide a single piece of advice, or a fully-outsourced, end-to-end service, our fees are nothing like those charged by traditional city law firms.

We understand, for example, that network operators work on a price-per-premise basis, so when it comes to wayleave support, that's how we charge too. This pricing certainty helps us build proactive, long-term and honest relationships with our clients. Rather than keeping us at arms' length, they view us as a true business partner - it's the reason why some of the UK's biggest telecoms brands come back to us time after time.



Meet the team

Sharon McDermott

Co-founder and Managing Director



Sharon is a senior telecommunications lawyer, having spent nearly two decades with Virgin Media. As head of legal services she negotiated large deals in sales, wholesale, retail and the public sector, before moving on to manage vast procurement contracts including architecture, civil engineering works and service installations.

Georgina Rudak

Head of Wayleave and Solicitor



Georgina oversees several different projects and liaises with freeholders, solicitors and managing agents to negotiate wayleaves for our clients. She's the ear to the industry, attending events and meetings, representing Trenches Law and ensuring the team remains completely up-to-date with the ever-changing world of wayleave.

Terry Daniell

Co-founder and Operations Director



Terry has spent more than a quarter of a century in telecoms, beginning his career as a broadcast engineer for BT. He went on to specialise in the wholesale channel at Virgin Media, managing relationships within the reseller, carrier and mobile sectors. He has a wealth of technical knowledge and is the driving force behind our wayleave automation technology.

Katie Fosten

Head of Client Services



Katie is focused on nurturing existing client relationships and helping organisations reach their build targets. A former property and wayleave manager, she has an exceptional rapport with clients. Katie is a team motivator and someone who brings energy to every task and will continue to play a key role in how Trenches Law builds positive and authentic partnerships with companies large and small.

Get in touch

We're here to help you grow. So, why not tap into the knowledge of our straight-talking, commercially-savvy and technically experienced telecoms specialists?

Call 01256 856 888

Email enquiries@trencheslaw.co.uk

Visit www.trencheslaw.co.uk



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