

Raymond Beven:
working with
participants in the
rail industry in
Britain since 1999

Involvement in franchise

→ bidding:

- TransPennine
- Central Trains
- Wales and Borders
- Wessex Trains
- Greater Anglia
- Greater Western
- South West Trains
- East Coast Main Line

→ extensions/ amendments/ remapping:

- Midland Mainline
- Cardiff Valleys
- Wales & West
- WAGN
- Wessex Trains
- Central Trains
- Silverlink

"Raymond Beven offers expert and pragmatic legal input in a cost-effective and flexible way. He is a real pleasure to work with."

- former Legal Counsel (Projects) of Queensland Rail

Passenger Rail Franchising

Assisting bidders & their supply chain for success



Advising:

- Bidders
- Investors
- Financiers
- Suppliers
- Service providers
- Access providers

Helping on franchise bidding legal issues, including:

- Procurement process advice
- Consortium/joint venture arrangements
- Bid investigation/due diligence
- Legal risk assessment (& mitigation)
- Franchise Agreement review and mark-ups
- Rail regulatory approvals and applications
- Infrastructure investment & interface
- Tax, incentives, employment/TUPE regulation
- Finance & security
- Real estate purchase/leasing
- Intellectual property/branding protection
- Data protection, privacy & non-discrimination
- Internal bid strategy & third party negotiation
- Drafting & negotiating documents for close
- Day 1 advice/preparation

Beven Legal will work as part of your team to deliver success.

The Beven Legal approach

Beven Legal is a law firm established on the new network model, with flexibility, technology and quality business process outsourcing at heart.

We minimise our fixed costs and ensure your direct access to partner-level expertise by combining our own resources with a network approach.

We are able comprehensively to deal with all issues by linking up with like-minded individuals and firms when needed (and *only* when needed).

This approach delivers lower overheads for us, while still giving access to the best experience for you - as well as highly-competitive and flexible billing.

Beven Legal works direct for clients or alongside their other advisers (including law firms) to provide a seamless, co-ordinated approach. In particular we can help project manage external lawyers as part of your team to ensure legal budgets are met.





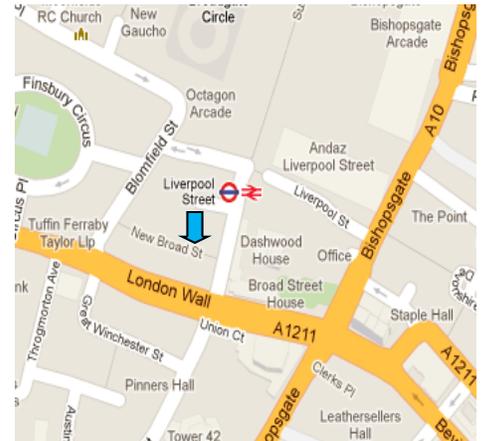
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Consistently commended in independent legal directories for over 10 years, as compiled from client interviews:

Other services

Beyond franchise bidding, we can assist with expansion and operations:

- Sales and distribution
- Procurement/sourcing/supply chain
- Commercial contracts
- Rail industry agreements
- Alliances, JVs and collaborations
- Partnerships
- Corporate law compliance
- Company secretarial services
- Intellectual property licensing
- IT and software contracts
- Technology agreements
- E-commerce
- Share/business sales/purchases
- Equity investment
- Bank finance
- Asset finance/leasing
- Public procurement
- Bid/tender evaluation & support
- Dispute resolution/arbitration
- Fraud and investigations
- Data protection/freedom of information
- Due diligence & legal risk assessment
- Legal project management
- Regulatory advice
- Real estate purchase/leasing
- Construction & engineering
- Supply of interim legal resource

Raymond Beven "is an impressive negotiator who commands respect. He is calm, considered and does not leave a point until he has obtained the best possible position." He is also described as an experienced projects, commercial and corporate lawyer: "He is approachable, keen and really knows his stuff," say sources.
- Chambers UK Guide 2012

"The 'superb' Raymond Beven heads the practice and offers considerable expertise in infrastructure, regulatory, corporate and privatisation matters."
- Chambers UK Guide 2008

"Vastly experienced and extremely solid", who has also "won respect for his 'sound knowledge of the law and immense experience'"
- Chambers UK Guide 2005

Described as "excellent, collaborative" and "client-friendly".
- Chambers UK Guide 2002

