

12 Years On For Hawkins Hatton

Hawkins Hatton (HH), since its inception in 2006 as a brand new niche corporate practice has continued to enjoy success both locally and nationally in the space that is the highly competitive legal services market in the West Midlands. HH's niche service offering is corporate, commercial property and commercial dispute resolution.

HH has been recognised as one of the Midlands' most proactive, considerate and 'highly capable' firms always striving to find 'a complete solution to legal issues'. The Legal 500 said of HH that it has *"created a strong reputation in a relatively short period of time and the team demonstrates excellent service and comprehensive industry knowledge in a range of sectors including manufacturing, pharmaceuticals, social care, farming and IT"*.

The success of HH can be attributed to its high standard of work and commitment to clients. HH prides itself on excelling the expectations of its clients in respect of the delivery of its legal services. HH's tenacious commercial approach has enabled it to take full advantage of the new opportunities the challenging legal market has offered. To that end the Legal 500 has said that *"the fixed fee approach makes it very competitive on price"*

HH has continued in its expansion by attracting high profile clients and highly regarded banks such as RBS, Santander, HSBC, Svenska Handelsbanken and Lloyds. The Legal 500 has noted that HH *"is best known for acting for major lenders in the secured lending space where it progresses cases efficiently, quickly and with little fuss"*.

"The recipe for success is not a difficult one" said Colin Rodrigues Head of Corporate at Hawkins Hatton "given that our ethos has always been to partner our clients, such that we are working with them rather than for them."

Colin Rodrigues is ranked as a Leading Individual in the Legal 500 and described as 'highly regarded in the local market'. He went on to say that "commercial clients always have foremost in their minds the smooth running of their business and do not enjoy distractions. That is why, in my view, the success of any legal practice is having commercial acumen which takes these client problems away, by negotiating and agreeing the legal and commercial issues for the client as if they were their own.

Having started HH as a new business, we have faced many of the same challenges that our clients will have come across, making us better able to not just advise but also appreciate the implications of the advice as business owners.”

Harminder Sandhu, Managing Director of Hawkins Hatton concluded by saying “with a focused approach we have continued to provide niche services, establishing a deep footprint in the West Midlands in respect of the quality of clients and value of transactions, which has set HH aside from larger national practices. ”.