



Wilmington Legal

Mark Solon

Wilmington
Legal



What we do:

The Wilmington Legal Division sells law related information, education and networking opportunities to two groups of customers:

- **Law professionals** this includes solicitors, barristers, paralegals and those that work in legal services organisations
- **Non law professionals** who need legal knowledge and skills to work effectively e.g. expert witnesses, investigators and accountants

We also sell sponsorship and exhibition space to suppliers who target these two groups.

Law Professionals

The benefit of the first customer market is that it is defined with good data.

Size of our markets



Non law professionals

The benefit of this group is that it is much larger and potential clients are virtually every business and government agency.



The changing environment for law professionals

Challenges

CPD regulations changing

Internationalisation of Law

How Law Professionals work

Changes in Funding

Opportunity

New competency regime

Our International Presence

Business Skills

Change of Practice

Wilmington
Legal

RUNS
6,000 EVENTS
PER ANNUM
&
TRAINS 60,000 PEOPLE

BOND
SOLO



DELIVERED OVER 1100
WITNESS FAMILIARISATION
SESSIONS FOR SOME OF
THE MOST HIGH PROFILE
AND 789 FOR
INVESTIGATORS



ESTABLISHED IN 1844 IS
THE MOST RESPECTED
SOURCE OF INFORMATION
ON LAW FIRMS



WAS THE WINNER OF
**BEST NEW
PRODUCT**
LAUNCH AT THE
2014 CONFERENCE
AWARDS



REVENUE TYPE
INFO 17%
EDUCATION 73%
NETWORKING 10%

LAW FOR LAWYERS TRAINING

CPD TRAINING SCOTLAND WILMINGTON
LEGAL HAS MARKET SHARE **45%**

CPD TRAINING UK WILMINGTON LEGAL
HAS MARKET SHARE **40%**

**SOLICITORS
JOURNAL**

NOW IN ITS
160th
YEAR, HAS
14,500
FOLLOWERS
ON TWITTER

ARK GROUP
HAS OVER **200**
REPORTS IN PUBLICATION

CENTRAL
**LAW
TRAINING**

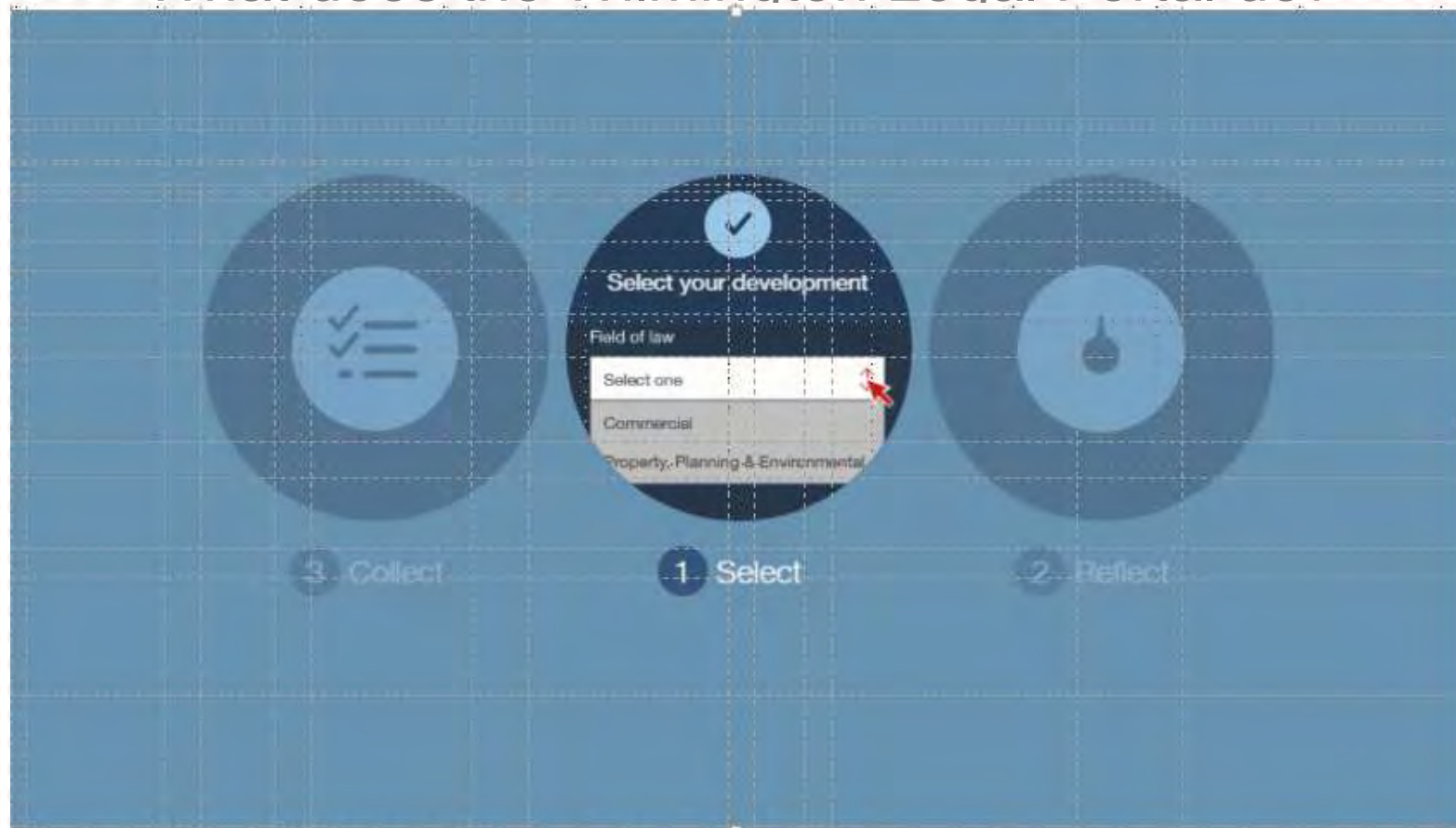
WILL BE
30
THIS YEAR



DELIVERED
1,500+
EVENTS
LAST YEAR



What does the Wilmington Legal Portal do?





- What is Best Interest Assessor (BIA)
- Increased need for Best Interest Assessors
- Becoming an approved BIA
- Meeting the demand
- Future Demand and Business Growth

BOND SOLON
Wilmington Legal

Best Interest Assessor (BIA) Legal Update / Refresher training

Approved by The School of Law, University of Lincoln, for the award of a highly intensive and interactive qualification demonstrating the necessary competencies to operate as a Best Interest Assessor.

The Module

Bond Solon's BIA qualifying module provides specialist knowledge to complete the BIA 7 Qualification worth 20 credits.

Over the module, students will take part in practical exercises through case law, and its application to the MCA and DoLS.

They will explore, and gain the ability to apply, the provisions of the Mental Health Act 1983 (MHA), the Mental Capacity Act 2005 (MCA), and the respective codes of practice, and the implications of these for practice.

Students will gain the ability to complete assessments, gather evidence and record the decision-making process.

- Roles and Responsibilities of BIA
- Competent Application of the MCA
- Considering and Applying the MCA
- Human Rights Act (1998)
- Current and Relevant Case Law
- Best Practice in Recording and Reporting
- The Role of Attorneys, Deputies and the Court of Protection and others

The training

It is essential that your approved BIAs are equipped with the key skills to operate to best practice in light of recent judgements and surge in assessments and re-assessments they will be undertaking.

Delegates will revisit and understand the ethos, values and principles which support the Mental Capacity Act, particularly in relation to the Deprivation of Liberty Safeguards (DoLS) and their implications for the role of the Best Interest Assessor in light of the House of Lords Select Committee post legislative scrutiny of both the MCA and DoLS.

They will consider the wide ranging impact and implication of the 2014 Supreme Court Judgement on 'P v Cheshire West and Chester Council and another, and P and Q v Surrey County Council'. They will also study the post-Cheshire judgement 'Re X and others (Deprivation of Liberty)' and the implications these are having on the Court of Protection.

The interpretation of the legal framework through recent case law will be explored, and the implications these have in daily practice.

Key Learning Points

- Consider the impact of the 2014 Supreme Court judgements
- To understand and apply the Mental Capacity Act 2005 in carrying out capacity assessments in light of recent and relevant case law.
- To reflect and discuss significant case law relevant to the DoLS, from HL v UK to Cheshire West and P & Q to consider
- The role of the Court of Protection in light of Sir James Munby's recent judgement in X and Others (Deprivation of Liberty)
- To understand the "Acid Test" and the implications for care homes, hospitals, shared lives, supported living and own home situations
- Restriction on, and deprivation of liberty
- To understand and apply the Human Rights Act 1998 - Article 8 and the implications on Article 5 - Right to liberty
- To understand the importance of best practice in the creation, collation and analysis of relevant evidence within the DoLS process

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Vision

Our vision is to make Wilmington Legal a recognised brand as a centre of excellence for legal information, education and networking for both law professionals and non law professionals.

We turn knowledge into advantage to enable our clients to achieve their business objectives by having a competent workforce.

Leverage
Technology

Return to growth
through client focus

Improved margin
through integration

“Central Law Training has been a long-standing provider of legal training. I have always found them efficient, responsive, professional and on-the-ball. The trainers they provide are excellent.”

Shoosmiths LLP L&D Department

“Bond Solon in just one session transformed an over-confident and impatient CEO into a calm and thoughtful witness who impressed the tribunal.”

Audley Sheppard QC Partner, Clifford Chance



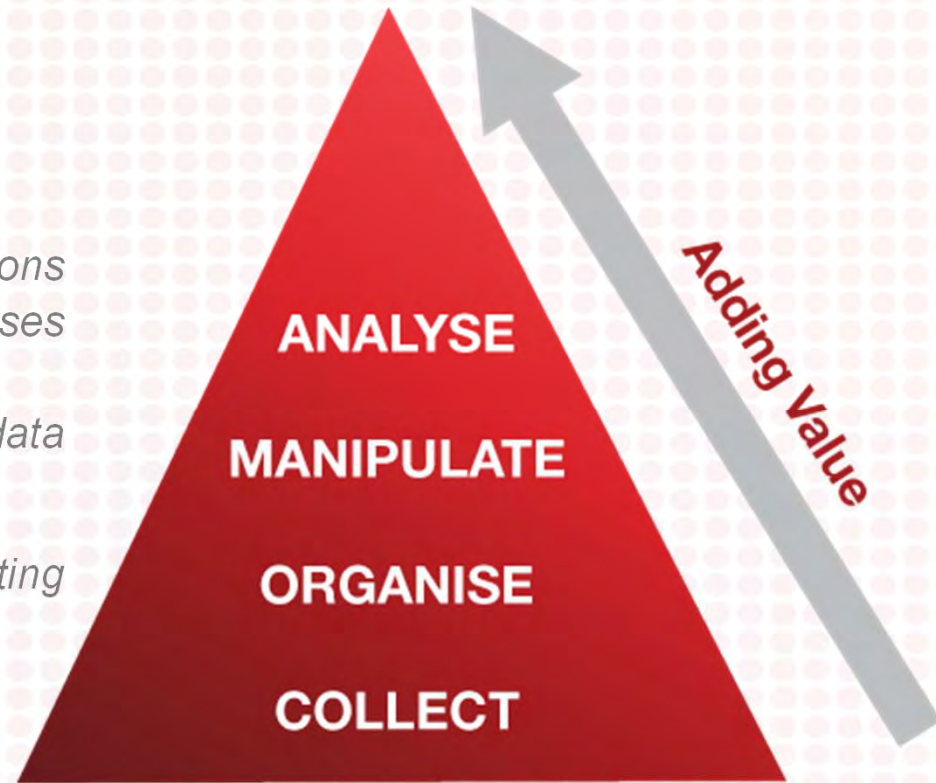
Wilmington Insight

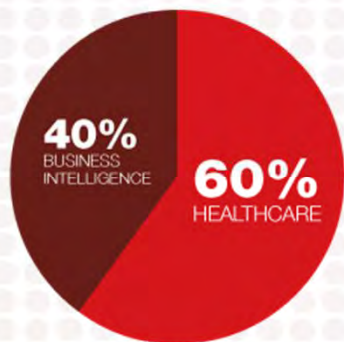
Richard Adams

Wilmington
Insight

Wilmington Insight monetises information

Healthcare Analytics solutions
Pharma Customer Segmentation analyses
CRM reference data
Business Intelligence & Direct Marketing





**37,000 DAILY
NEWSLETTERS**

**30% UK
PHARMA**
CRM MARKET SHARE



DATABASE OF
500,000
HEALTHCARE
PROFESSIONALS 

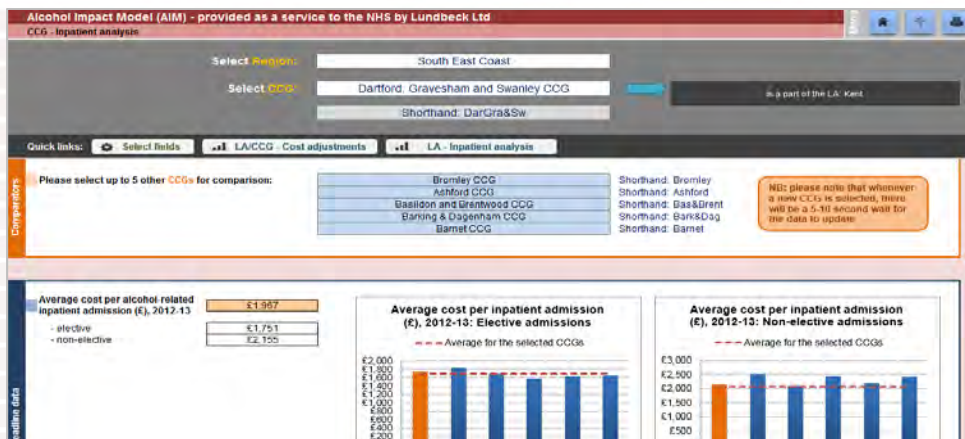


**MORE THAN
6,000
CUSTOMERS**



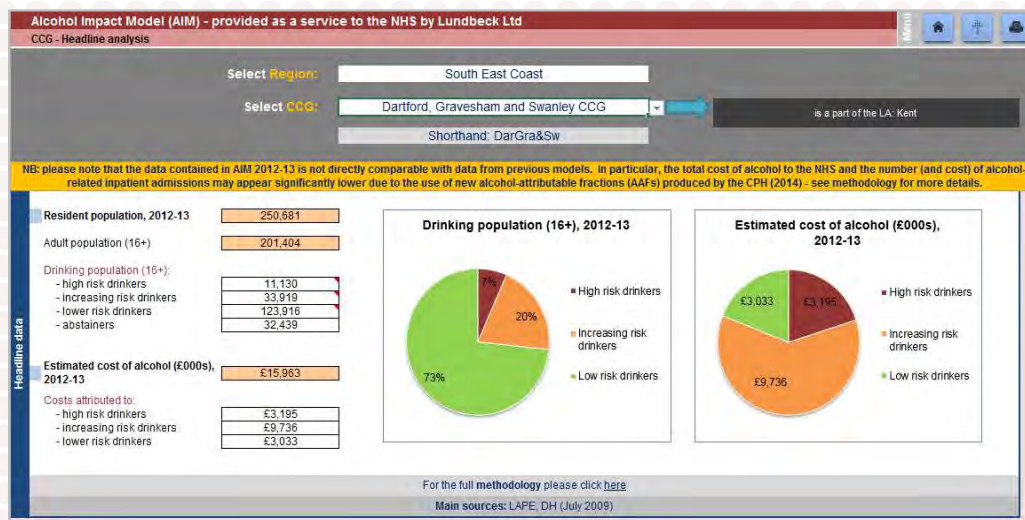
Customers





Pharma company seeking NICE regulatory and pricing approval in the field of alcohol misuse

- Analysed impact on hospital admissions and expenditure
- Built an 'Alcohol Impact model' using Hospital Episode data
- Used information to support the product filing
- The client received full approvals
- We earned initial and multi-year fees for updates
- Delivery scalability has expanded margins



Vision

To be the 'Best in class' provider of precision insight to deliver competitive advantage by leveraging core competence in information acquisition, management and analysis.

Expand Healthcare

Extend Solutions Internationally

Leverage Data Management & Analytics across Business Intelligence Sector

“We are highly supportive of NHiS’s Commissioning Excellence to assist payers and providers in developing services relevant for patients”

Steve Ford, Chief Executive of Parkinson’s UK

“ Our customers now think of us as experts as they haven’t seen this type of information before”

Large pharmaceutical company



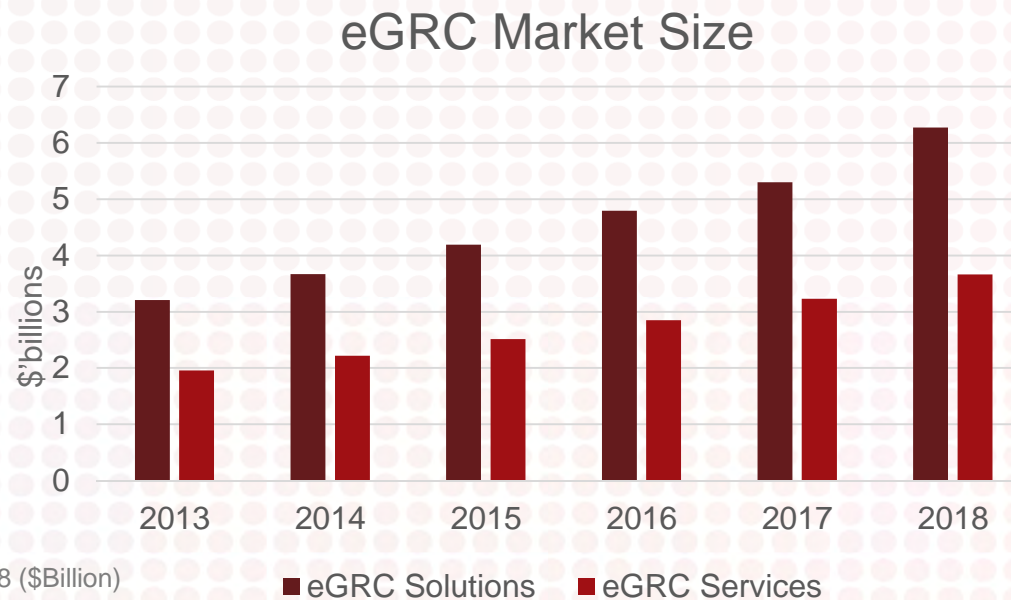
Wilmington Risk & Compliance

Bill Howarth

Wilmington
Risk & Compliance

Risk and Compliance: The Environment

- 1. Risk and Compliance is the number one business risk today
- 2. Major regulatory intervention – business opportunities
- 3. Shortage of talent, solutions and services
- 4. Compliance as an industry is a major growth market



Risk and Compliance: The Business

- The Risk and Compliance Division provides information, education and networking opportunities primarily to the financial services industry (Banking and Insurance).
- 2 strands of business:

Training and Qualifications

International Compliance Training
ICT Academy (Singapore)
ICT Middle East
CLT International

Information and Networking

Axco
Compliance Week
Inese
ICP
Pendragon



100,000+
CERTIFICATIONS
GLOBALLY

25
years
of statistical
insurance data
covering
170 countries



LARGEST
Wilmington plc
CONFERENCE OVER
3,000
UNIQUE VISITORS

ICT
STUDENTS IN 
100+
COUNTRIES



Face to Face
TRAINING IN
58
COUNTRIES



CLIENTS IN OVER
150 COUNTRIES

80%
of Spanish
insurers have a
subscription to
inese



Pendragon

has pension
regulation and
compliance
information
dating back to
1921

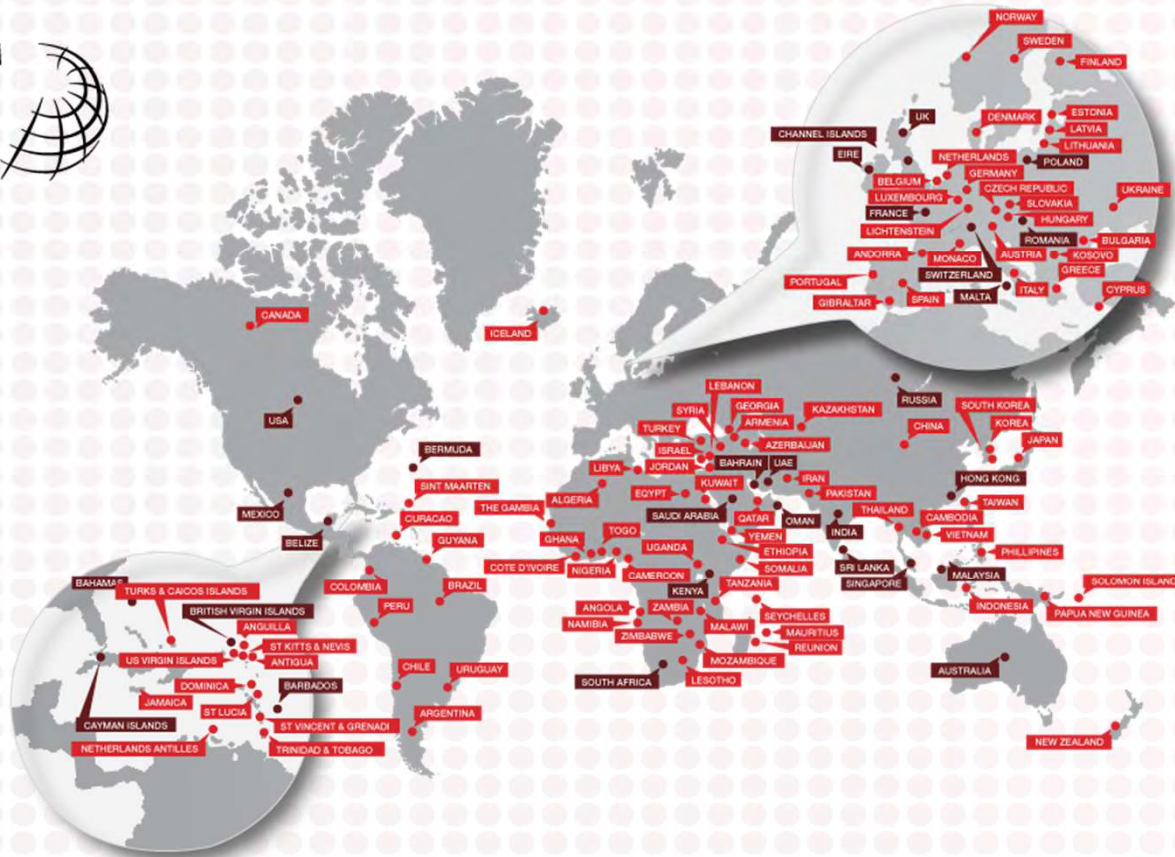


researches
over **50,000**
company profiles
per annum

i INFORMATION
SOURCED
LOCALLY FROM
OVER 170
COUNTRIES

REVENUE TYPE
INFO 52%
EDUCATION 44%
NETWORKING 4%

ICT
STUDENTS 





Case Study: Banking Sector in-house client

ICT has conducted this activity for a number of major international banks

- International banks
- Subject to regulatory sanctions (fines) and enforcement orders

Bank challenges

Systems and controls
Staff training
Customer Due Diligence (CDD)
Culture

Solutions

Re-training of key staff
Review systems and controls
Enhance culture
Customisation/localisation of courses
Thousands certificated

Vision

To be the pre-eminent global provider of training, qualifications, information and networking services to the risk and compliance community.

By providing a cradle to grave service and experience to our clients we will become the trusted partner on all compliance aspects of the client's business.

World Class
Certifications &
Geographical
Expansion

In-house Clients
- localisation
- customisation

Sector Growth
requiring Enhanced
Product and Service
Range

“I would recommend this to others in the industry – the course will equip you with the necessary skills to mitigate the risks associated with financial crime.”

Sam Robins, Harrods Bank Ltd

“This is the most practical and beneficial professional qualification I have ever taken with topics relevant to all compliance professionals.”

Amanda Keens, Standard Chartered Jersey Ltd

“The learning material, workshops and instruction are to be highly recommended. It was without doubt, one of the best courses I have ever done - so much so that I have just enrolled on the AML Diploma.”

Terry Greenhow, DAS Holdings UK Limited

“What really impresses me about Axco is the depth and breadth of their research that is vital in my day-to-day role.”

Client Practice in a Global Broker



Q & A