



**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**

£  
£  
£  
INFO 17%  
EDUCATION 73%  
NETWORKING 10%  
REVENUE TYPE

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**

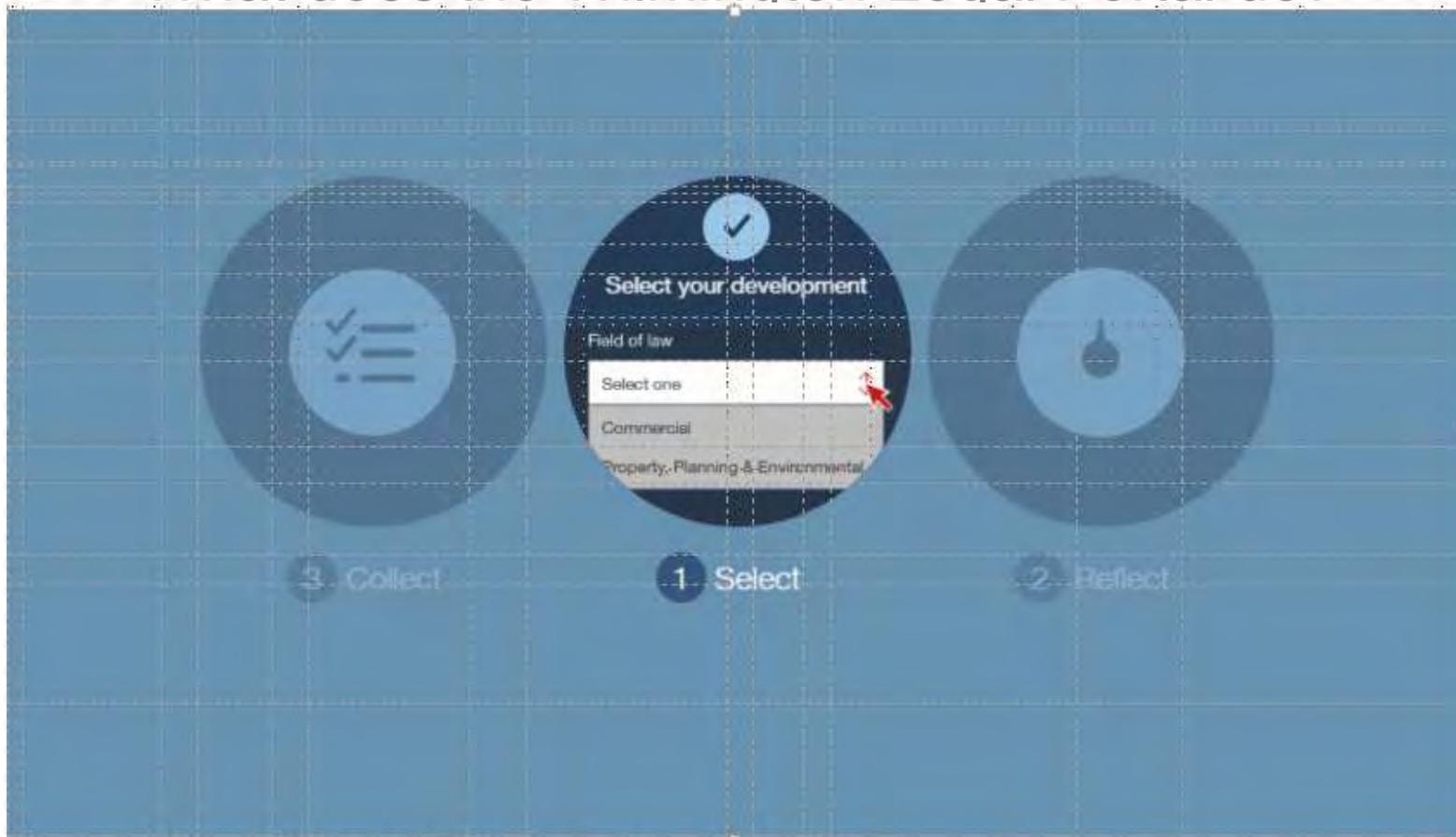
WILL BE  
**30**  
THIS YEAR

**&**

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 for highly intensive and interactive competencies to operate as

**The Module**

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

Over the module, students will take through case law, and its application.

They will explore, and gain the ability the Mental Health Act 1983 (MHA), and respective codes of practice, and the

Students will gain the ability to complete evidence and record the decision-making

- Roles and Responsibilities of BIA
- Competent Application of the MHA
- Considering and Applying the Code
- 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

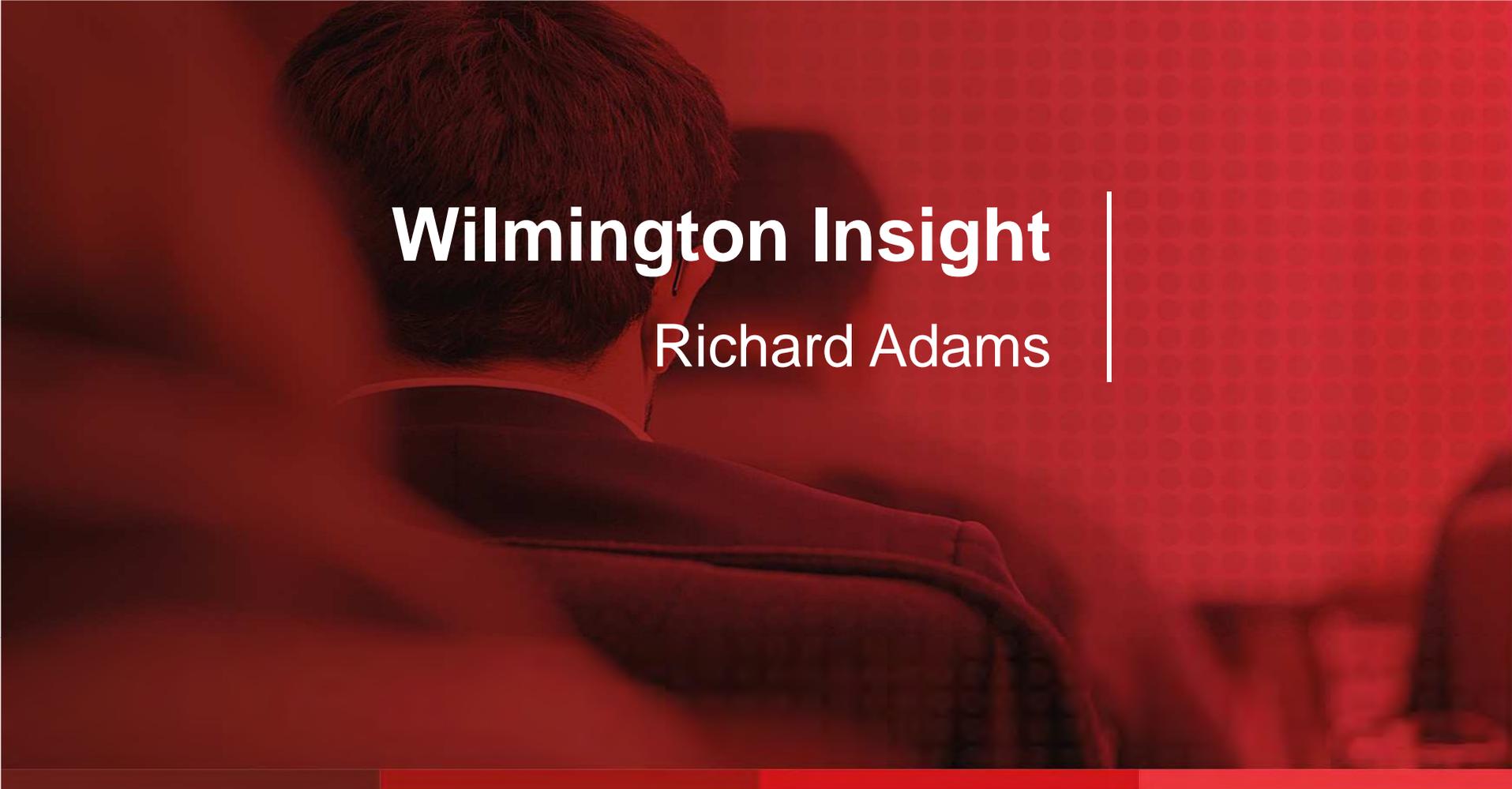
Improved margin  
through integration

*“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**



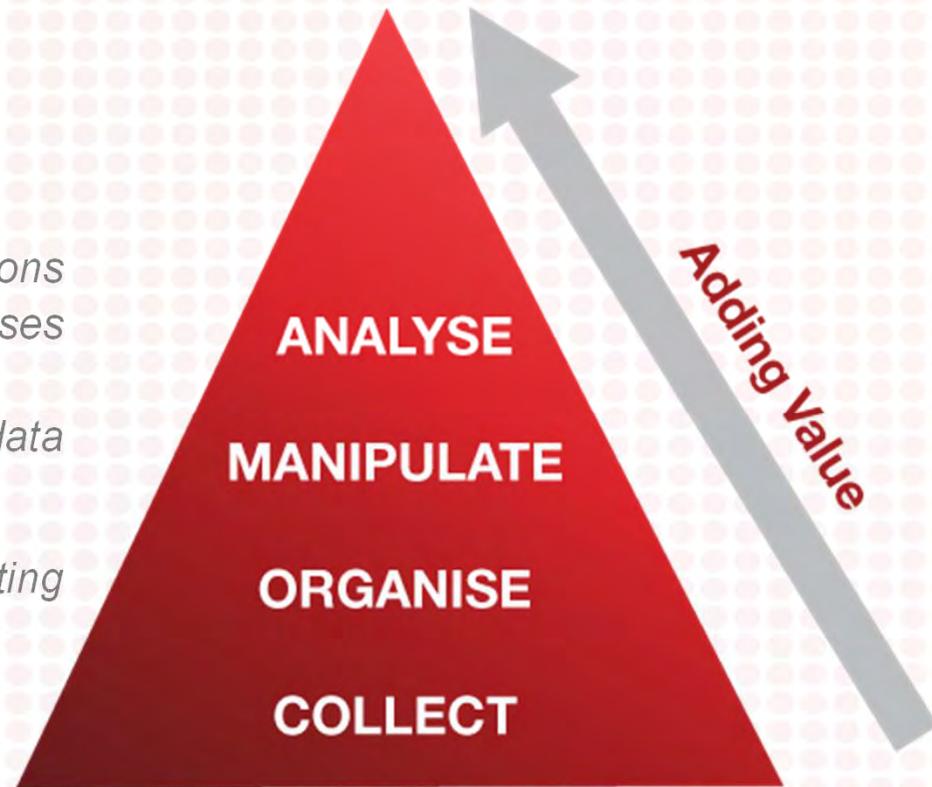
# Wilmington Insight

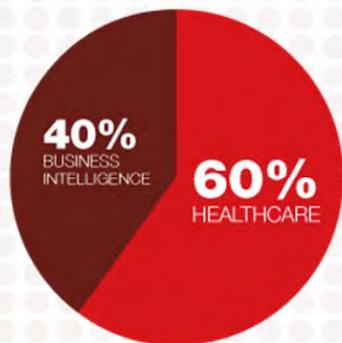
Richard Adams

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 

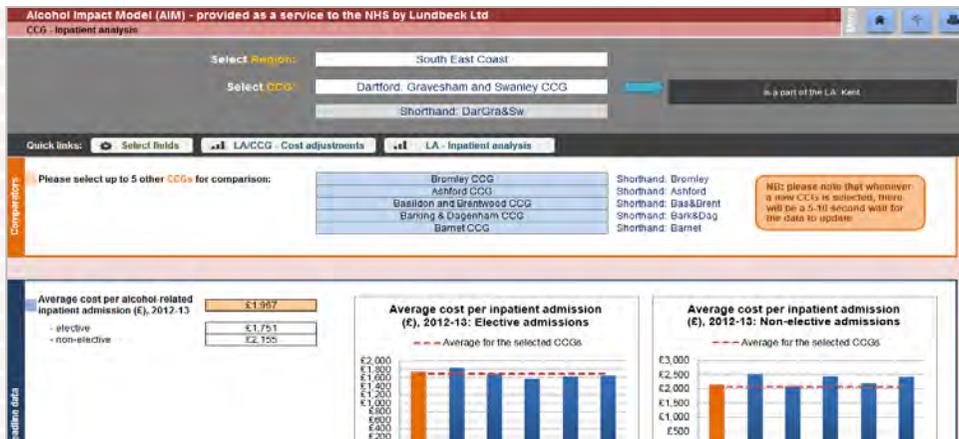


**MORE THAN  
6,000  
CUSTOMERS**



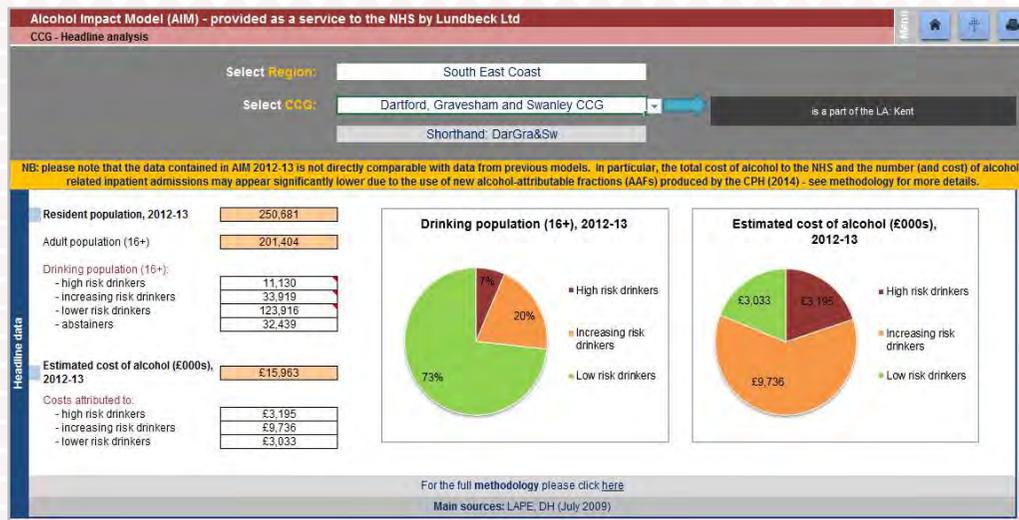
# Customers





## 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 Heathcare

Extend Solutions Internationally

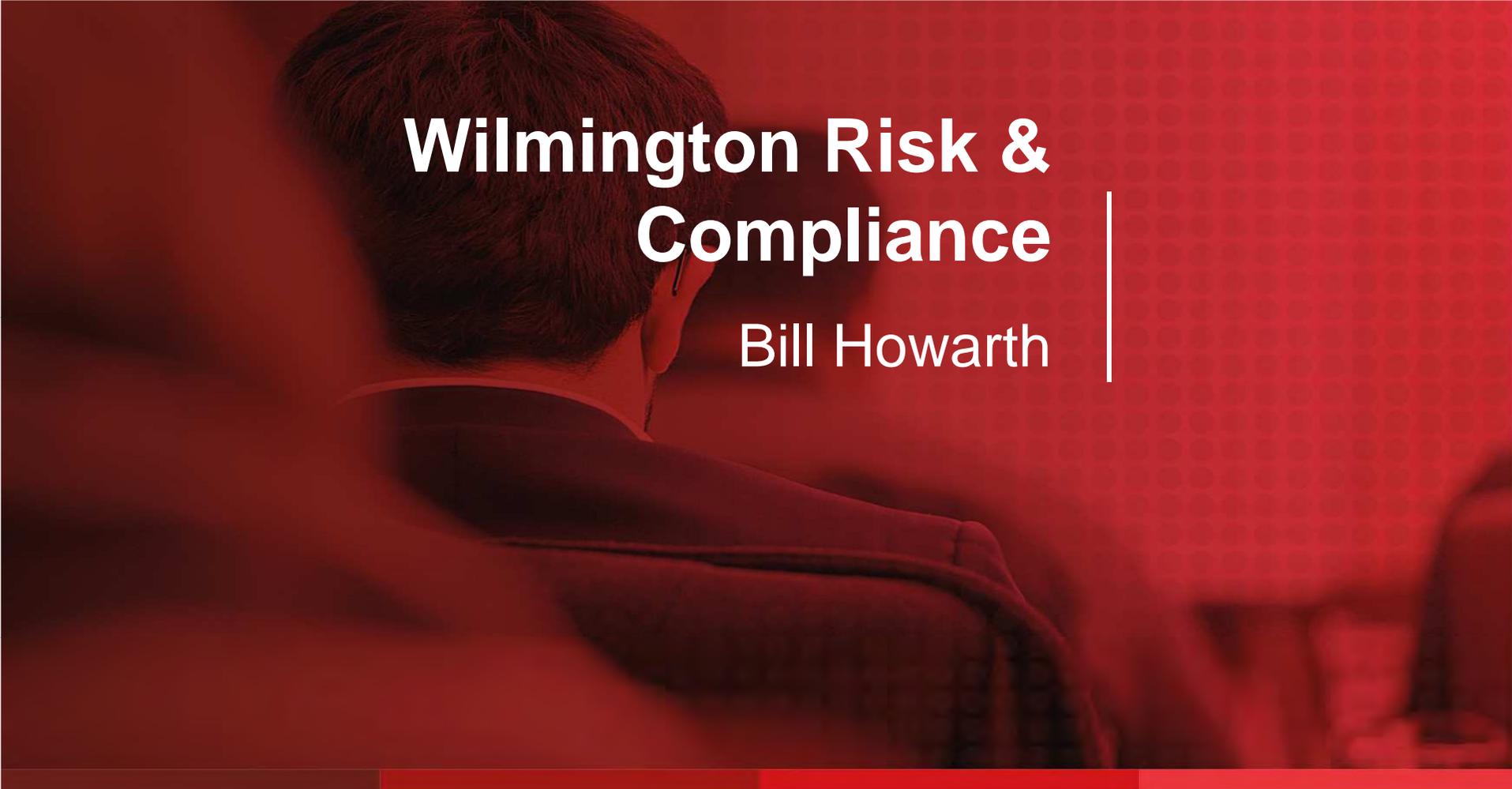
Leverage Data Management & Analytics across Business Intelligence Sector

*“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**



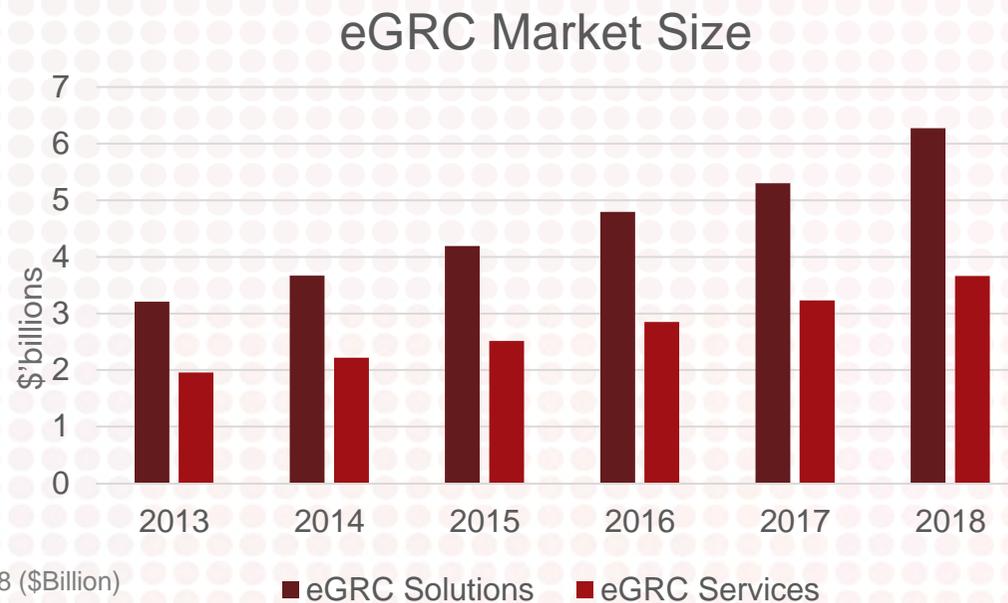
# Wilmington Risk & Compliance

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**



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.”*

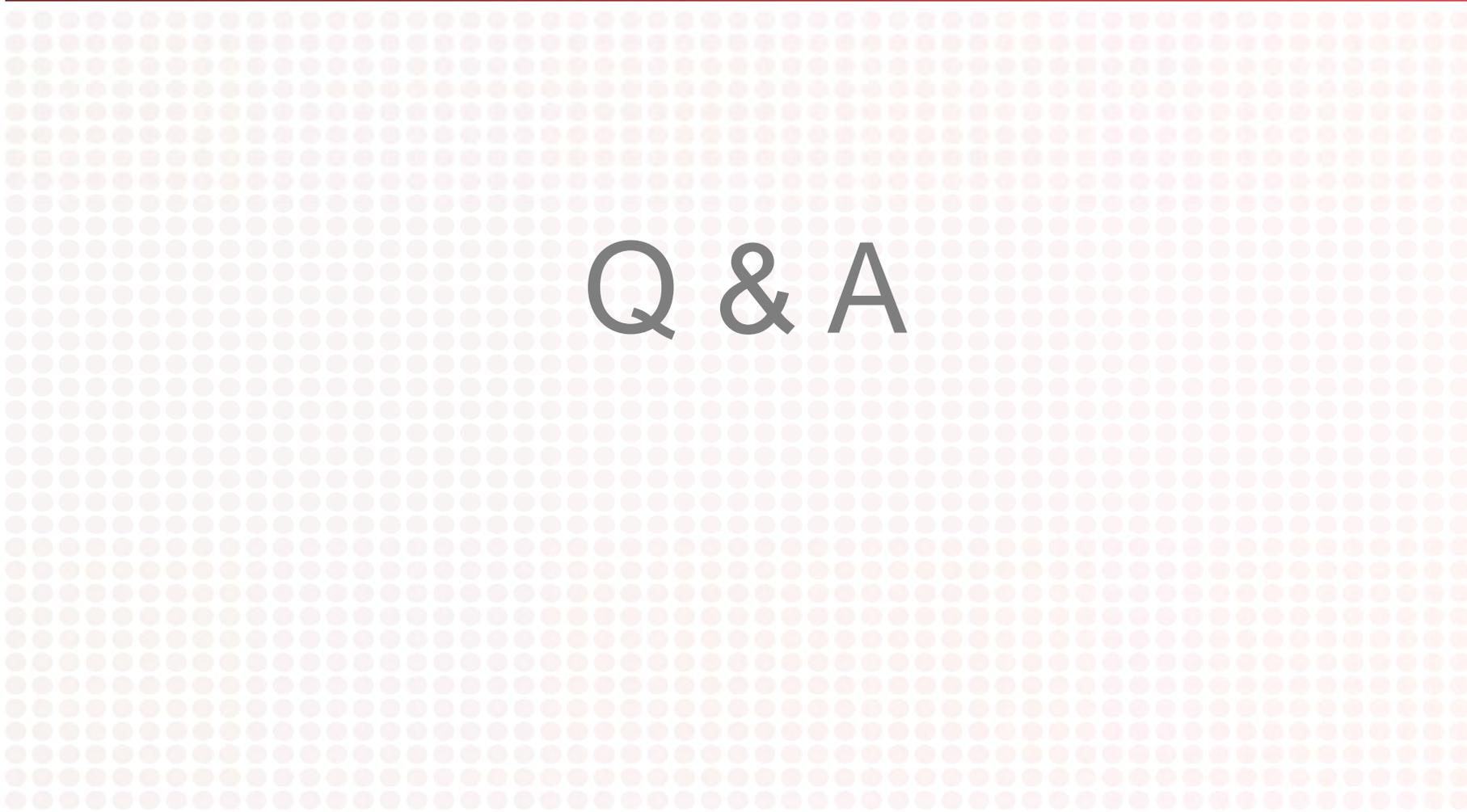
**Amanda Keens, Standard Chartered Jersey Ltd**

*“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