



Robert Marcus

CEDR Accredited Mediator

Overview

Robert is an IT, intellectual property and commercial specialist with more than 30 years legal experience. Robert worked at IBM for more than 20 years variously as Software Development Product Counsel, Services Counsel IBM Europe and latterly as Counsel IBM Global Services.

Robert has specialist expertise in IT contracts, software compliance, data protection, security, regulation, cloud computing, outsourcing, BTO, intellectual property and commercial contracts.

Robert is a Member of the Society of Information Technologists, Society for Computers & Law, British Computer Society and the International Association for Contract and Commercial Management.

Robert is highly experienced with complex litigation often involving a complicated intellectual property and commercial matrix. He is committed to achieving effective solutions, to complex problems, which are both sustainable and efficient.

Professional Background

Robert graduated at Oxford University and has worked at Clyde & Co, Macfarlanes and IBM. He now runs his own commercial practice Jurit LLP. He has worked with Multinationals, FTSE 100 Companies and businesses around the world. He has undertaken a variety of shipping, commercial and intellectual property work which has included a high degree of risk management and lateral thinking. Robert is experienced in complex Litigation, Arbitration and Mediation.

Mediation Experience

- Business to Business
- Commercial
- Customer Relations
- Intellectual Property
- Property
- Restrictive

- | | | |
|-----------------------|----------------|---------------|
| Contracts | • Partnership | Covenants |
| • Contentious Probate | • Professional | • Shareholder |
| • Employment | Negligence | • Trusts |

Style

Robert is astute, perceptive and proactive. He has a non judgmental approach aimed at facilitating long term relationships and sustainable solutions. He is sensitive to case dynamics and organisational and interpersonal politics. He is able though to be tough when required and address difficult issues.

Feedback

Robert has been praised for his relaxed style, courtesy and effectiveness in often highly stressful situations.

Professional Experience

Robert has extensive experience of contentious commercial and technology disputes including claims for delay, overrun, misrepresentation, underperformance as well as a variety of breach of contract and tort claims.

Robert has been involved in high value maritime insurance cases and as commercial counsel has been responsible for legal support to all troubled projects within Europe for IBM. He has also mediated complex multiparty performance related disputes within the IT consulting sector as well as other business related matters.

Recent Mediation

Robert has a creative and dynamic approach to mediation and has successfully acted in mediations inter alia between suppliers, directors, family members, management companies and insurers. Recent cases have included:

- Tripartite dispute between IT services company, brewing conglomerate and management consultancy
- Software development dispute between developer and insurance brokerage
- Public sector building maintenance outsourcing dispute
- Highways access dispute
- Dispute with regard to failed systems integration
- Software development dispute

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