



Jane Player

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“Player combines her responsibilities as head of litigation at Bird & Bird with a small but significant mediation practice.”

Chambers and Partners
2008

Mediation experience

Jane was accredited by CEDR in 2001 but has been mediating since 1992. Jane was privy to some of the first mediations in the UK having started her career at Turner Kenneth Brown which housed CEDR's first home. Since 2001 Jane has undertaken over 50 mediations as lead or co-mediator whilst maintaining her position as Head of International Dispute Resolution at Bird & Bird.

As a mediator, Jane has a particular experience of international dispute resolution mediations to include cultural aspects of joint venture disputes. Her expertise focuses on general corporate and contractual claims, fraud and project disputes to include technology and telecoms. Jane particularly enjoys the challenge of mediations where there are strong personalities within the parties' groups and where there may be some cynicism towards the potential for dispute resolution through mediation.

Examples of cases mediated include:

IT/Telecommunications

- ▼ Breach of contract. Acting for the supplier and customer on turn key projects as well as design only and/or maintenance only projects in the telecommunications and IT sectors.
- ▼ Regulatory disputes involving licence fees.
- ▼ Professional negligence against other professionals to include solicitors and accountants and IT/Telecoms experts.

Media/Entertainment

- ▼ Film finance disputes to include distributor disputes and producer/financier disputes. Also to include professional negligence against film solicitors who had incorrectly protected their client's position.
- ▼ Defamation actions to include breach of confidence within media and publishing industries as well as corporate defamation actions.

Interviewees find Jane Player to be excellent, a “well-organised and commercial thinker whose realistic approach brings clarity to complex issues.”

Chambers and Partners
2008

Banking and Finance Disputes

- ▼ Breach of mandate disputes.
- ▼ Consortium disputes where there are multi party banks involved and disputes arise out of priorities on loan repayment distributions.

Professional Negligence

- ▼ Various disputes in relation to solicitor, accountant, surveyor and specialist expert negligence.
- ▼ Medical practice disputes to involve professional negligence and partnership law issues.
- ▼ Architects negligence.

Projects Disputes

- ▼ Disputes on IT Telecoms projects where disputes have arisen over failed milestones and breach of contract/negligence actions for not fit for purpose systems.
- ▼ PPP/PPI projects to include the construction industry.
- ▼ Finance projects where the bank or insurer has acted as the lost payee under an insurance policy backing a project which then fails.

IP Disputes

- ▼ Copyright and licensing disputes in the publishing, telecoms and IT industries.
- ▼ Media IP/IPR disputes.
- ▼ Banking disputes which involve the security taken over IPR rights.

International

- ▼ International project disputes to include multi jurisdiction and cross cultural issues within Europe.
- ▼ Fraud investigations involving two or more jurisdictions (to include USA).
- ▼ Competition law disputes with competitor businesses.
- ▼ Joint venture disputes between two large multinationals with regard to investments in the Indian market.

Personal style

- ▼ “Good on coming up with ideas, discussing tactics and quick to pick up on reality testing, questioning etc.”
- ▼ “Determined to explore every possible option rather than giving up.”
- ▼ “Highly constructive and added greatly to the process.”

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Jane Player has “great mediation skills.”

The Legal 500 2007

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- ▼ “Good rapport with the principals.”
- ▼ “Obviously a very good lawyer, excellent interpersonal skills, a really warm and likeable person – a great asset to the mediation community.”
- ▼ “She was excellent. She worked hard with us and built rapport well with our client. I would be happy to use her again in the future.”
- ▼ “We were very impressed by Jane. She is very personable and conciliatory. She is a good listener.”
- ▼ “We were very pleased with Jane and will be happy to work with her again.”
- ▼ “She did a good job in helping the parties see where they could settle.”
- ▼ “I was very impressed by Jane. She had a very quick grasp of all the key legal issues and was very familiar with all of the points so as to ensure that all parties could make as good a use of the time available as possible.”
- ▼ “Her ability to identify common ground and to debate and challenge ideas was excellent and she was key in achieving the settlement.”
- ▼ “Her manner and style was also good - calm and understanding of the clients' concerns but firm and in control at all times. My clients were also impressed.”
- ▼ “Jane is not afraid to get stuck in and work with the parties towards a settlement.”
- ▼ “Jane’s manner helped us persuade well meaning but ill-advised defendants that a mediated resolution was a good result for them.”
- ▼ “Jane mixes a tenacious and involved style with a warm personality that brings all the parties together. She is excellent at rapport building.”
- ▼ “Despite being a lawyer, Jane was good at steering clear of the law and ensuring that the clients’ commercial interests were best served on the day.”

International head of litigation and dispute resolution, Jane Player is one of the main draws for clients, who “admire and respect her intelligence and practical outlook.” Peers hold her in similarly high esteem and praise her expertise in IT dispute s.

Chambers & Partners
2008

Other dispute resolution experience

- ▼ Early neutral evaluation, arbitration, expert determination.
- ▼ Part of MATA (Mediation and Training Alternatives) faculty authorised provider for CI Arb Mediation Training Courses.
- ▼ Series of training for the International teams of Bird & Bird on cross cultural mediation and dispute resolution.
- ▼ Government and Local Authority training for mediation.

Professional Background

Jane is currently co-head of the International Dispute Resolution Group at Bird & Bird which she joined in 2002. Before that she spent 10 years with DLA and 7 years with Turner Kenneth Brown having qualified as a solicitor in 1987. Jane has purposely kept her litigation practice wide as she enjoys the variety of content for her dispute resolution skills. Jane finds that these skills combined with the management skills that she has built up over 15 years of management in two law firms helps her to focus parties on end results rather than dwelling on what has already happened. Jane has mediated in time limited mediations as well as 2/3 day mediations where stamina and persistence are required.

As well as deep understanding of the IT communications markets Jane also works in the media and entertainment industries as these are sectors well known to Bird

& Bird.

Jane's client base ranges from significant individuals to government bodies and large multinational plcs. For that reason she understands the need for the lead negotiators to have real authority to settle either for themselves or on behalf of their enterprise.

Membership of professional organisations

- ▼ Centre for Effective Dispute Resolution (CEDR) Direct Access Panel
- ▼ Member of the Business Woman of the Year Group
- ▼ Member of the Association of Woman Solicitors
- ▼ Active member of CBI
- ▼ MATA Advanced Mediator Certificate

Other skills

Jane speaks French, Spanish and Italian to varying degrees. Jane has three young sons and this has also enhanced her negotiation skills! When Jane has any spare time she enjoys playing golf, tennis and erratic skiing!



Bird & Bird's litigation offering goes from strength to strength under the guidance of Jane Player and rises in the ranking this year.

The Legal 500 2007

