

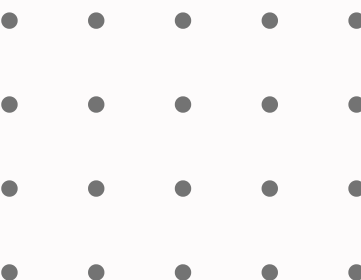


arbitra<sup>TM</sup>



# FIXED FEE MEDIATION

[www.arbitra.co.uk](http://www.arbitra.co.uk)



# Overview

arbitra™

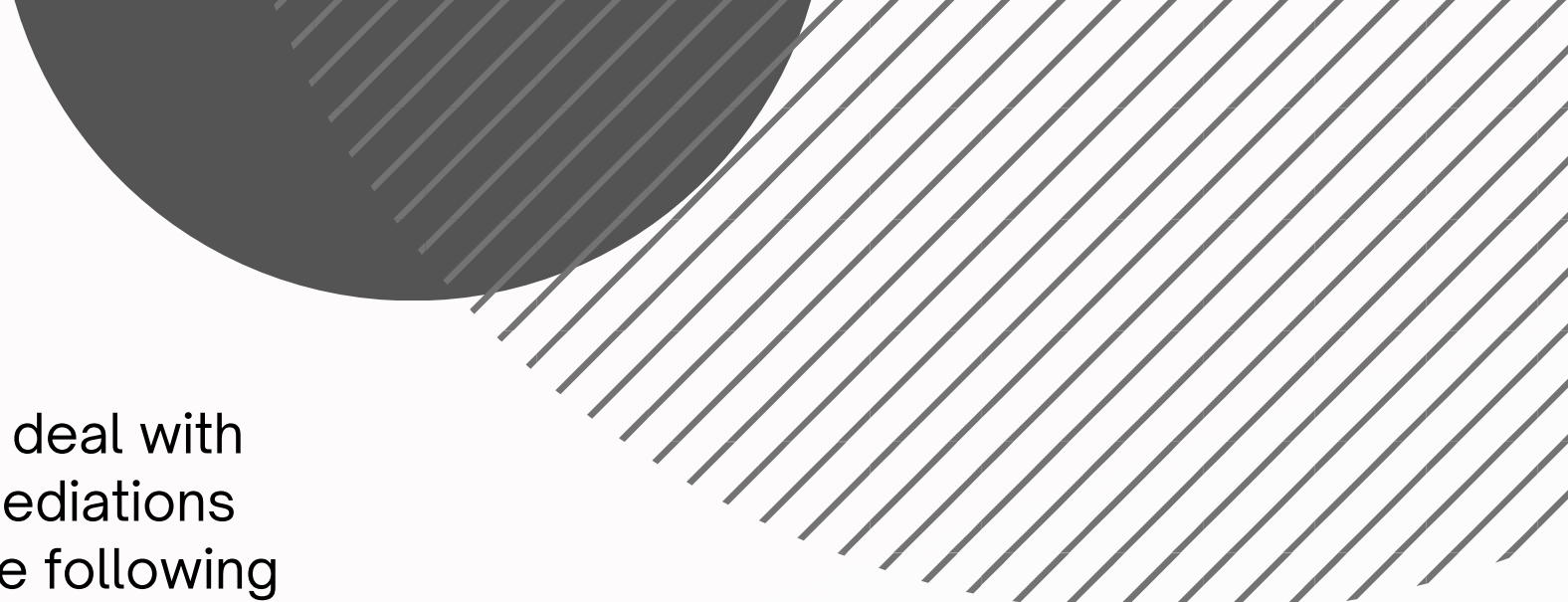


Arbitra is a service provider for neutrals.

Our goal is to be the first port of call for those seeking the right mediator for the most complex and challenging disputes, providing conflict-free resolution in a diverse range of sectors and jurisdictions.

We ensure our members' practices run smoothly, efficiently, and proactively. Our advice on the selection of mediators is complimentary but priceless to those who engage us.





Arbitra members are located strategically across the globe and are well-placed to assist with resolving your disputes.

Their mediation styles have been described as facilitative and transformative and they have been recognised globally in Legal 500, Who's Who Legal, Chambers & Partners, Doyle's Guide, and Best Lawyers for their dispute resolution proficiency.

Arbitra's mediators have conducted mediations under various institutional rules including CEDR, ICSID, AAA-ICDR, ICC, and LCIA.

Our neutrals are equipped to deal with corporate and commercial mediations relating, but not limited to, the following sectors:-

- Civil & Commercial Disputes
- Construction, Engineering & Infrastructure
- Banking, Finance & Fintech
- Insurance & Reinsurance
- Investment Treaty
- Mergers, Acquisition, Partnerships & Shareholders
- Energy, Oil & Gas
- Environmental & Renewables
- Sport
- Shipping & Maritime
- Technology & telecommunications
- Employment & Workplace
- Leisure, Travel & Tourism
- Personal Injury & Illness
- Professional Negligence
- Wills, Trusts & Probates



arbitra<sup>TM</sup>

# Fixed fees

Arbitra’s fixed fee mediation packages provide prompt and cost-efficient support to help the parties reach a resolution for their dispute.

Claim value	Half day mediation (4 hours) <u>Split equally between the parties</u>	Full day mediation (8 hours) <u>Split equally between the parties</u>
up to £100,000	£1,000	£2,500
£100,00 to £250,000	£2,000	£3,500
£250,000 to £500,000	£3,000	£4,500
£500,000 to £750,000	£4,000	£5,500

**Fixed fee includes:**

- 2 or 4 hours of reading in (depending on the length of the mediation day).
- Additional prep or time spent over 8hrs – hourly rate applied.
- In-person (discounted rooms available) or virtual mediation.
- Incurred expenses.
- VAT charged where applicable.
- We reserve the right to review the fee if the dispute is larger than notified.

# OUR MEDIATORS

---

*Mediator*  
**Shan Greer**



Shan has acted as a mediator on a wide variety of disputes. In particular, she successfully resolved two commercial disputes in the Caribbean, namely:

- dispute under the FIDIC Red Book Standard Form between a contractor and property developer for variations and Extensions of time on a project for the construction of a multi-million-dollar hotel development in the British Virgin Islands;
- a class-action suit by the members of a homeowner association against a property developer for defective works in the construction of multiple middle-income residential homes in Barbados.

**Mediation Style:** Shan practices mediation using the facilitative and transformative approach. She emphasises open dialogue, active listening, and constructive problem solving to help parties find mutually beneficial solutions. Her mediation style centres on understanding how parties perceive and frame conflict, enabling them to tell their stories and express their perspective fully. She guides parties towards finding constructive solutions to their conflicts, encouraging them to focus on the future rather than dwelling on past issues.

Shan brings a unique combination of being detail-oriented, sensitive and proactive to the table. She understands that commercial disputes are multifaceted, and resolving them requires a holistic approach that encompasses both the technical aspect and human element. Shan has a sharp eye for detail, a compassionate understanding of human dynamics, and a relentless drive for resolution.

*Mediator*  
**Frank Lattal**



Frank Lattal has been involved in the world’s largest and high-value matters. With over 35 years of industry experience in civil and commercial cross border contracts, Frank’s expertise is comprised of 14 years of private legal practice and 21 years as a senior corporate officer focused exclusively on dispute resolution worldwide. For 15 years he served as Global Chief Claims Officer for the Chubb Group (formerly ACE Group), the world’s largest publicly traded Property and Casualty insurer.

His experience in insurance coverage mediation is 3-fold: First, as a practicing solicitor, he represented parties in many insurance-related mediations. Second, as Chief Claims Officer for ACE/Chubb, he represented the company at many mediations that involved large, significant damages and complex insurance issues. Third, as a trained, practicing Mediator.

As a mediator, Frank is open-minded and encourages transparency and constructive discussions in order to move efficiently throughout the process. He has unparalleled views having developed first-hand experience as counsel, client, and most recently as an arbitrator and mediator.

Most recently, he assisted parties in reaching an agreement and resolving a case in a one-day mediation in New York City. The matter involved a \$44M dispute over the terms of the insurance contract that governed the contractual relationship between the two companies. The claimant alleged that the defendant had breached certain terms of the policy including failing to maintain adequate reserves and failing to conform to other conditions in the contract.

# OUR MEDIATORS

---

*Mediator*  
**Wolf von Kumberg**



Wolf Von Kumberg is also a certified CEDR mediator and American Arbitration Association Master Mediator. He has mediated numerous types of commercial disputes and sits on the mediation panels of CEDR, AIAC, WIPO, SCCA and the AAA/ICDR. He has also been active in the DIFC in Dubai and the ADGM in Abu Dhabi.

Disputes have largely been cross-border and include locations in Singapore, Kuala Lumpur, Hong Kong, New York, Paris, Abu Dhabi, Washington, Toronto, Frankfurt and London.

**Mediation Style:** Wolf practices principled negotiation and interests-based mediation. He takes a neutral non-judgmental approach, while reality-testing, coaching and raising possible options for agreement. He is creatively facilitative, seeking a broad focus on the issues and needs of the parties, persistent and patient throughout.

Wolf has a calm, respectful approach while keeping control of the mediation process and being assertive where required. His extensive experience in business helps him to build trust and gain respect from the parties. This allows him to be able to craft a process to suit the needs of the parties while being mindful of, but not rigidly bound to any format.

*Mediator*  
**Brandon Malone**



Brandon Malone is an experienced international arbitrator, mediator, adjudicator and dispute board member specialising in complex commercial disputes with an emphasis on the construction, engineering and energy sectors.

He is one of the most specialised and experienced construction and engineering neutrals in Scotland, and is the only solicitor advocate in Scotland accredited as a specialist in both construction and arbitration law. In 2013, he was elected an Eminent Fellow of the Royal Institution of Chartered Surveyors (FRICS) for his work in the fields of construction law and dispute resolution.

**Mediation Style:** In those areas where Brandon has particular expertise, such as construction and engineering, he takes a more evaluative approach to mediation, challenging the parties to consider the likely outcomes if the case cannot be settled. Equally, Brandon is happy to take a more facilitative approach if that is preferred by the parties.

# OUR MEDIATORS

---

*Mediator*  
**Peter Mason**



Peter Mason is a renowned neutral having spent over 30 years in the dispute resolution industry. Peter brings to his neutral practice a long and successful track record as a senior corporate leader at a multi-billion dollar global enterprise (UNICEF) as a leading international lawyer and as a disputes lawyer in private practice in both Australia and the United States. Whilst GC at UNICEF for over 20 years, Peter developed significant experience negotiating major international commercial transactions such as high-value contracts for vaccines, diagnostics, therapeutics, logistics, insurance, and related finance agreements.

He also has extensive experience leading successful negotiations of complex and sensitive agreements with many governments and non-state entities. Peter was counsel of record in arbitrations involving UNICEF, and appeared before various international courts.

Recently he was the mediator in an international licensing, manufacturing, and distribution dispute involving two Europe-based corporations and a US entity.

*Mediator*  
**Adrian Lifely**



Adrian Lifely is a CEDR accredited mediator and assists parties with amicably settling their disputes. Adrian is also a Fellow of the Chartered Institute of Arbitrators.

Prior to joining Arbitra, Adrian was a partner in Osborne Clarke LLP for 25 years where he was Global Chair of the firm's International Arbitration Group and head of the Commercial Disputes practice in London. Prior to Osborne Clarke, he worked at Herbert Smith Freehills.

**Mediation Style:** Adrian's mediation style has been described as "relaxed but proactive." He takes an evaluative approach, with a focus particularly on communication among the parties.

# OUR MEDIATORS

---

## *Mediator* **Paul Sills**



Paul Sills is a highly qualified and experienced commercial and civil mediator who specialises in the resolution of complex multi-party disputes. Paul uses his extensive commercial experience (as director, CEO, and company receiver) to assist the parties to explore pragmatic, commercial solutions to their disputes.

Paul has recently won ‘Mediator of the year’ in New Zealand and testimonials of Paul’s skills include:

Recognised for his excellent work by various professional bodies, both in this country and abroad including Who’s Who Legal – Mediation 2022.

“Unsurprisingly, he is one of New Zealand’s leading mediators.”

“Paul is the leading practitioner of a new style of mediation which is more sophisticated and more effective for complex commercial disputes than anything else.”

arbitra<sup>TM</sup>