

ANDREW MACKENZIE

CIVIL & COMMERCIAL MEDIATOR

BEng (Hons) | MIET | Chartered Patent Attorney | European Patent Attorney | Accredited PMAC Neutral

AM Mediation®

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PROFILE

Experienced mediator combining legal, technical and commercial expertise.

Andrew Mackenzie is a civil and commercial mediator with more than **30 years' experience in contentious intellectual property, technology, engineering and commercial matters.**

He brings an unusual combination of **legal expertise as a Chartered and European Patent Attorney, an engineering background spanning the automotive and space sectors, and substantial commercial and business leadership experience.**

Andrew's particular strength is in disputes where parties, lawyers and experts need to understand complex technical or intellectual property issues while remaining focused on the commercial realities of settlement.

His mediation style is **pragmatic, facilitative and commercially focused.** He creates a structured environment in which parties can properly understand the issues, evaluate risk and explore solutions without losing sight of the wider business or personal interests involved.

He is available for **face-to-face and online mediation** and accepts appointments across England and Wales, including matters with an international dimension.

CORE MEDIATION EXPERTISE

Intellectual Property

- Patent, trade mark and technology disputes
- IP ownership and exploitation
- Licensing and commercialisation
- Infringement and validity disputes
- Confidentiality and know-how

Technology & Engineering

- Engineering disputes
- Software and electronics
- Automotive technology
- Technology development
- Technology procurement
- Technically complex commercial disputes

Commercial

- Commercial and contractual disputes
 - Business and shareholder disputes
 - Supplier and customer disputes
 - Commercial negotiations
 - Disputes involving continuing business relationships
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WHY ANDREW MACKENZIE?

LEGAL

30+ years in intellectual property and technology practice

Extensive experience of contentious IP matters, negotiation, settlement and litigation support, with particular expertise in technically complex disputes.

TECHNICAL

Engineer before lawyer

Andrew began his career as an engineer, including software development for the European Space Agency and R&D experience in the automotive sector.

COMMERCIAL

Practising lawyer and business leader

He has founded, developed and sold businesses and held **Managing Director, Managing Partner and Chair** positions, giving him direct experience of the commercial pressures facing disputing parties.

MEDIATION

Focused on resolution, not simply the process

Andrew combines analytical understanding with active listening and a facilitative style, helping parties move beyond entrenched positions towards realistic and sustainable outcomes.

Andrew provides independent mediation services across civil and commercial disputes, with particular expertise in intellectual property, technology, engineering and business matters.

He works with parties and their legal advisers to:

- Identify the real issues underlying the dispute
 - Test assumptions and litigation risk
 - Clarify commercial priorities
 - Explore settlement options
 - Address barriers to agreement
 - Preserve relationships where continued interaction is important
 - Develop practical and durable outcomes
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CLEVELAND SCOTT YORK LLP

Patent Attorney & Partner

Specialist intellectual property practice.

Andrew's legal career has involved extensive experience in **contentious intellectual property, technology and engineering matters**, including complex negotiations, dispute resolution and litigation support.

His practice has included work across sectors including:

Engineering | Automotive | Software | Electronics | Technology

Andrew is an authorised representative before the **Unified Patent Court (UPC)** and the **UK Intellectual Property Enterprise Court (IPEC)**.

ENGINEERING & TECHNICAL BACKGROUND

Before entering the legal profession, Andrew worked as an engineer.

His technical career included:

European Space Agency

Software development and engineering experience.

Automotive sector

Research and development experience with an automotive OEM.

His engineering background allows him to engage directly with complex technical concepts, evidence and terminology and to communicate effectively with both technical and non-technical participants.

COMMERCIAL & LEADERSHIP EXPERIENCE

Andrew has extensive first-hand commercial experience alongside his legal practice.

He has:

- Founded, developed and sold businesses
- Served as **Managing Director**
- Served as **Managing Partner**
- Served as **Chair**
- Led commercial negotiations

- Been involved in technology procurement
- Advised businesses on commercially significant technology and IP issues

This experience informs a mediation practice grounded in **commercial reality rather than legal analysis alone**.

CONFLICT COACHING & COMMUNITY MEDIATION

Andrew is also a qualified **conflict coach and community mediator**, working with Mediation & Community Support (MACS) in Warwickshire.

His community and workplace mediation experience incorporates **transformative mediation techniques**, complementing his commercial practice with a deeper understanding of the interpersonal dynamics that can influence disputes.

QUALIFICATIONS & PROFESSIONAL CREDENTIALS

Mediation

- Registered Civil & Commercial Mediator — **Civil Mediation Council**
- Accredited Neutral — **Patent Mediation and Arbitration Centre (PMAC), Unified Patent Court**
- Qualified Conflict Coach
- Qualified Community Mediator

Intellectual Property

- Chartered UK Patent Attorney
- European Patent Attorney
- Fellow — Chartered Institute of Patent Attorneys

Engineering

- BEng (Hons), Electronic Engineering — **University of Southampton**
- Member — Institution of Engineering and Technology (MIET)

Professional Memberships

- Civil Mediation Council
- Association of South West Mediators

- Chartered Institute of Patent Attorneys
 - Institution of Engineering and Technology
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MEDIATION STYLE

Pragmatic. Analytical. Facilitative. Commercially focused.

Andrew aims to give parties the opportunity to be **properly heard and understood**, while maintaining momentum towards resolution.

He does not seek to impose an outcome. Instead, he helps parties assess their options, understand risk and develop solutions that they can own and implement.

This approach is particularly effective where the dispute combines **technical complexity, legal uncertainty, significant commercial considerations or an ongoing relationship between the parties**.

TESTIMONIAL

“Andrew is personable, articulate and a good listener...”

The Legal 500 / PATMA

APPOINTMENT

Andrew welcomes enquiries from **solicitors, barristers, in-house counsel, businesses and mediation providers** regarding potential appointments.

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**Civil & Commercial Mediation | Intellectual Property | Technology | Engineering |
Commercial Disputes**