



Federico Antich

CEDR Accreditation: 2007

CEDR Panel Member: 2015

Languages: English, Italian

Location: Italy

“Federico approaches the mediation process keeping in mind the human side of it, no matter what is the nature of the issues at stake. He is capable of digging out opportunities that parties do not even dare to consider. He is honest, impartial and straightforward, always committed to balance the benefits for both parties with the aim to reach the maximum satisfaction of their needs.”

Client Feedback

Overview

Since 1999, Federico Antich mediated more than 5.000 cases, under the rules of different Institutions, involving either b2b or b2c disputes, mainly in the field of Consumer Law and long term commercial contracts. He currently holds accreditation as Mediator by several organizations among which: The Chamber of Commerce of Firenze, the National Association of Chambers of Commerce in Italy (Unioncamere), the Italy-China Business Mediation Centre (ICBMC) Milan, Italy and the Centre for Effective Dispute Resolution (CEDR) London, England.

Professional Background

Federico's interest in ADR goes back to his university times. He became a Professional Mediator with the Chamber of Commerce of Firenze in 1999. Federico is a member in good standing of the Firenze Bar Association since 1997, and also licensed to practice before Italy's Supreme Court. He also participated as legal counsel or was appointed as arbitrator in ad hoc arbitration proceedings on disputes involving corporate law.

Federico currently serves as the President of the Italian Delegation of the Centre of Mediation of Europe, the Mediterranean and the Middle East, a non-profit private association of professionals founded in Strasbourg (F) on 1959 and devoted to spread the knowledge of mediation; the Delegation is a Registered Mediation Provider and Training Organization with Italy's Ministry of Justice. He is also a Member of the Centre for International Legal Studies (CILS) the International Bar Association (IBA) and the Chartered Institute of Arbitrators (CI Arb-Associate). His Law Office is a Member of the International Business Law Consortium (IBLC).

Expertise

- Commercial Contracts
- Insolvency
- Partnership & Shareholder
- ICT
- Intellectual Property
- Trusts, Wills & Probate

Dispute Experience

(Non-Neutral work in italics)

Commercial Contracts

Dispute over a lease contract between two commercial companies involving breach of contract and damages in the amount of several hundred thousand euros.

- Dispute over a rental contract between an Italian rental agency and a group of U.S. and Canadian university professors, regarding non-performance, breach of contract and damages. Mediation conducted both in Italian and in English.
- Dispute between a foreign (Chinese) Tour Guide and a Taxi Cab Company over payment of a collateral service (collection and delivery of personal documents) requested overnight; mediation conducted in Italian and in English with the foreign party participating via chat line.

ICT – Information, Communications & Technology

Developed a high degree of expertise in legal and technical issues commonly touched in the set up and implementation of both sales contracts and long-term service contracts in the Telecom Industry.

- Involved on a daily basis with telecom c2b mediations on behalf of Tuscany's Regional Committee on Telecommunications under a Mandatory Mediation scheme set by law; mediated several thousand cases in more than ten years, with a success rate above 85% and a higher one with regard to Parties' satisfaction with the process delivered. Dealt with a wide range of transactional disputes: breach of contract, indemnifications, damages, specific performance.

Insolvency

- Appointed several times as legal counsel in bankruptcy procedures in charge of collecting money in Italy and worldwide.

Intellectual Property

- Dealt with the protection of the commercial name throughout Italy on behalf of a worldwide renowned commercial brand, settling several disputes out of Court with local wrong doers.

Partnership & Shareholder: Dispute involving the dissolution of a partnership with high sensitive personal issues among parties; part of the settlement involved non-competing clauses, indemnification and quota value determination.

Trusts, Wills & Probate: Successfully mediated a case involving the division of a large amount (5,3 million euros) of real estate properties between eight colliding heirs and their respective lawyers.

Personal Style

Recognizing the importance of listening rather than just talking and believing in not being committed to only one style, Federico commonly uses a blend of facilitative manners and evaluative proposals, while respecting confidentiality throughout the entire process.

Feedback - Clients

- *"Federico always demonstrated experienced professional competence and ability. He actively participates during the mediation process, encouraging the purpose of it as a moment of conciliation."*
- *"I would recommend Federico to others because of his mediation and negotiation skills, his problem solving ability, and not less important his legal expertise."*
- *"Federico's negotiation skills make the difference in this kind of mediation process, and his extensive legal knowledge well supports the discussion between the parties. He is very capable of identify the critical points on both sides, and leads the parties to think, and then arrive at a solution that satisfies both."*

- *“Thanks to his intervention, the consumer managed to figure out how far he/she can go about economic requests, and the telephone carrier kept willing to make the most of its efforts to find the best solution for both her and the client.”*
- *“I would recommend Federico as mediator because of his competence, high communication skills and conflict management ability.”*
- *“He led the parties to understand what the appropriate requests were, and finally arrived to a common point to find the agreement.”*
- *“He plays an active role in the mediation process seeking to ensure a successful outcome for all parties.”*
- *“He also make the parties aware of the possible future developments of the dispute, in the absence of agreement or continuation of the proceedings in other fora. His skills of completeness of conflict management at communication and legal definitely make a decisive difference.”*

- Parties to mediation processes held in Italy

Professional Skills

Federico Antich was born in Milano, Italy on 20 March 1966; a graduate of the University of Firenze, School of Law, class of 1992, he concentrated his studies in Comparative Law (his final thesis involved a comparative analysis of Medical Malpractice between Italy and U.S.A.).

After Graduation, Federico attended several Post-Graduate Law Courses at: UC Davis and Berkeley-Boalt Hall (1997 and 2003), Harvard Law School’s P.I.L. (1998); University of Cologne, (2000), King’s College (2001-02); Hamline University (2004), Harvard Law School’s P.O.N. (2010). He holds a LLM Degree from Suffolk University Law School, Boston, Ma.

Since 1997, he has been practicing law in Italy and he is licensed to practice throughout the Country and before Italy’s Supreme Court. He is based in Firenze where he assists foreign clients in Italy and Italians with interests abroad in both judicial and extra-judicial legal issues. His main fields of practice (both domestic and international) are: litigation and alternative dispute resolution, debit collections, contracts, wills and estates, intellectual property, bankruptcy. His reputation has brought him several appointments by the Courts as Legal Counsel in bankruptcy procedures.

He was a member of the Drafting Committee D - Settlement agreement; Termination of mediation proceedings in charge of drafting the IBA Rules for Investor-State Mediation, adopted by the Council of International Bar Association October 4, 2012.

In 2008 and in 2013 he won a three-year term contract with the Regional Council of Tuscany (The Regional Parliament) to provide support and administer mediation proceedings in the field of Telecommunication disputes.

Federico is a regular contributor for Italy of the Project Doing Business - Measuring Business Regulations, annually carried out by the International Finance Corporation and the World Bank.

In 2014 he was acknowledged with the *Global Law Experts Practice Award, EMS - Alternative Dispute Resolution Law Firm of the Year in Italy*.

He is also a Translator in English, being enlisted since 1998 in the Register of Court Appointed Experts of the Tribunal of Florence (registration # 6595) and an expert with specialization in foreign laws under Italian Private International Law (Law on Conflict of Laws). In May 2004, he provided deposition, as Expert in Italian law, in the context of a civil proceeding before the Superior Court of Bergen County, New Jersey, USA concerning the recognition of an Italian judgment.

Coaching

He regularly organizes Training and Coaching Courses in Mediation, having provided several hundred hours of teaching. He has followed formal training as a Trainer of Trainers in Mediation both in the US (with MWI, Boston, Ma., 2010) and in the UK (with CEDR, London, 2012) and in International Arbitration (with CI Arb, Amsterdam, 2012).

A frequent speaker throughout Italy and abroad and author of publications on ADR issues, Federico has lectured in the theory and practice of Mediation at the School of Law of both the University of Firenze and the University of Siena and lately at the School of Economics of the University of Firenze.

Diplomas and Certificates

Most recently:

2010: Program on Negotiation for Senior Executives, Harvard Law School, Cambridge, Massachusetts, USA

2014: Master of laws - LLM in US Law and Global Business Law, Suffolk University Law School, Boston, Massachusetts, USA

Memberships

Registered Civil and Commercial Mediator for:

- Chamber of Commerce, Firenze
- Italy-China Business Mediation Centre (ICBMC) Milan
- CEDR, London

Speeches at International Conferences

1998 Florence, Italy - Guest speaker at the annual meeting of the Luisiana Association of Defense Counsel: *"Managing car accidents losses in Italy, through Negotiation and Litigation"*;

2002 Prato, Italy - Guest speaker at the opening conference of the International Institute of Forensic Studies of Monash University Victoria, Australia, concerning: *"Expert Evidence: Causation, Proof & Presentation"*;

2003 Heidelberg, Germany - Lecturer on *"Recent developments in Italian Law: an alternation of alternatives in dispute resolution?"* at the Conference *"The Law, The Lawyer and Alternative Dispute Resolution"* organized by the *Center for International Legal Studies*;

2004 Naples, Italy - National Reporter at the International Congress A.I.J.A., Family Law Commission,

on *"Get my money, Get my Child: Evidence Management for private Clients"*;

2008 Salzburg, Austria - Lecturer on *"Developments in Mediation in Italy"* at the 5th International Mediation and Alternative Dispute Resolution Symposium, organized by the *Center for International Legal Studies*;

2008 Valencia, Spain - Lecturer on *"The structure of the Mediation proceedings"* al 2° MED-MID Forum *"International Arbitration, Mediation and The Negotiation Art"*;

2009 Teheran, Iran – Lecturer at *Seminar on International Trade Law*, organized by *Iranian Central Bar Association* in collaboration with the *Center for International Legal Studies*, Azad University;

2009 Roma, Italy - Guest speaker at the annual meeting of the *International Association of Medical Equipment Remarketers and Servicers (IAMERS)* about: *“Solving Business Disputes in Italy: to gladiate or to mediate?”*;

2009 Firenze, Italy – Organized and directed the International Conference *“Doing business in a downturn economy: conflict avoidance and dispute resolution strategies for private and public players”* held in the Auditorium of the Regional Council of Tuscany;

2010 Salzburg, Austria – Lecturer about *“Use of Mandatory Mediation Clauses: the case of Italy”* at the 6th International Mediation and Alternative Dispute Resolution Symposium, organized by the *Center for International Legal Studies*;

2010 Boston Ma., USA – Speaker on *“Access to Justice in Italy and Mandatory Mediation Statutory Provisions: Is the third wave gaining a new momentum?”* at the International Congress *“Conflict Studies: The New Generation of Ideas”*, organized by the University of Massachusetts;

2012 Salzburg, Austria – Lecturer on *“MEDIATOR: QUO VADIS? Transnational trends in Mediation, as they can be observed in Italy, with some comparative reflections with the USA and elsewhere”* at the 7th International Mediation and Alternative Dispute Resolution Symposium, organized by the *Center for International Legal Studies*;

2013 Boston, Ma. USA – Speaker on *“The Enforcement of Mediated Settlement Agreements within the EU: An Overview”* at the Annual Conference of the International Bar Association, Section about *“How to enforce internationally through court proceedings a settlement agreement achieved through mediation”*;

2013 Roma, Italy – Speaker on *“Should Mediation Be Mandatory? A Comparative overview in Civil and Common Law”* at the 7th MED-MID Forum, Annual Mediterranean and Middle East Conference;

2015 Firenze, Italy – Lecturer on “*Mediating Italian style: Dos and Don’ts when handling out of Court disputes and settlements in the Belpaese*” at the GGI Italian Business Summit;

Other

Federico is an enthusiastic Ki AikiDo practitioner; he also likes to travel (holds a Private Pilot License) and to enjoy good music (symphonic, with a special interest for soundtracks).