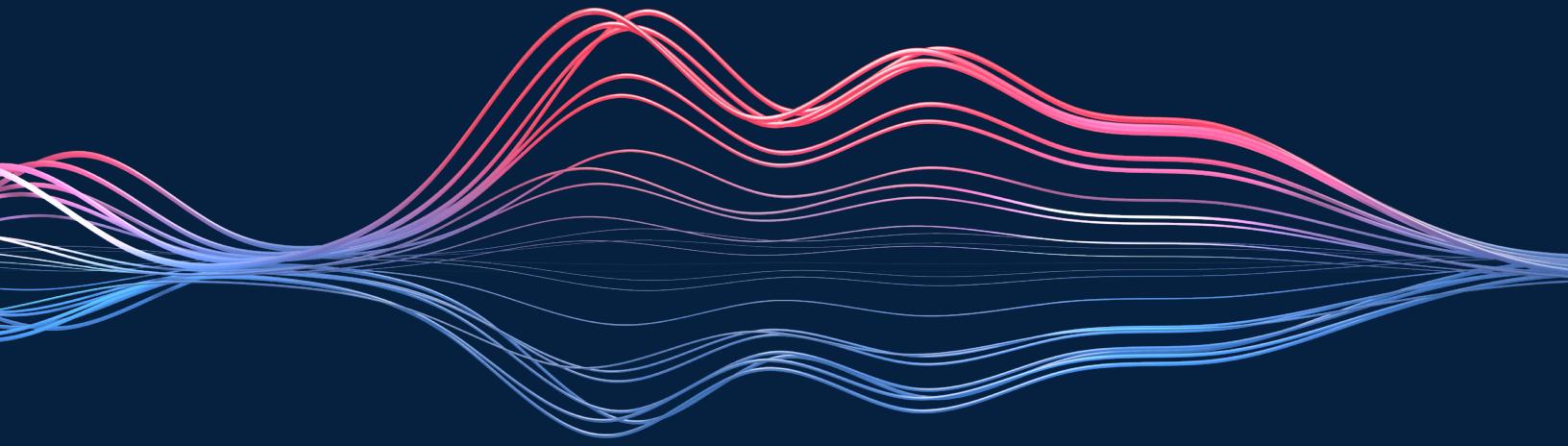


AN OVERVIEW OF OUR PRACTICE

Telecom



Our vision

Our goal is to be the best of the best by being relentless in pursuant of client solutions, anticipating what lies ahead for those we serve and delivering an unmatched level of 24/7 responsiveness from a collegial and diverse team of lawyers, engineers and advocates. Our approach is to listen very carefully and collaborate very closely to deliver high quality and cost-effective results.

The members of DLA Piper's Telecom group – based in Washington, DC – understand the impact such regulatory uncertainty has on your business plans, including your deployment of new technologies. We are committed to working with you to help navigate and shape a regulatory and commercial climate conducive to expanding your business opportunities, advancing your technologies and adapting to a highly dynamic business environment. Our team includes both legal and engineering professionals, many of whom previously held senior positions within the Federal Communications Commission (FCC) or National Telecommunications and Information Administration (NTIA).

Drawing on decades of industry experience, DLA Piper's Telecom group covers the full range of client needs – from regulatory and strategic counseling, to negotiating transactions and licensing agreements (both large and small), to litigation and defense of government enforcement actions. The group has extensive experience advising a broad cross-section of the telecommunications and technology sectors on a variety of regulatory, transactional and business issues, spanning traditional telecommunications regulation, emerging legal matters and next-

generation technology issues. Leveraging DLA Piper's global footprint, the group also offers clients comprehensive international coverage of all of their telecom-related regulatory needs.

DLA Piper's Telecom practice has extensive experience assisting the broadcast and content industries tackle regulatory and commercial issues important to their current business and future success. The group has advised and represented a broad cross-section of the broadcast, media and content sectors on a variety of legal, commercial and transactional matters.

On behalf of our clients, we have handled a wide variety of telecom matters, including:

- Federal and state regulatory approvals for mergers and FCC license acquisitions, including for some of the largest deals in the telecom and media sectors
- Finding spectrum and securing necessary waivers and/or regulatory changes for the deployment of new technologies
- Structuring and negotiating complex commercial agreements for the purchase and sale of telecommunications products and

services, including master purchase and services agreements, capacity and spectrum lease agreements, telematics agreements, technology development agreements, satellite transponder agreements, site development agreements and pole attachment agreements

- Counseling on regulatory obligations and establishing compliance processes for telecom, broadcast and media entities
- Investigations and defense in enforcement matters (FCC, FTC, CFPB, state AGs)
- Challenging adverse regulatory rulings (including rulings by the FCC and state public utility commissions) in court, including challenges relying on federal preemption
- Advising on FCC equipment authorization regulations and marketing and importation restrictions
- Regulatory obligations of broadcast and media distributors, including, media ownership and attribution requirements, closed captioning of broadcast and Internet-based programming, children's video programming regulations, product placement requirements, advertising regulations, and data privacy issues

- FCC foreign ownership rules applicable to licensees and interest holders
- Compliance with network security agreements/national security agreements
- Spectrum auctions and compliance with anti-collusion requirements
- Deployment issues, including litigation and federal strategies to prevent unreasonable state/local restrictions
- Access and service agreements for commercial and residential real estate including for broadband fiber and Distributed Antenna System (DAS) networks
- Universal service issues
- Spectrum leases
- Satellite and earth station licensing and market entry
- Submarine cable systems
- Fixed microwave and radiolocation services
- MVNO setup and regulatory counseling
- Public safety and FirstNet
- Truth in billing (slamming and cramming)
- E911
- CALEA and CPNI/customer privacy
- Broadband privacy and data security
- Cybersecurity
- Cable television franchising
- Use of public rights of way
- Private radio, aviation and maritime communications services

Our experience includes representing both foreign and US-owned companies before Congress and a full range of US federal agencies, among them the FCC, NTIA, FTC, Team Telecom, CFIUS, OFAC and Office of the US Trade Representative (USTR). We also represent clients on

international telecommunications issues, working with our colleagues across DLA Piper's global platform – more than 40 offices throughout the Americas, Europe, the Middle East, Africa and Asia Pacific. Such international matters include ITU strategic advice and representation, multinational transactions, market entry and licensing issues, and analysis of regulatory requirements in multiple foreign jurisdictions.

In addition to regulatory matters, our lawyers handle an array of transactional work. We draft, review and negotiate agreements related to the communications, media and technology industries. This includes M&A, equity and debt financing, equipment leases and purchases, acquisition/ formation/joint venture, sponsorship, licensing, programming, affiliation, procurement, development, leasing and peering and service agreements. We work with buyers and sellers of FCC licenses, as well as investors in entities holding such licenses, including with respect to structuring transactions to comply with FCC telecom and media ownership rules. The group also works closely with DLA Piper's Corporate Capital Markets and Technology and Media practices to assess regulatory and legal issues related to venture and other financings and initial public offerings for technology and media companies.

Along with the Federal Affairs and Legislative practice, our Telecom group drafts legislation, testimony and other documents integral to the legislative process; represents clients before the FCC, State Department, USTR and

the Department of Commerce; advocates before federal agencies, Congress, the White House and foreign governments; and engages US government agencies in Washington, DC, and US embassies abroad to help you pursue and defend your international interests.

Recognition

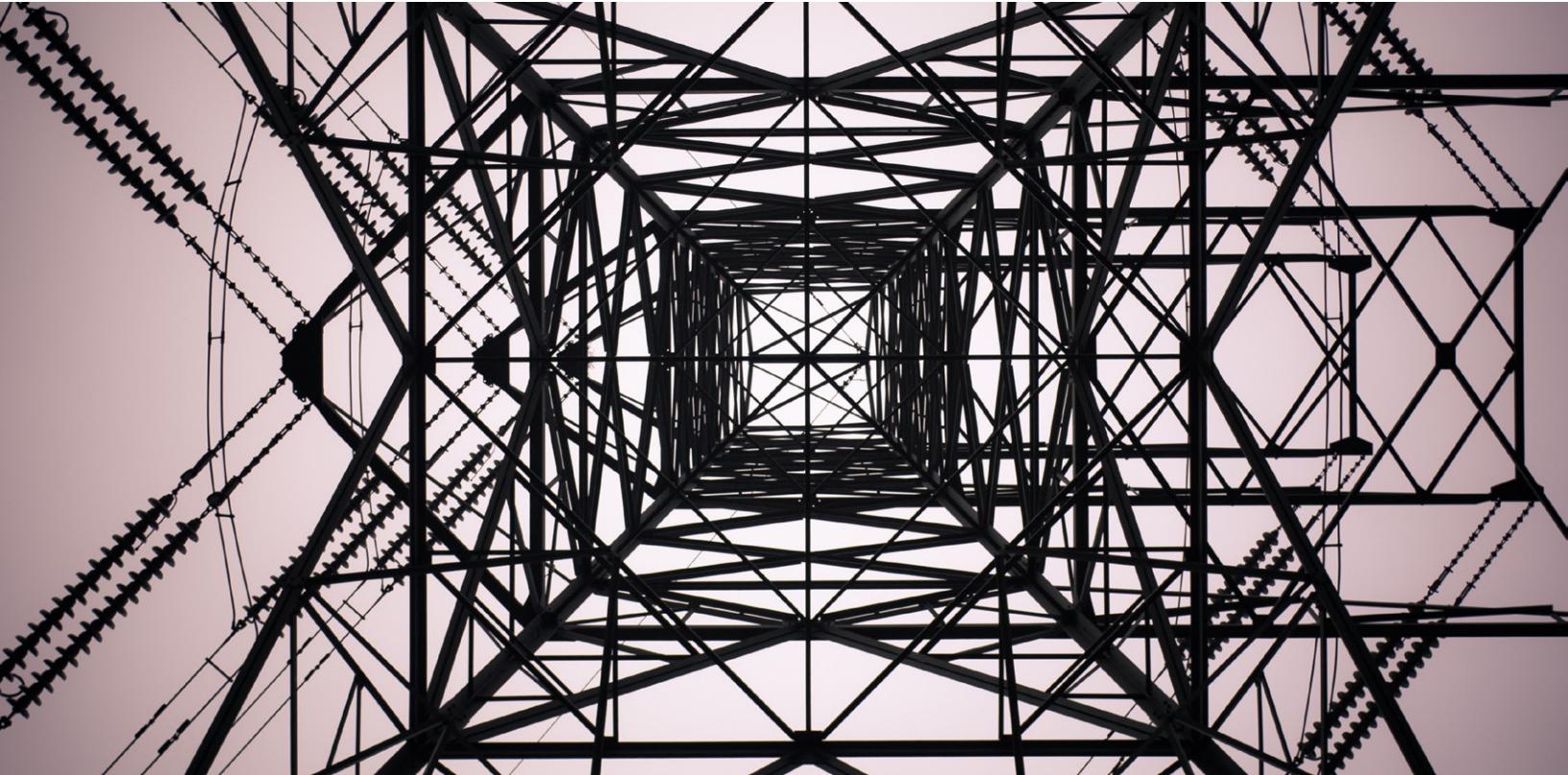
- *Chambers Global* ranks DLA Piper in Band 1 for TMT
- *Chambers USA* ranks DLA Piper in Band 1 for Telecom, Broadcast & Satellite
- *Legal 500 US* ranks the DLA Piper Telecom group in Tier 1 in the areas of Telecom and Broadcast: Transactional and Regulatory
- *Law360* named the DLA Piper Telecom group as 2020 Practice Group of the Year
- T-Mobile recognized the DLA Piper Telecom group with its Award for Law Firm Excellence in Diversity
- *Best Lawyers* ranks DLA Piper in Tier 1 for Communications Law
- *U.S. News and Best Lawyers* named the DLA Piper Telecom group Communications Law Firm of the Year
- *TMT Finance* named the T-Mobile merger with Sprint the Telecom Deal of the Year - Global

DLA Piper state telecom team

Recently, our Telecom Group has expanded the scope of its activities to work before state regulatory commissions and state attorneys general across the country. In doing so, our team has built upon our existing platform and has added new partners who are recognized in the field of state telecom legal and regulatory issues.

A sample of our recent and ongoing experience includes the following:

- **Public Utility Commissions** – Assisting clients in obtaining authorizations or approvals before over 40 state commissions as well as hearings, investigations, compliance and rulemaking proceedings.
- **State Attorneys General** – Assisting clients in advocacy, negotiations of settlements and litigation involving California, New York, Texas, Florida and numerous other State AG offices.
- **Infrastructure Access** – Reviewing agreements and regulatory requirements for rights of way, pole attachments and collocation agreements.
- **Tower Siting** – Counseling clients on tower siting and backup power issues in multiple jurisdictions.
- **Monitoring of State/Local Issues** – Tracking, assessing and alerting clients on a broad range of state and local issues of importance to providers of telecom services and telecom infrastructure.
- **Federal/State Relationships** – Providing clients with extensive review, analysis and guidance on federal preemption and local jurisdictional authority questions.





Michael Senkowski
Co-Chair US and
Global Telecom



Nancy Victory
Co-Chair US and
Global Telecom



Ed "Smitty" Smith
Partner
Chair, Regulatory and
Government Affairs Practice



Peter Karanja
Chair, Administrative Law
Appellate Practice



Eric DeSilva
Partner



Kristin Jacobson
Partner



Michael Hazzard
Partner



Tony Lin
Partner



Matt Botwin
Principal



Ben MacWilliams
Principal



Michael Lewis
Senior Engineering
Advisor



Tom Dombrowsky
Senior Engineering
Advisor



Zach Rosenbaum
Senior Engineering
Advisor



Eric Lee
Telecom Engineer



Rachel Rothstein
Managing Director



Alexander Steinberg
Of Counsel



Andrew Sacks
Of Counsel



Ian Forbes
Associate



Peter Shroyer
Associate



Ariel Diamond West
Associate



Emily Marshall
Associate



Emma Marion
Associate



Raymond Navarro
Associate

Client testimonials

“DLA Piper has assembled a team of thoughtful telecom lawyers who understands the industry like no other. They give clear, straightforward and rational guidance without much of the legalese. They take time to understand your business, your goals, your risk tolerance level, and your concerns. Their breadth of experience adds to the richness of their advice. They deftly move from the most technical of filing questions to the most strategic overarching telecom questions.”

“There is no finer telecom transactions team in the profession. This group of whip-smart telecom lawyers can opine on hyper-technical filings and turn around to offer keen strategic guidance on critical transactions. Their knowledge of the industry and the technical practice informs their guidance and support on larger transactions, to ensure their clients don’t miss a beat. They give straight-forward, practical guidance and are always thinking holistically about a deal, always thinking ten steps ahead, to ensure the team remains on the right strategic path and is prepared for whatever may come.”

“This team of regulatory lawyers is superb. I have come to rely on them not just for their technical and legal expertise, but also for their good judgment and strategic thinking. The DLA regulatory team is incredibly responsive and on top of issues, unlike many of the other firms practicing in their area. They bring a deep understanding of the FCC, and state bodies, but also have important relationships and political understanding of these regulatory agencies.”

“DLA’s telecom team includes several unmatched senior leaders who have attracted a team of up and coming stars among the junior partners and associates. The telecom practice is small, but mighty, and has the chops to handle “bet the business” projects along with more mundane compliance and regulatory issues.”

“Spectrum is one area where the group excels — an area where policy meets engineering — and that requires special background and skills. A five star group.”



“Nancy Victory and Mike Senkowski have handled most of the major transactions in the history of telecom and wireless. Nancy has provided sound advice to our board, scrubbed our deal terms carefully, and negotiated key commitments that were critical to securing FCC approval. Mike was the ring master for getting all of our moving parts headed in the right direction and hitting the right notes. His efforts resulted in a masterful articulation of our case and development of an effective regulatory strategy.”



About us

DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific, positioning us to help companies with their legal needs anywhere in the world.

For more information

To learn more about DLA Piper, visit dlapiper.com or contact:

Michael Senkowski

Washington, DC
T +1 202 799 4103
michael.senkowski@dlapiper.com

Nancy Victory

Washington, DC
T +1 202 799 4216
nancy.victory@dlapiper.com