

Telecommunications

BAKER & MCKENZIE

Confidence and strength



New ways of communicating are making the world smaller and more connected.

They also are making it harder to stay focused.

In the telecommunications industry, change is in the technologies used. It's in the structure of the market. It's in the public policies that govern what you do. Change is in everything.

Your success depends on how well you manage risks that abound in changing regulatory and compliance matters. It depends on how you structure alliances and acquisitions, deal with new business models and protect your intellectual property. It depends on how you arrange financing. How you deal with employees. How you respond to new technologies and forms of competition.

Do you have authorisations to provide services in every jurisdiction where you operate? What are the competition implications of that proposed transaction? Do your contracts adequately take into account industry nuances and norms? Are your disclosures adequate, so investors know the risks of your business?



At Baker & McKenzie, we have a long-standing commitment to understanding and serving the telecommunications industry and its suppliers and regulators. We work across the spectrum of industry players, from wireline operators and equipment manufacturers to satellite network and mobile virtual network providers to digital terrestrial broadcasters and media content providers.

Our related practices in technology and media ensure that our perspective is relevant and up-to-date. And our global network enables us rapidly to deploy the multi-jurisdictional team you need to take your business across borders and into new markets in real time.

We provide the full scope of services that sophisticated telecommunications clients expect, including advice on licensing and regulatory matters, sector-specific tax issues, labour law, competition and antitrust, data protection, contracts and insolvency. We also are called upon often to advise on investments, acquisitions, joint ventures and privatisations.

Change is inevitable. Rely on a global adviser who gives you the confidence and strength to deal with it.

Here are ways we help:

- **Mergers & acquisitions**, including due diligence, purchase and sale agreements, registration statements and offering memoranda, international joint venture and teaming agreements.
- **Banking & finance**, including loans and credit facilities, securities, registration statements and offering memoranda, MBOs and LBOs, venture capital documentation, vendor and project financings.
- **Restructuring & bankruptcy**, including workouts, prepackaged insolvency filings, creditors' rights and bankruptcy litigation and technology licensing and leasing issues.
- **Disputes**, including matters related to commercial contracts, regulatory issues, fraud, corporate governance and compliance and investigations.
- **Regulatory matters**, including disputes and all aspects of licensing, authorisations and permits to provide electronic communications services.
- **Competition issues**, including preparation of analyses on the requirements and risks in current and potential markets and ways to deal with them.
- **Data protection**, including call intercept, encryption on-line, itemised billing and storage of traffic data.
- **Rights of use**, including numbering, frequencies and Internet addresses.
- **Commercial contracts**, including counsel and assistance in negotiating contracts related to network build, outsourcing, equipment and software supply and service provision.
- **Access and interconnection issues**, including unbundling of local loops, leased lines provisioning, interconnection and peering arrangements.
- **User rights and universal service obligations**, including such issues as quality of service, obligation to contract, directory services and regulation of retail tariffs.

Baker & McKenzie provides sophisticated legal advice and services to the world's most dynamic global enterprises and has done so for more than 50 years.

Our network of lawyers is amongst the world's most diverse and respected. We come from more than 60 countries and speak more than five dozen languages, including a common one, English. We are guided by a culture of integrity, personal responsibility, friendship and tenacious client service.

Our unique approach enables clients to call upon more than 3,000 locally qualified, globally experienced lawyers in over 36 countries. We deliver the broad scope of quality legal services required to respond to any business need — consistently, confidently and with sensitivity for cultural, social and legal practice differences.