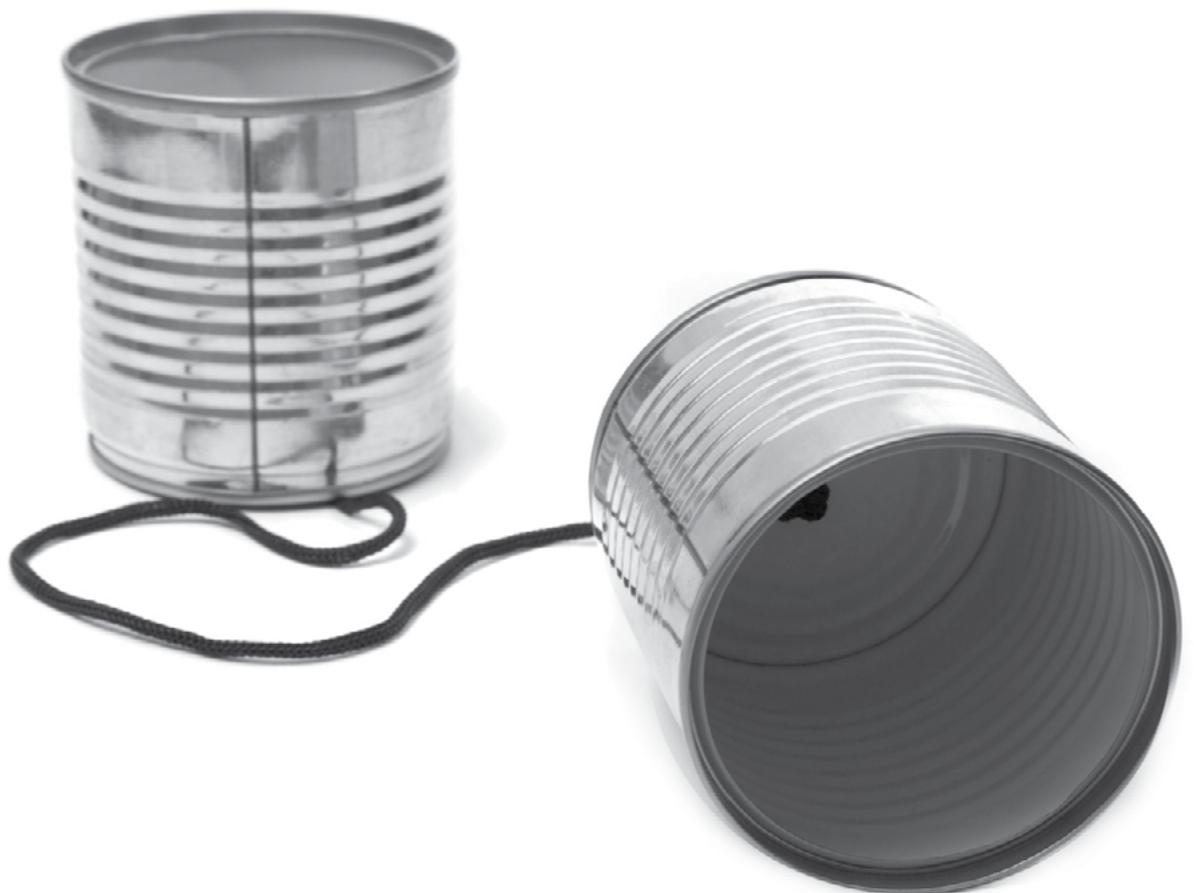


# Global Telecommunications



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

They also are making it more important to stay focused

“Highly specialised TMT team with exceptional global reach, offering a full range of services across the sector to a stellar and high-profile client list.”

Chambers Global 2015

“They have been very proactive and attentive, and always deliver consistent work.”

Chambers Global 2015

“Provides extensive knowledge ranging from M&A, outsourcing and IP to disputes, multi-jurisdictional regulatory compliance and privacy, with proven experience in areas such as digital media, cloud computing and interactive technology.”

Chambers Global 2015

We advise:

- New entrants and incumbent telecommunications operators
- Governments and regulators
- Equipment suppliers
- Services providers and users

## World Leading

In the telecommunications industry, change is in the technology used. It's in the services delivered and the structure of the market. It's in the public policies that govern what you do.

Your success depends on how well you manage the 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.

Clients need to be assured that they are receiving the best, most relevant advice to guarantee the success of their business. Our lawyers are well positioned to provide this high level of service. They have extensive knowledge of the industry and are proactive in anticipating and fully understanding the needs of their clients and emerging technologies.

At Baker & McKenzie, we provide the full scope of services that sophisticated telecommunications clients expect, including advice on licensing and regulatory matters, internet issues, sector-specific dispute resolution, related tax issues, labour law, competition and antitrust, privacy and data protection, commercial contracts, and insolvency. Often, we are called upon to advise on investments, mergers, acquisitions, joint ventures, spin-offs and special corporate transactions for stakeholders with material interests in the electronic communications scenario.

Our representation of a broad range of industry stakeholders enhances our understanding of the issues facing our clients and the industry. We have the geographical scope and expertise in all areas, avoiding the need for multiple law firms, thereby minimizing cost and maximizing efficiency

With industry experts in all of the key markets, throughout Europe, Asia, North America and Latin America, our top ranked practice is well established and has acquired a strong track record in the market place since the beginning of deregulation in the industry. The mix of multi-disciplinary, multi-jurisdictional expertise enables our practice to provide clients with integrated advice in both a local and cross-border context.

“They have a strong and deserved reputation when it comes to technology.”

Chambers Global 2015

“Hugely experienced in handling complex and fast-moving transactions on a global scale, particularly in regards to the financial services and technology industries.”

Chambers Global 2015

“Clients include multinational corporates, e-commerce companies and financial services providers. Increasing activity in the areas of new technology and healthcare.”

Chambers Global 2015



We have been ranked **Band 1** in **Chambers Global** for Technology & Communications in 2008, 2009, 2010, 2011, 2012, 2013, 2014 and 2015

We have been ranked **Band 1** in **Chambers Global** for Data Protection in 2008, 2009, 2010, 2011, 2012, 2013, 2014 and 2015

We have been ranked **Band 1** in **Chambers Global** for Outsourcing in 2008, 2009, 2010, 2011, 2012, 2013, 2014 and 2015

We are the only firm to have been ranked **Band 1** in for Technology & Communications in 2008, 2009, 2010, 2011, 2012, 2013, 2014 and 2015

## Regulatory Telecommunications

The telecommunications industry operates in a highly sophisticated competitive market. Our telecommunications practice advises fixed line carriers, mobile operators, MVNOs and ISPs on cutting edge regulatory work, with a particular focus on multi-jurisdictional projects requiring close cooperation across our global practitioners.

Our lawyers work together as part of a multi-jurisdictional team, with extensive experience working on many ground-breaking cross-border projects. The breadth of our telecommunications group means that we are on top of the very latest trends and key issues across the globe. We transfer knowledge, best practices and skills from country to country to ensure that we deliver a premium service to our clients.

## MVNO

We have unrivalled experience in working in the mobile telecommunications industry, including mobile virtual network operators (MVNO) and related transactions. We have the ability to put together dedicated teams to deliver this experience in a business-focused way, globally having direct experience in MVNO deals across all continents. We assist our clients in:

- Deciding whether to structure the operations by way of joint venture of commercial agreement with the carrier
- Negotiating terms which capture the deal but allow for flexibility, for example to reflect rapidly evolving technology and consumer demand for new content and services
- Making sure the MVNO arrangements (for CRM, call centre services, handsets, etc.) coordinate with the carrier agreement
- Assessing whether there are international implications of the deal, particularly if it is to be replicated in other jurisdictions.

## Network Sourcing and Infrastructure Sharing

Network infrastructure sharing and outsourcing are increasingly popular strategies for many operators as they struggle to expand their coverage and make funds available for new services and products. This trend is set to spread further across all develop markets. The scale and approach to infrastructure sharing and outsourcing varies from market to market depending on the local regulatory environment, but invariability presents a host of new legal complexities for operators.

Our global telecommunications group has extensive experience of successful infrastructure sharing and outsourcing projects, a unique insight and understanding of the key challenges and a deep “bench” of experienced lawyers to call upon. Our practitioners are experienced in the key areas relevant to a network infrastructure sharing or outsourcing deal, including the issues to be addressed in critical major services agreements and the complex local regulatory issues that arise in these areas. We are experienced at dealing with the real estate issues that can arise and, where necessary, can advise on alternative corporate solutions such as joint venture arrangements.

## Global Presence



Baker & McKenzie covers the world. With our expansive global footprint, our clients tell us they rely on our ability to provide a deep level of local expertise while ensuring a global perspective to their business and legal needs.

### Globally Fluent

We defined the global law firm in the 20th century - now we're re-defining it in the 21st. Our clients tell us our difference is fluency. Many law firms claim to be global simply because they have offices in many countries or do work for client in multiple jurisdictions, but none can claim to be globally fluent.

### Fluency In The Way We Think

We have an instinctively global perspective and a deep understanding of the language and culture of businesses all over the world.

### Fluency In The Way We Work

We have the ability to navigate legal complexity across practices and borders with ease, bringing the right team and expertise regardless of location. For the specialist legal areas required by you, we have selected the lawyer chosen for their extensive experience, and for the existing working relationships that they already have with each other. This close working relationship will mean a more co-ordinated, insightful service delivery to you. Assistance will be provided by associates, paralegals and trainees as required. Our dedicated client teams provide consistency and build up a valuable understanding of our clients' businesses.

### Fluency In The Way We Behave

We are genuinely multi-cultural in our approach and passionate about open and highly collaborative relationships with each other and clients.

### Baker & McKenzie key facts

- 47 countries
- 77 offices
- 4,200+ lawyers
- Admitted to practice in 250+ jurisdictions
- Fluent in 75+ languages
- Covering every major commercial, financial and industrial centre in the world

"Fields a strong European practice and has an impressive track record for technology outsourcing in Asia. Recently involved in the renegotiation and restructure of major cross-border deals."  
[Chambers Global 2015](#)

"Specialisms include compliance strategy, crisis management, outsourcing and marketing and the privacy aspects of M&A deals."  
[Chambers Global 2015](#)

"It's absolutely clear that they have many offices and are extremely well represented."  
[Chambers Global 2015](#)

"They have fantastic coverage."  
[Chambers Global 2015](#)

"Dedicated teams throughout Europe, Asia-Pacific and the USA, as well as a distinctive Latin America presence."  
[Chambers Global 2014](#)

"Offers extraordinary global breadth teamed with a wide range of expertise in the outsourcing field."  
[Chambers Global 2014](#)

"Expertise in hot-button issues such as privacy compliance for social media and cloud computing services."  
[Chambers Global 2014](#)

"Baker & McKenzie is undoubtedly one of the premier choices for US-based clients when looking internationally."  
[Chambers Global 2014](#)

## Knowledge Sharing

Baker & McKenzie has a broad array of value-added services to offer our clients. We have always been at the forefront of information technology and communications law - both as lawyers and trusted advisors to many of the leading technology companies. We share our knowledge and experience in many ways including the following:

### LegalBytes

LegalBytes is the monthly e-publication designed for our clients and contacts who want to keep themselves updated on global legal developments in the technology and communication fields. It covers legal developments which are relevant to technology and telecommunications in their broadest sense, whether the client is the supplier or the customer of such goods and services.

### Global Privacy Handbook

We publish this resource annually with the 7th edition released in March 2014. The Handbook is the collaborative effort of our specialized privacy colleagues throughout the Baker & McKenzie globally. Updated and expanded with 608 pages, covering 51 countries and 21 topics, the Handbook provides a snapshot of core privacy laws, principles and concepts in many of the world's major business centers, and highlights some of the key privacy and information management issues on which our clients frequently seek guidance.

### BakerGPS Webinar Series

We hold global webinars on "hot topics" affecting Privacy, Data Protection, Cyber Security and Information Management. These complimentary webinars provide clients with updates on legal developments along with cutting edge solutions. The webinars are recorded and can be played back at your leisure if you are not able to attend at any of the various transmission times.

### BakerINFORM

BakerINFORM is a dynamic online environment intended to provide our clients with valuable information on various topics affecting them in a concise, engaging and informative way. Readers are presented with an array of interesting and developing legal areas in a magazine format that includes videos, podcasts and infographics. Each magazine features a focused selection of content dedicated to a specific theme.

### Extranet

We can offer of a complimentary extranet to help manage matters, complex transactions or special projects customized to your specifications.

### Hotline/Helpdesk

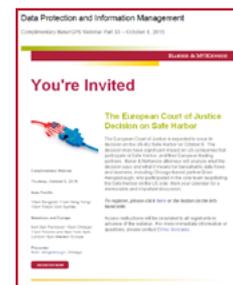
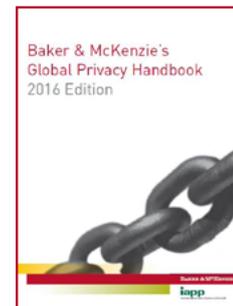
We can establish a hotline/helpdesk to address routine matters or instances of urgency all within a framework to increase service delivery while controlling cost.

### Client Conferences

We would work on with dedicated agendas that you, the client, set. We bring a team of specialists to discuss your issues in a privileged setting - at no cost to you.

### In-House Library Access

We can provide free access to our substantial library of in-house written publications on topics of particular interest and relevant to the medical device industry.



## Baker & McKenzie has been global since inception. Being global is part of our DNA.

Our difference is the way we think, work and behave – we combine an instinctively global perspective with a genuinely multicultural approach, enabled by collaborative relationships and yielding practical, innovative advice. Serving our clients with more than 4,200 lawyers in more than 45 countries, we have a deep understanding of the culture of business the world over and are able to bring the talent and experience needed to navigate complexity across practices and borders with ease.