

TELECOMMUNICATIONS EXPERIENCE

Introduction

Preiskel & Co LLP is particularly recognised for its expertise in the telecommunications sector.

Our partners have over thirty-five years combined experience in advising major international and national wireless and fixed telecoms operators, governments, regulators, mobile application and service providers, alternative carriers and a range of highly innovative owner managed operators as well as hardware manufacturers.

Our experience extends across all the continents and our multi-lingual lawyers have the benefit of having worked within the industry for incumbent operators and start-ups, and in telecoms related investment banking. This deep industry and legal understanding enables us to provide our clients with efficient, cost-effective and focussed advice.

WHAT THE EXPERTS SAY

We are recommended in leading independent legal guides such as the Guide to the World's Leading Telecommunications Lawyers, Legal Experts, WhosWhoLegalGuidetoRegulatoryCommunications Lawyers, Chambers Global, Chambers UK and other guides, as experts in the telecommunications sector.

According to Chambers UK: "Daniel Preiskel leads the team and is regarded as the man telecoms companies turn to for strategic advice thanks to his grassroots understanding of the industry".

OUR CLIENTS

We advise across the sector from incumbents, mobile operators and governments to owner managed operations and start-ups. For example, during 2009 we advised:

- a major UK business telephony provider
- a UK MVNO and MVNA
- an overseas incumbent on its UK operations
- a WiMAX operator

- a Caribbean Government on its proposed privatisation
- a Middle East mobile operator
- a leading VoIP peering provider
- financial and data clearing houses
- an Australian telephony operator

In addition, we are often instructed by consultancy firms and by other law firms.

WHAT OUR CLIENTS SAY

According to an independent survey by Archangel, our clients describe us as follows:

- "They know the industry, they're thorough and they're time efficient."
- "The personal touch. They're specialists. They're individuals. They're not a corporate machine. They take ownership."
- "They align themselves to our business. They understand what we do."
- "They are knowledgeable and creative on interesting issues and always available/contactable and willing to listen."

REGULATORY EXPERTISE

We are considered to be experts in telecommunications regulation. We advise in the UK and across the globe on regulatory issues. For example, in the last twelve months we advised / are advising:

- the Bahamas Telecoms Privatisation Committee on the reforming of the regulatory regime and on the regulatory issues related to the proposed privatisation
- the Zambian telecommunications regulator
- a major operator on obtaining a spectrum licence variation
- a UK operator on responding to an OFCOM / BT allegation of mis-selling
- several clients on responding to OFCOM consultations
- on regulatory issues relating to establishing MVNOs in the UK and in the Middle East
- on lotteries, gaming, prize competitions, premium rate and adult content regulatory issues

COMMERCIAL TELECOMMUNICATIONS EXPERTISE

Preiskel & Co is highly experienced in advising clients on drafting and negotiating commercial agreements. Our in-depth understanding of the industry helps us to quickly identify the important issues and provide helpful, responsive and insightful advice. During 2009 we advised on:

- UK mobile strategy for an Australian telecoms company which included ground breaking negotiations with a 3G MVNE to provide a sub-MVNO service to a range of UK organisations
- customer terms and conditions for operators providing broadband telephony services, telecoms resellers, MVNOs and sub-MVNOs
- international joint venture agreements for VoIP peering federations
- interconnection, hosting and reseller agreements
- supplier agreements with mobile and fixed operators
- MVNO and sub-MVNO agreements
- procurement agreements for fixed and wireless broadband backhaul

CORPORATE TELECOMMUNICATIONS EXPERTISE

We are experienced in a wide variety of corporate transactions in the sector. Whilst we advise on large transactions, our "sweet spot" is on communications acquisitions in the sub £20m bracket. Some recent transactions include:

- advising the Bahamas Telecoms Privatisation Committee on the corporate aspects relating to the proposed privatisation of BTC
- advising on the acquisition of a 3G Cellular Licence
- establishing a JV venture to address the Middle East
- the acquisition of a VoIP operator in Germany
- advising on the creation of joint ventures to address fixed and wireless telecoms opportunities
- the acquisition of telecoms and technology assets of companies in administration

If you would like to know more, please contact the following partners at:

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