

GLOBAL COMMUNICATIONS PRACTICE

Almaty
Bratislava
Brussels
Budapest
Cincinnati
Cleveland
Columbus
Hong Kong
Houston
Jacksonville
Kyiv
London
Madrid
Miami
Moscow
New York
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Washington

Established in 1890, Squire, Sanders & Dempsey L.L.P. is today an internationally recognized leader in the field of communications law. With a practice that began in the late 1960's, the Firm has been at the forefront of developments that have transformed the global telecommunications marketplace over the course of the past three decades. Indeed, Squire Sanders is the only international law firm whose attorneys have been engaged in the practice of communications law throughout this period of unprecedented change. Having helped shape the industry of the 1990's, the Firm's practitioners are uniquely situated to assist clients as they address new challenges presented by the convergence of the telecommunications, media and information industries.

**DIVERSE
COMMUNICATIONS
PRACTICE**

Our communications practice began in 1969 in the United States. Like the industry itself, however, our practice has grown to be global in scope. Today, we are involved in virtually every aspect of the communications business in virtually every part of the world. We are regularly engaged in a wide variety of:

- ◆ *Market sectors:* wireline, wireless, broadcast, satellite, voice, data, Internet, computing, communications and consumer electronics equipment
- ◆ *Legal issues:* sector restructuring, licensing, regulatory, corporate, antitrust/competition, tax, litigation, trade
- ◆ *Legal regimes:* civil and common law, national and international
- ◆ *Transactions:* joint ventures, mergers and acquisitions, privatisations, financing
- ◆ *Countries:* more than eighty-five to date

**GENERAL
DESCRIPTION OF
COMMUNICATIONS
PRACTICE**

Over the past thirty years, Squire Sanders attorneys have played central roles in the development of communications law and policy. The following overview highlights the key areas in which we have been engaged.

Broadcasting

In the United States, Squire Sanders provides counsel regarding the acquisition and sale of radio and television stations, as well as specific problems associated with the licensing, operating, and transferring of individual radio licenses, particularly the FCC's foreign ownership restrictions. The Firm has pioneered the use of a variety of innovative techniques to accomplish client goals consistent with the FCC's transfer-of-control requirements. The allocation and use of radio spectrum by broadcasters, including the introduction of direct broadcast satellites and advanced or high-definition television, is another area of expertise.

In Europe, Squire Sanders lawyers have assisted broadcasters in securing newly privatized radio licenses and spectrum, and have provided advice with respect to the regulatory impact of new technologies, including pay television, direct-to-home satellite services, and digital video broadcasting. We have been actively involved in proceedings before the European Commission and European Parliament on these and related matters and have been leading participants in the DVB Project and Europe's Association of Commercial Television ("ACT").

Cable Television

Since the early 1970s, the Firm's U.S. attorneys have been involved in all aspects of negotiation and codification of cable television franchise agreements, and have advised clients on a broad range of cable matters. Our attorneys are currently involved in proceedings being conducted by the FCC that are addressing the introduction of competition in the provision of set-top boxes, navigation devices and other customer-premises cable equipment. In Europe, the Firm was actively involved in the creation, financing and licensing of several of the largest and most innovative cable telephony ventures on the Continent, and is currently engaged in some of the largest such projects in Europe. The Firm also advises clients on the application of telecommunications rules to cable networks, the liberalization of cable networks to provide services that compete with incumbent telecommunications operators, and the application of copyright rules to the retransmission of broadcasts through such networks. We have also played a lead role in the development of the Multimedia Home Platform in Europe.

**Capitalization/
Privatization
and Investment**

The Firm has been actively involved in the privatization of state-owned telecommunications operators in Europe, Latin America and Africa. We have substantial expertise in: creating new sector structures; developing new laws and regulatory regimes; establishing new regulatory bodies; drafting licenses and concession agreements; preparing and negotiating transaction documents; preparing tenders;

**Competition
and Antitrust
Law**

and evaluating bids. Squire Sanders' attorneys are also called upon to provide advice and counsel where national telecommunications operators are not privatized, but rather enter into joint ventures or other arrangements with private sector investors.

Squire Sanders frequently addresses the competitive practices of telecommunications operators, including the abuse of dominant position, mergers and acquisitions, bundling of equipment and services, disclosure of customer information and technical network data, and accounting mechanisms. We have played a leading role in securing regulatory clearance for some of the largest telecommunications mergers in the world.

**Competitive
Local Exchange
Services**

The Firm advises companies engaged in the provision of competitive local exchange services regarding the full panoply of policies and regulations governing the operation of the local exchange telecommunications marketplace. In the United States, our attorneys have provided guidance on issues such as the ability of new market entrants to obtain, use and resell the services and facilities of incumbent operators, the deployment of data transport services, the Bell Operating Companies' entry into the long-distance market, and the state and federal regulatory approvals necessary to complete mergers and acquisitions involving providers of competitive local exchange services. In Europe, we have assisted multinational operators establish and expand their operations throughout the Member States of the European Union. In Asia, we have advised local exchange carriers in access and interconnection disputes and related regulatory hearings and litigation.

**European
Community Law**

Squire Sanders provides advice and counsel on all aspects of European Union legislation, regulation, and policy in the communications sector, in particular, and on competition law, in general. The Firm's attorneys, particularly those based in Brussels, London and Madrid, represent a wide range of clients before Directorate-General Competition, Directorate-General Information Society and Directorate-General Internal Market of the European Commission, as well as before the European Court of Justice. The Commission's directives and proposals on telecommunications and broadcast services (terrestrial and satellite), equipment, and other matters impact many of our clients. The Firm has been called upon to review and analyze EU and EFTA regulatory initiatives dealing with terminal equipment liberalization, Open Network Provision, equipment type approval, satellite and mobile radio services. We have also assisted the Commission itself in developing telecommunications policy for the European Union.

**Homologation
and Equipment
Interconnection**

Our attorneys are familiar with national rules governing testing and approval of equipment attached to the facilities of licensed telecommunications operators and with the rules governing the equipment that may be provided by end users. This includes an understanding of multilateral agreements and relevant trade laws.

Intellectual Property

Squire Sanders lawyers have been at the forefront of European developments affecting copyright and related rights (including broadcasters' rights). They have represented European broadcasters before the World Intellectual Property Organization and the European Commission, chaired the intellectual property rights working group of ACT, formed an association against audiovisual piracy, and advised on intellectual property issues associated with cable and satellite transmissions. Our lawyers have worked within the DVB Project on pooling arrangements for patents essential to DVB standards and have handled European export control issues, notably for the DVB common scrambling algorithm. In the United States, the Firm's intellectual property group provides a full range of protection, licensing, and litigation services.

Intelligent Transportation Services

Since 1992, our attorneys have served as counsel to the principal organization promoting the development and deployment of Intelligent Transportation Services ("ITS") in the United States. We have unique expertise with respect to the legal issues associated with: traffic information and management systems; digital mapping services; vehicle location technologies; collision avoidance radars; in-vehicle navigation systems; electronic toll systems; commercial vehicle operations systems; hazardous materials and incident management reporting systems; MAYDAY response systems; and advanced vehicle control systems. The Firm provides counsel on telecommunications, information privacy, tort liability, intellectual property, competition/antitrust, public procurement, and other issues associated with the deployment of ITS infrastructure.

Internet

Squire Sanders has advised clients, both public and private sector, regarding the appropriate regulatory treatment of the Internet generally, and Internet and IP telephony, in particular. The Firm has also been actively involved in the financing of, and negotiating contracts for, Internet services and Internet service providers.

Legislative Practice

Drawing on its substantial resources in Washington, D.C., Squire Sanders has developed a strong legislative practice that focuses on the telecommunications issues that come before the U.S. Congress. The Firm's attorneys assist clients in an array of legislative matters by preparing testimony, appearing before congressional committees, and actively influencing the content of federal legislation. In Europe, we assist clients in connection with matters before the European Parliament.

Licensing

The Firm provides counsel to organizations that operate multinational communications and information service networks. We have become adept at providing clients with an understanding of diverse national regulatory regimes and securing licences in a timely and cost-effective manner.

**Microwave
Communications**

Experienced in virtually all areas of public and private microwave operations and licensing, Squire Sanders has assisted clients in matters ranging from license transfers and rule violations to the initiation of major policy proceedings affecting the allocation and use of electromagnetic spectrum. Clients include government, manufacturing and global satellite system licensees.

**On-line
Information and
Internet
Services**

The Firm's clients include high-profile, unregulated information and Internet service providers, as well as associations that have formed to further their interests. In the United States, our telecommunications attorneys have counseled clients through all three of the FCC's Computer Inquiries, which addressed such issues as the distinction between regulated "basic" and unregulated "enhanced" services, structural separation of regulated and unregulated activities, and other competitive safeguards. Elsewhere around the globe, Squire Sanders has addressed similar issues on behalf of multinational operators, as well as more client-specific matters such as the licensing of value-added service providers, access and interconnection.

**Regulatory
Restructuring**

Squire Sanders has been a key player in the restructuring of national telecommunications regulatory regimes in Europe, Latin America, Asia, and the United States. Among the regulatory issues that we have addressed are market structure, market entry, ratemaking, interconnection, spectrum allocation, inter-jurisdictional conflicts, dispute resolution, competitive safeguards, and the creation of new regulatory authorities.

**Satellite
Communications**

Squire Sanders attorneys assist clients in securing satellite and earth station licenses and in obtaining the necessary frequencies and orbital slots. These initiatives have involved earth sensing, fixed, mobile, aeronautical, broadcast, broadband and VSAT satellite applications. In addition, the Firm assists clients in negotiations with satellite equipment suppliers and the providers of satellite launch services. We also provide advice on international and domestic rules governing the provision of direct-to-home satellite broadcast and broadband data services.

**Telecommuni-
cations
and Consumer
Electronics
Equipment**

Squire Sanders has played a key role in the development of a competitive terminal equipment market. The Firm counsels U.S. and international telecommunications equipment manufacturers and associations, as well as manufacturers of consumer electronics products. The Firm also assists telecommunications equipment manufacturers in securing type approval in jurisdictions throughout the world and in meeting regulatory specifications for interconnection with telecommunications networks and radio frequency interference.

Telephony

Our attorneys have represented clients in connection with every major issue affecting the telephone industry, including the:

- Introduction of competition in the provision of international, long distance and local telephone service.

- Restructuring of national telecommunications markets.
- Development of liberalized markets for the resale of telecommunications services.
- Interconnection and access charge arrangements.
- Introduction and implementation of price cap regulation.
- Development of universal service policies.
- Competition in the provision of value-added services and customer premises terminal equipment.
- Elimination of outdated regulations.
- International accounting rates, settlements, licensing, and treaty policies.

Utilities

Squire Sanders has assisted electric utilities in establishing telecommunications systems -- including joint ventures with established telecommunications operators -- and with various issues associated with wireline and wireless offerings. This work has included pole attachment regulation, spectrum reallocation, interconnection, zoning and related matters.

**Wireless
Communication**

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**Networks and
Spectrum**

Issues

Squire Sanders has represented major wireless service providers, equipment manufacturers, and trade organizations in transactional, legislative, regulatory, administrative, and appellate litigation matters before international, national and local regulatory authorities. The Firm has participated in major policy proceedings addressing the allocation of radio spectrum by both national and international regulatory bodies to public and private mobile services, has represented bidders and other parties in spectrum auctions, and has acted as counsel in major multinational transactions involving the merger, acquisition and restructuring of wireless service providers and equipment manufacturers.

Squire Sanders attorneys have also advised facilities-based cellular carriers, cellular resellers, PCS providers, GSM providers, SMRS providers, paging companies, and cellular equipment manufacturers, as well as bidders for third-generation UMTS licences. We have also represented investors in Asian (including Indian), Latin American, European, and African mobile operations. In the United States, the Firm assisted in creating a nationwide network linking cellular carriers.

A BROAD RANGE OF EXPERIENCE

Africa

The global scope of Squire Sanders' communications practice is reflected in the matters we have undertaken on behalf of our clients.

- Counsel to the Government of Mauritius in connection with the privatization of Mauritius Telecom, the creation of a new regulatory entity, the award of UMTS licences, and the development of a new regulatory body, for the telecommunications sector.
- Counsel to the Government of the Congo with respect to the restructuring and privatization of the national PTT, including the sale to a strategic investor of a majority stake in the newly created telephone company.
- Assistance in organizing a major exhibition of the Advanced Networked Cities and Regions Association ("ANCARA") at Africa Telecom '98, including exhibitions of communications, multimedia, and IT applications from around the world.
- Counsel to U.S. and European investors in connection with a strategic investment in a South African mobile telephony operator.
- Counsel to a South African broadcaster in the sale of its interests in western and central Europe, and the acquisition of interests in Africa, the Middle East, and the Eastern Mediterranean.
- Counsel to a development entity, operating on a commercial basis, in connection with the establishment and financing of telephone network projects in Uganda, Kenya, Tanzania, Malawi, Zambia and Zimbabwe.
- Counsel in the financing of a mobile telephony operation in Zambia.
- Counsel to the financier of a mobile telephony business having interests in Uganda, Zambia, Malawi and Congo.
- Representation of a leading South African media group, including advice on broadcast and telecommunications legislation, licensing and other regulatory matters, as well as representation in international fora, such as the Organization for Economic Cooperation and Development, the International Telecommunication Union, the Global Information Infrastructure Commission, and the Global Business Dialogue on electronic commerce.
- Advice with respect to intellectual property rights and audiovisual piracy matters.
- Formation of the Global Information Infrastructure Commission-Africa.
- Representation of clients in ministerial conferences.

**CIS and the
Former USSR**

- Representation of clients on standard-setting bodies, notably on the steering board of the Digital Video Broadcasting Project.
- Counsel to Ukraine with respect to the restructuring of the long-distance and international telecommunications service markets and the amendment of the country's telecommunications law.
- Counsel to various parties in the first and second AO Svyazinvest privatization tenders.
- Counsel to a major international telecommunications company in the privatization of Lietuvos Telekomas, the state-owned operator of public telecommunications systems in Lithuania.
- Counsel to a joint venture in Kazakhstan providing voice, data and other value-added services.
- Counsel in the establishment and structuring of a Russian long-distance telephone carrier.
- Advisor to a major international telecommunications company investing in several Russian joint ventures to provide electronic mail and related services.
- Assistance to a leading multinational telecommunications operator with respect to various cellular telephone, paging and research and development projects in Russia.
- Structuring a U.S. company's regional terrestrial cellular telephone project in Russia.
- Counsel to a U.S. corporation creating and investing in a Russian satellite telecommunications company.
- Advisor to two international communications companies in their acquisition and development of various Kazakh and Russian radio and television properties.
- Counsel to an international telecommunications operator with respect to interconnection and the introduction of telephone calling card services in Kazakhstan.
- Advisor to cellular telephone operations in Kazakhstan with respect to licensing and the importation of telecommunications equipment.
- Assisting in the organization and licensing of, and the negotiation of interconnection agreements for, Internet Service Providers in Kazakhstan.
- Structuring and negotiating a joint venture for the provision of satellite-based telecommunications and value-added services to oil companies and other remote users in Kazakhstan.

Europe

- Counsel to the lead member of a GSM consortium operating in Ukraine.
- Counsel to the Republic of Georgia in connection with the restructuring of the telecommunications sector.
- Counsel to the Government of Moldova in connection with the sale to a strategic investor of an equity interest in Moldtelecom, the national public telecommunications operator.
- Advisor to the European Commission in the preparation of:
 - A report entitled, “Overview and Analysis of the Legal and Regulatory Barriers to the Take Off of Multimedia Applications” in preparation for the *Infrastructure Green Paper*;
 - A report entitled, “Adapting the EU Regulatory Framework to the Developing Multimedia Environment,” which served as the major input for the Commission’s *Convergence Green Paper*;
 - A report entitled, “The Classification of Standardization Requirements in Electronic Commerce,” which served as a base for further EU initiatives;
 - A study entitled, “Study on Consumer Demand for Telecommunications Services and the Implications of the Convergence of Fixed and Mobile Networks for the Regulatory Framework for a Liberalized EU Market,” which served as a predicate for the Commission’s 1999 Review.
- Counsel to the Dutch Ministry of Communications with respect to the development of a new competition law and regulatory framework for advanced telecommunications services.
- Counsel to the European Commission in auditing the compliance by individual Member States with EU telecommunications directives.
- Counsel to WorldCom in connection with the European Commission’s review of the WorldCom-Sprint merger.
- Counsel to the Government of Hungary in the preparation of a new law and licensing regime for a competitive multimedia market.
- Counsel to Deutsche Telekom in securing a third generation mobile licence in Spain.
- Counsel to the Slovak Republic in the development of a telecommunications regulatory framework, sector structure recommendations, and the privatization of the national telecommunications operator.
- Counsel to the Republic of Macedonia in connection with the restructuring of the telecommunications sector, the creation of a new regulatory agency and the sale of an equity interest in the national telecommunications operator to a strategic investor.

- Counsel to MCI regarding the European Commission's review of the MCI-WorldCom merger.
- Counsel to Callahan Associates International in acquiring Deutsche Telekom's cable television operations in Germany.
- Counsel to the Czech Republic in the creation of RadioMobil, a joint venture among Ceske radiokomunikace, DeTeMobil and STET International, to provide GSM 900 services, and in the development of an appropriate regulatory regime.
- Counsel to investors and operators acquiring a DCS-1800 licence in Hungary.
- Advisor to investors and operators seeking to acquire wireless local loop spectrum and licences throughout the European Union and in the Czech Republic and Hungary.
- Counsel to Morgan Stanley Capital Partners in a US\$350 million investment in EQUANT, N.V.
- Counsel to numerous competitive telecommunications operators in high yield offerings and initial placement offerings.
- Counsel to the Slovenian telecommunications authority with respect to legislative and regulatory issues.
- Counsel to M-Net, a leading pay television broadcaster, with respect to European regulation.
- Counsel to Telia regarding interconnection rates and agreements.
- Counsel for Central and Eastern European governments regarding the drafting of legislation to conform to European competition laws and telecommunications regulations.
- Counsel to VSAT service providers in acquiring European operating authority and in negotiating international private network contracts.
- Counsel to competitive telecommunications operators in Western Europe in securing licences and negotiating interconnection agreements with incumbent carriers.
- Counsel to US WEST in the formation of Telenet Flanders, an innovative US\$1.1 billion cable/telephony joint venture with local cable operators and investors.
- Counsel to the Czech Republic in connection with the corporatization and sale of a 27 percent interest in the national public telecommunications operator, SPT TELECOM, to a strategic investor for US\$1.4 billion.

- Counsel to the Republic of Hungary in the sale of a 30 percent interest in MATAV, the national public telecommunications operator, to a strategic investor for US\$875 million, and in the development of a national telecommunications regulatory framework.
- Counsel to investors and operators seeking to establish MVDS operations throughout Europe.
- Counsel to Airtouch in connection with the European Commission's review of the Vodafone-Airtouch merger.
- Counsel to Callahan Associates International in the investment by Callahan, GE Capital and Bank of America in Cableuropa, a large Spanish cable/telephony holding company and its subsidiaries.
- Counsel to ABN AMRO Rothschild in connection with a US\$133 million Global Depository Receipt offering on the London Stock Exchange for České radiokomunikace, a Czech company involved in the provision of wireless telecommunications services.
- Counsel to investors interested in securing a DCS-1800 licence in the Czech Republic.
- Counsel to Slovenské Telekomunikácie in interconnection and related regulatory matters.
- Counsel to the state-owned Croatian oil company and the largest Croatian bank in creating a joint venture with a major European telecommunications operator to secure a GSM license in Croatia.
- Counsel to investors in the restructuring and transfer of ownership interests in one of Hungary's GSM operators.
- Counsel to EQUANT, N.V. in a US\$500 million IPO.
- Counsel to Slovenské Telekomunikácie in connection with a US\$170 million syndicated loan, an ECU 100 million financing and a US\$45 million multi-currency revolving credit facility.
- Counsel to SITA Telecommunications Holdings N.V. in connection with syndicated loans in excess of US\$700 million.
- Counsel to a major multinational telecommunications operator in securing frequencies for broadband access and wireless local loops throughout South America.
- Counsel to the Government of Honduras in revising its telecommunications laws, creating a new regulatory structure, and privatizing the national telecommunications operator through the sale of an equity interest to a strategic investor.

Latin America

- Counsel to the Government of Bolivia in the restructuring, capitalization and US\$610 million sale of a strategic interest in ENTEL, the national telephone operator.
- Counsel to the Government of Ecuador in preparing for the privatization of, and sale of an interest in EMETEL, the national telephone company, to a strategic investor.
- Advisor to the Government of Peru with respect to post-privatization telecommunications regulatory matters, including interconnection and dispute resolution.
- Counsel to the Government of Costa Rica in drafting telecommunications legislation and in restructuring the telecommunications sector.
- Counsel to COMTELCA, the regional organization of Central American telecommunications operators, INTEL of Panama, and ICE of Costa Rica concerning international “call-back” and international accounting rate issues.
- Advisor to the telecommunications regulator of Bolivia in the development of a new interconnection regime.
- Counsel to Panamanian investors in structuring a telecommunications joint venture and preparing for participation in a tender for a second cellular license in Panama.
- Counsel to a Venezuelan mobile operator with respect to interconnection, licensing, legislative and other regulatory matters.
- Counsel to GUATEL, ENTEL, Telefónica del Perú, EMETEL, and Telintar regarding relations with the U.S. Federal Communications Commission and U.S. international carriers.
- Counsel for a national telephone company of the Andean region in negotiations involving international audiotext services.
- Counsel for value-added service providers seeking to obtain concessions and interconnection agreements throughout Latin America.
- Counsel with respect to securing an operating license for a private international network in Mexico.
- Counsel to the Governments of Jordan and Oman and the Palestinian National Authority on the restructuring of their respective telecommunications sectors.
- Counsel to a mobile satellite communications company in the United Arab Emirates and supported by investors throughout the Middle East.

Middle East

Pacific Rim and Asia

- Counsel to an international satellite organization based in the Kingdom of Saudi Arabia.
- Counsel to investors in a mobile telephony enterprise in Kuwait.
- Counsel to DACOM Corporation in connection with the liberalization of Korea's telecommunications market, as well as ongoing international regulatory counsel.
- Counsel to N.M. Rothschild & Sons and connection with the creation of a state-of-the-art data network in India.
- Counsel to Chinese investors in the creation of an Asian direct-to-home satellite system.
- Counsel to the Telecommunications Authority of Singapore in telecommunications and competition law matters.
- Counsel with respect to interconnection policy and access charges for a Pacific Rim telecommunications service provider.
- Counsel to the Ministry of Communications of Brunei Darussalam concerning corporatization of the national telecommunications operator and development of a new regulatory regime.
- Counsel to a Far Eastern country in the development of industrial policy for the telecommunications and information technology sectors.
- Counsel to competitive telecommunications operators in Hong Kong in regulatory and judicial proceedings dealing with:
 - Interconnection;
 - Access charges;
 - Access rights;
 - Settlements; and
 - Licence conditions.
- Counsel to Asian facilities-based and resale carriers with regard to regulatory and commercial issues.
- Counsel to consortia bidding for wireless licenses in Hong Kong (PCS) and India (GSM) and the rollout of networks and associated facilities in those jurisdictions.
- Representation of wireless telephone operators in negotiating infrastructure, equipment and systems contracts (including supplier financing) with suppliers such as Nortel, Siemens, Motorola and Ericsson.
- Counsel to various international carriers seeking to enter Asian markets.

United States

- Counsel to various local and international carriers negotiating commercial service agreements and correspondent relationships in the region.
- Counsel to regulated and unregulated operators and users in regulatory, judicial and congressional proceedings dealing with:
 - Carrier interconnection;
 - Information services;
 - Access charges;
 - Rate structures;
 - Spectrum auctions;
 - International settlements;
 - Internet;
 - Universal service; and
 - Deployment of broadband facilities.
- Counsel to U.S. domestic and international facilities-based and resale carriers with respect to federal regulatory issues.
- Counsel in the judicial and regulatory proceedings that led to the reorganization of the Bell System.
- Counsel in bankruptcy proceedings involving radio spectrum assets.
- Counsel to major computer manufacturers and operators of global value-added networks.
- Counsel to high-volume users in negotiating contracts with U.S. telecommunications operators.
- Counsel to wireless service providers and equipment manufacturers in the negotiation of stock purchase, management, interconnection, and technology transfer agreements, as well as other business arrangements.
- Counsel to an association of equipment manufacturers in their successful effort to make frame relay and other packet switched services available on a non-discriminatory basis.
- Counsel to wireless service providers in the consolidation of FCC-licensed systems in the PCS, cellular, 800 and 900 MHz SMR, and 220 MHz narrowband services.
- Legislative counsel to individual companies and coalitions in the process leading to the adoption of the Telecommunications Act of 1996.
- Counsel to the Internet Access Coalition and the Information Technology Association of America in the appeal of the FCC's *Access Charge Order*.

Global

- Counsel to AHCIEET, an association of telecommunications operators in the Spanish-speaking countries of the world, and COMTELCA, an association of Central American telecommunications operators, in the appeal of the FCC's *Accounting Rate Order*.
- Counsel to Telia in acquiring licences to offer communications services in the United States.
- Counsel to The Boeing Company in the development of new and innovative satellite systems.
- Counsel to Chilesat in connection with the expansion of its international satellite operations.
- Counsel to Resource 21 in the development of a remote sensing satellite system.
- Counsel to Covad Communications, Inc., a competitive local exchange carrier, in the appeal to the U.S. Supreme Court of the FCC's *Local Competition Order*.
- Counsel to the Information Technology Association of America and the Information Technology Industry Council in the appeal of the FCC's *Universal Service Order*, which provided federal funds to enable schools to obtain Internet access and data communications equipment.
- Counsel for U.S. multinational companies with respect to the regulation of private networks in Latin America, Europe, Asia and the Middle East.
- Counsel regarding bilateral operating agreements between European and Asian telecommunications administrations and their U.S., European, and Asian communications carrier partners.
- Counsel to a major telecommunications operator with respect to the regulation of VSAT services in Europe, Asia and Africa.
- Counsel to U.S. resale operators with respect to the licensing of their services in Latin America, Europe and Asia.
- Counsel on telecommunications trade agreements, including the Telecommunications Annexes to the GATS and NAFTA accords.
- Advisor to a variety of clients in the preparation of detailed comparative legal analyses of telecommunications regulation in key countries throughout the world, focusing on such issues as:
 - Form and level of regulatory oversight and administration by government authorities;

- Definitional distinctions between protected monopoly telecommunications services and competitive offerings;
 - Regulation of radio and satellite communications;
 - Formulation of telecommunications standards; and
 - Ratemaking policies, including the reconciliation of social goals and other policies.
- Counsel to international value-added service providers in the negotiation and drafting of equipment and service contracts.
 - Counsel to manufacturers of high technology telecommunications equipment regarding the homologation of communications equipment in more than 25 countries.

**AN EXPERIENCED
AND CAPABLE
TEAM**

The members of Squire Sanders' global communications group practice in various of the Firm's offices in Asia, Europe and the United States. Frequently they collaborate on projects requiring their unique legal skills. Given the depth and breadth of our group, we are able to provide our clients with experts in virtually every area of communications law. Listed below are key members of Squire Sanders' communications practice group.

Peter Alexiadis
Brussels

Mr. Alexiadis advises clients in the United States, Europe and the Far East regarding European telecommunications regulation, particularly with respect to the application of European Commission directives, competition rules and intellectual property laws. He serves as EC Affairs Editor of the *European Intellectual Property Review* and the *International Company & Commercial Law Review*, and is one of the principal authors of two studies prepared for the European Commission, *Consumer Demand for Telecommunications Services and the Implications of the Convergence of Fixed Mobile Networks for the Regulatory Framework for a Liberalised EU Market* and *Adapting the EU Telecommunications Regulatory Framework to the Developing Multimedia Environment*. University of Sydney, B.A. 1982, L.L.B.1983, L.L.M. 1987; University of London, L.L.M. 1988.

Benigno Bartolome
Washington

Mr. Bartolome has special expertise in the cable television and mass media fields. Prior to joining Squire Sanders, Mr. Bartolome served as an attorney-advisor in the Cable, Common Carrier, and Mass Media Bureaus of the U.S. Federal Communications Commission. His responsibilities included resolving appeals of local rate decisions, advising senior FCC officials on cable policy issues, investigating the lawfulness of tariffs related to interconnection and resolving challenges to license renewal applications. University of California at Irvine, B.S./B.A. 1988; Catholic University of America, J.D. 1993.

**Dr. Pius Alexander
Benczek**

Dr. Benczek advises clients regarding telecommunications regulation and commercial matters, particularly with respect to German law. He frequently assists clients in preparing license applications for the German NRA and in negotiating and drafting interconnection agreements with incumbent operators and competitive carriers.. Dr. Benczek has co-authored the German section of a report for the European Commission regarding the adaptation of the regulatory framework for a multimedia environment. Prior to joining Squire Sanders, he spent almost three years with the courts of appeal in Hamburg (Germany) including assignments to the European Commission's Directorate General for Competition and to the European Court of Justice. Dr. jur. 1995, University of Freiburg; 1996 admission to the German Bar ("*Rechtsanwalt*").

Gyongyi Bozzay
Budapest

Ms. Bozzay advises clients in Hungary with interests in wireless communications, telecommunications, information services, cable television, and broadcasting in connection with matters before regulatory agencies, and public and private tenders and acquisitions. She has participated in a range of regulatory and transactional matters on behalf of broadcasters, cellular, PCS, and other wireless communications service providers, and domestic and international long-distance telephone carriers. Ms. Bozzay is admitted to practice in Hungary. Eötvös Lóránd University Budapest, J.D. 1984.

<p>Nicholas Chan <i>Hong Kong</i></p>	<p>With his computer science background, Mr. Chan focuses on the commercial and regulatory aspect of electronic commerce, Internet, interconnection, outsourcing arrangements, intellectual property, information technology, telecommunications and convergence issues. Mr. Chan recently completed a seven month secondment as assistant in-house counsel with regional responsibilities for a leading international carrier. The Australian National University, Graduate Diploma in Legal Practice, <i>with merit</i> 1997; The University of Melbourne, Bachelor of Laws, 1996; The University of Melbourne, B.S., 1996.</p>
<p>Nicholas V. Chen <i>Taipei</i></p>	<p>Mr. Chen has more than fifteen years of experience in general corporate and telecommunications transactions. He represented AT&T Wireless Inc. in the bidding for, the regulatory and corporate structuring of, and the subsequent system buildout of its PCS and GSM systems in Taiwan. He also represents other cellular operators in the Far East, and is advising a group of investors exploring opportunities for direct-to-home satellite broadcast systems in Asia. Yale University, B.A. 1979; New York University, J.D. 1982.</p>
<p>Miranda Cole <i>London</i></p>	<p>Ms. Cole advises a variety of clients in the telecommunications sector, including governments, regulators and investors, with respect to licensing, tariffing, interconnection and other telecommunications-specific issues, as well as general competition law, in Europe and Australasia. Ms. Cole is admitted to practice in Australia, England and Wales. University of Queensland, B.A./L.L.B., 1993; University of London, L.L.M., 1997.</p>
<p>Antony Corel <i>Hong Kong</i></p>	<p>Mr. Corel began his involvement in the communications industry in Australia. His practice now covers both regulatory and commercial matters throughout Asia. He has acted for local broadcasters, telecommunications licensees and equipment manufacturers, has facilitated the entry of foreign carriers into various Asian jurisdictions and has represented clients in regulatory proceedings and in litigation concerning telecommunications issues. Mr. Corel is admitted to practice in Australia and is qualified to be admitted in Hong Kong. Solicitors Admission Board (New South Wales), 1987; University of New South Wales, L.L.M., 1994.</p>
<p>Gabriella Cseh <i>Budapest</i></p>	<p>Ms. Cseh's practice is primarily focused on media law, telecommunications law, Internet law and corporate law. Ms. Cseh is the author of two books on Hungarian and comparative media regulation and practices, and contributed to the Hungarian Encyclopedia of Law with titles on "media law" and "press law". Ms. Cseh is also the author of several articles, studies, and book chapters on national and comparative media law and practices, and on national and comparative telecommunications law and practices. Ms. Cseh has also edited the legal chapter of two comprehensive books on Hungarian media. Ms. Cseh is currently a visiting lecturer at ELTE Law School, teaching media law and Internet regulations.</p>
<p>Paul Csiszar <i>Budapest</i></p>	<p>Mr. Csiszar advises clients, including the government, regulators and investors, in the communications sector in Hungary with respect to regulatory, general corporate and finance matters. Mr. Csiszar, a native of Hungary, obtained his second law degree in the United</p>

States and was admitted in California in 1986, where he practiced until 1997. University of Budapest, Juris Doctor, 1981, Loyola Law School, US, 1986.

Mark A. Cusick
Cleveland

Mr. Cusick opened the Firm's London office in 1992 and was resident there until his return to United States in 1996. He represented the Government of Hungary in the sale of a substantial minority interest in the Hungarian national telephone company to a consortium comprised of Deutsche Telekom and Ameritech International, and he represented US WEST International in the formation of Telenet Flanders, an innovative \$1.1 billion cable telephony joint venture with 20 local CATV operators. He has also represented Callahan Associates International LLC in numerous investments in cable-telephony and other ventures around the world. Mr. Cusick is the Firm's International Practice Coordinator. Duquesne University, B.A. 1970; University of Virginia, J.D. 1975.

David Dillon
Brussels

Mr. Dillon advises multinational clients regarding European telecommunications regulation, particularly with respect to EC competition rules and practice. Prior to joining Squire Sanders, he was with the telecommunications unit of the European Commission's Directorate-General for Competition, DG IV. University College Cork, Bachelor of Civil Law 1993.

Carter Eltzroth
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Former General Counsel of Nethold, a European pay television broadcaster, Mr. Eltzroth provides advice and counsel on broadcast and copyright issues to broadcasters and other service providers, notably with respect to legislative and other regulatory developments before the European Commission and the European Parliament. In addition, he has represented lessees of satellite capacity on Europe's leading satellite platforms. He is Secretary General of AEPOC, a European association created to fight against piracy by hacked decoding devices, and serves as chairman of the IPR Module of the DVB Project. Paris, Baccalaureat es lettres, 1971; Oxford University, M.A. 1977; Columbia University, J.D. 1980.

Bebe A. Fairchild
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Ms. Fairchild specializes in privatization and joint venture transactions. Following two years in Prague, she represented the Government of Hungary in the sale of a substantial minority interest in the Hungarian national telephone company to a consortium comprised of Deutsche Telekom and Ameritech International, and represented the Government of Russia in the first attempt to sell a significant minority interest in AO Svyasinvest to a private foreign investor. Most recently she has been involved in the representation of a group of investors pursuing the implementation of direct-to-home broadcast satellite systems in Asia. Eastern Michigan University, B.B.A. 1979; University of Michigan, J.D. 1990.

Brian N. Hartnett
Brussels

Since entering private practice in 1983, Mr. Hartnett has specialized in the competition and trade laws of the European Union, with a particular emphasis on the application of European competition rules to the telecommunications sector. He is a qualified member of the Irish Bar and trained in the Competition Directorate of the European Commission. Trinity College, Dublin, B.A. 1981; University of Amsterdam, Diploma in European Law, 1982

John C. Henry
Washington

Although based in the Washington, D.C. office, Mr. Henry spends substantial portions of his time in countries outside the United States, where he advises investors and governments in the corporate aspects of telecommunications privatizations, acquisitions and joint ventures. He represented the Government of Russia in 1995 in the first attempt to sell a significant minority interest in AO Svyasinvest to a private foreign investor, and is currently representing the Republic of Honduras in the privatization of its national telephone company. He has more than twenty years of experience in a broad range of public offerings and private placements of debt and equity. Yale University, A.B. 1970; Harvard University, J.D. 1975.

Paul Hitchings
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Mr. Hitchings is a Spanish abogado and English solicitor who advises clients regarding telecommunications regulation, particularly with respect to Spanish and EU law. He has assisted clients entering the Spanish market in their licensing and radiofrequency applications, interconnection and access negotiations and agreements, rights of way applications, and drafting commercial agreements. Before moving to Spain, he worked in Brussels, where he was seconded to DGXIII of the European Commission. Degree in Law: 1991, Cambridge University, England; 1993, LLM "European Community Law", College of Europe, Bruges.

Josep Maria Julià
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Mr. Julià advises a variety of international telecommunications operators in Spain. He has been involved in the privatisation of Retevisión (Spain's second network operator), in the bidding for the third fixed telephony license and a DCS-1800 mobile telephony license, and in proceedings before the EC Commission and the CMT, the Spanish regulatory authority. He advises and represents national and international organizations with respect to cable telephony, basic telephony and value-added services. Universitat Autònoma de Barcelona, 1989; College of Europe, Bruges, M. European Studies, 1991; Université Libre de Bruxelles, M. Comparative Law, 1992; London School of Economics and Political Science, M. International Business Law 1993.

Robert B. Kelly
Washington

A practitioner of telecommunications and emerging technology law since 1981, Mr. Kelly advises U.S. and international interests regarding transactional, legislative and regulatory matters before U.S. regulatory authorities, and has negotiated major transactions involving acquisitions in the telecommunications industry. He has represented wireless service providers and equipment manufacturers in matters relating to spectrum policy, allocation, and assignment and is a co-author of the *Spectrum Regulation Handbook* (Thompson Publishing Group, 1994). Mr. Kelly has acquired unique expertise in legal issues associated with intelligent transportation systems, having served as counsel to the principal industry trade association since 1992. Duke University, A.B. 1978; Duke University, J.D. 1981.

Tatiana Kovaleva
Moscow

Ms. Kovaleva represents clients in connection with their trade and investment activity in the telecommunications sector in Russia and the CIS. In addition to securing approvals and licenses for companies operating in Russia, Ms. Kovaleva assists clients in complying with Russia's complex and evolving telecommunications regulatory regime. Ms. Kovaleva is also a Professor of Constitutional Law at Moscow State University. Moscow State

University Law Faculty, J.D., (equivalent) with honors, 1979; Moscow State University Law Faculty, Ph.D., 1984.

Joseph P. Markoski
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Mr. Markoski is a senior expert in U.S. and international telecommunications matters and Coordinator of the Firm's international telecommunications practice. He advises governments in Europe, Asia and Latin America regarding the liberalization and privatization of the telecommunications sector. Mr. Markoski has special expertise with respect to interconnection matters, and serves as international telecommunications advisor to numerous U.S., European, Asian, and multinational enterprises. Mr. Markoski has a unique understanding of the computer services and consumer electronics industries and their convergence with the telecommunications sector. He was one of the original appointments to the Strategic Planning Group of the U.S. State Department CCITT National Committee. Georgetown University, B.S.F.S. 1970; Georgetown University, J.D. 1973.

Herbert E. Marks
Washington

Coordinator of the Firm's regulatory practice group, Mr. Marks has participated in most of the major proceedings involving the structure of the U.S. telecommunications industry, and has been practicing in the area since 1969. He has represented clients before Congress, numerous U.S. agencies and courts, and the European Commission. He has served as chair of the U.S. State Department Panel on International Telecommunications Law, chair of the American Bar Association Section on Science and Technology, and a member of the U.S. delegation to the Regional Development Conference for Europe sponsored by the International Telecommunication Union. University of Michigan, A.B. 1957; Yale University, J.D. 1960.

Scot Mackoul
Washington

Mr. Mackoul focuses his practice on wireless telecommunications law and is experienced in general regulatory and legislative matters. Prior to joining the firm, Mr. Mackoul served as an attorney-advisor in the Wireless Telecommunications Bureau of the U.S. Federal Communications Commission. At the FCC, he supervised the licensing process following spectrum auctions of commercial and private mobile radio services and advised senior FCC officials on key policy issues, including build-out of commercial wireless services. Prior to joining the FCC, Mr. Mackoul worked on Capitol Hill and as legislative counsel for an international public relations and public affairs firm based in Washington, D.C. He is a member of the American Bar Association's Forum on Communications Law and the Federal Communications Bar Association. Duke University, A.B. 1989; University of Florida, J.D. 1995.

Jeffrey A McGehee
Prague

Mr. McGehee is an expert in international corporate transactions and finance, who specializes in cross-border joint ventures, acquisitions and financing transactions. Recent experience includes representation of the Czech Republic in the further privatization of SPT TELECOM and the in the Republic of Macedonia in connection with the privatization of the national telecommunications operator and the formation of an international consortium to bid for the second GSM license in Croatia. Baylor University, B.B.A. 1986; Baylor University, J.D. 1989.

Brian J. McHugh
Washington

Knowledgeable in matters relating to interconnection, competition, deregulation, and foreign carrier market entry into the United States, Mr. McHugh assists international financial institutions and other users and providers of telecommunications services and equipment on regulatory matters. University of Notre Dame, B.A. 1990; American University, J.D. 1994.

Alexandre Mencik
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Mr. Mencik advises clients in the telecommunications sector, including governments, regulators and investors, with respect to licensing and regulatory issues as well as general corporate matters. Mr. Mencik has special expertise in satellite communications and electronic commerce. Prior to joining Squire Sanders, he spent two years with the Commission of the European Communities in Brussels. Mr. Mencik is admitted to practice in Brussels. University of Louvain, J.D., 1990; University of McGill, L.L.M (air and space law), 1993.

Jonathan J. Nadler
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Mr. Nadler has worked extensively on issues related to the Internet, information services, computer and communications equipment. He has special expertise in competitive safeguards, inter-jurisdictional conflicts, and deregulation. Mr. Nadler also has substantial experience in communications-related antitrust matters. He serves as liaison between the Federal Communications Bar Association and the Computer Law Association. Vassar College, A.B. 1978; Columbia University, M.P.A. 1981, J.D. 1986.

David A. Nall
Washington

Before rejoining Squire Sanders, Mr. Nall served as Deputy Chief of the Tariff Division and of the Commercial Wireless Division of the U.S. Federal Communications Commission, where he was involved in numerous matters regarding local exchange carriers and providers of commercial mobile radio services. In private practice, he has advised clients on matters affecting global satellite systems and the provision of equipment, information services, and cable television. Mr. Nall was a Foreign Service officer for the U.S. Department of State from 1974-82 and served on assignments overseas and in Washington, D.C. University of Virginia, B.A. 1973; Catholic University of America, J.D. 1985; Georgetown University, L.L.M. 1987.

James Nimmo
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Mr. Nimmo is experienced in dealing with corporate and commercial transactions and the issues arising from the establishment, development, and transaction of domestic and international businesses both in the UK and elsewhere. General expertise includes the legal and contractual aspects of the acquisition, re-organization, financing, day-to-day operations and disposal of companies and businesses, whether public listed on the UK or other Stock Exchanges, privately held, or part of a larger group, including international or transnational organizations or ventures. For the last few years he has focused on the rapid world-wide expansion of the telecommunications industry and has been closely involved in sector re-structuring and network development projects in the Middle East, the Indian Sub-Continent, and Sub-Saharan Africa. He is a guest lecturer on the LL.M. course at Queen Mary and Westfield College, and a member of the International Bar Association's Communications law sub-committee. Mr. Nimmo

qualified as a UK solicitor in 1981. Peterhouse, Cambridge University, L.L.B. (Hons), 1978.

Bruce A. Olcott
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Mr. Olcott specializes in domestic and international satellite and telecommunications regulation, often representing clients in proceedings before the U.S. Federal Communications Commission. He also assists clients in developing and prosecuting innovative geosynchronous and non-geosynchronous satellite system applications before the FCC, ITU, and other governmental agencies. Mr. Olcott was a U.S. delegate to the ITU 1997 World Radiocommunication Conference in Geneva. San Jose State University, B.A. 1979; Columbia University, J.D. 1995.

Juan Picón
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A ten-year qualified mergers and acquisitions lawyer, Mr. Picón specializes in cross-border transactions and, in particular, the representation of multinational clients doing business in Spain. He has been involved in a number of important telecommunications projects, including the privatization of Spain's second network operator (on behalf of a bidding consortium), as well as the representation of national and international companies with respect to cable telecommunications matters. University of Comillas (ICADE), Madrid, 1987; Licence Special en Droit Communautaire (L.L.M., E.U.); Université Libre de Bruxelles, 1989.

Douglas L. Povich
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Mr. Povich advises clients with interests in wireless communications, telecommunications, transportation, and information services with respect to matters before the U.S. Federal Communications Commission, other U.S. regulatory agencies, and state public utilities commissions. He has participated in a range of regulatory and transactional matters on behalf of cellular, PCS, and other wireless communications service providers, competitive local exchange carriers, and domestic and international long-distance telephone carriers. Union College, B.A. 1982; Georgetown University, J.D. 1985.

Thomas J. Ramsey
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Prior to joining Squire Sanders, Mr. Ramsey served in various capacities with the U.S. State Department from 1975-88. His last assignment as Deputy U.S. Coordinator for International Communications and Information Policy carried the rank of Deputy Assistant Secretary of State. Today he represents U.S., European and Asian clients in international telecommunications matters around the world. He has provided counsel to investors in telecommunications transactions in Europe, Asia, Africa and North America. Miami University, B.A. 1967; The Ohio State University, J.D. 1972.

Thomas E. Skilton
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Mr. Skilton advises various sectors of the telecommunications industry on such matters as international licensing and competition issues, and has participated in proceedings before several U.S. agencies and courts. He has extensive experience with respect to Latin American telecommunications issues. He is experienced in antitrust law, and has represented companies in litigation and in proceedings before the U.S. Department of Justice and the FCC. Dartmouth College, B.A. 1989; University of Buenos Aires, 1989-90; Cornell Law School, J.D. 1993.

Petr Slach
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Mr. Slach advises both public and private sector clients in drafting and negotiating licenses for wireline and mobile telephony service providers. He has also played a key regulatory role in the privatization of SPT TELECOM, the national Czech telephone operator, and for the establishment of a GSM joint venture. He also assists clients in the negotiation of interconnection agreements. Prague School of Economics, M.S. 1987; Charles University, J.D.1993; Case Western Reserve University, L.L.M. 1994.

Cristiana Spontoni
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Ms. Spontoni advises a variety of international operators regarding telecommunications and broadcasting regulation, particularly with respect to EU and Italian law. She assists clients in their licensing applications and interconnection and access negotiations and agreements on a regular basis. Ms. Spontoni has also co-authored a regulatory Audit Report for the European Commission on the implementation of EU Telecommunications Directives in Italy. Prior to joining Squire Sanders, she spent two years with the European Commission and the Council of Ministers of the EU in Brussels, where she dealt with EU corporate law and international trade matters. Prior to that, she worked in the Italian Attorney General's Office, where she specialized in EU law with particular emphasis on telecommunications and broadcasting cases (such as the Omnitel case, which related to the award of the second mobile license in Italy). J.D. 1994 (*maxima cum laude*), University of Rome; 1995 LLM "European Studies" European College of Parma.

Robert E. Stup, Jr
Washington

Mr. Stup specializes in domestic and international telecommunications regulation. He has special expertise in the certification and regulation of competitive local exchange and interexchange common carriers and has represented numerous clients before the FCC and State public utility commissions. In addition, Mr. Stup has expertise in the regulation of international common carriers, wireless communications providers, earth station operators and equipment manufacturers. Certified Public Accountant, Maryland, 1986; University of Maryland, B.S. 1985; Cornell University, J.D. 1995.

Richard S. Surrey
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Mr. Surrey, who relocated to the London office from the Firm's Prague office in 1997, represented US WEST in its successful effort to obtain a GSM license in Poland. Whilst in Prague, he was the lead attorney for the Czech Ministry of Economy in the US\$1.45 billion privatization of SPT TELECOM, the Czech national telephone company. His international practice also includes a number of high technology joint ventures (especially those relating to airline computer reservation systems), cross-border leveraged-lease financings and international construction and development projects. He is currently involved in telecommunications privatizations and transactions in Central and Eastern Europe on behalf of private investors and national governments. Dartmouth College, B.A. 1972; Fletcher School of Law and Diplomacy (1972-1974); University of Miami, J.D. 1978.

Iván Szász
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Mr. Szász has a broad corporate and regulatory practice serving Hungarian and international clients in the telecommunications sector. Mr. Szász was recently the lead attorney in the successful acquisition by AirTouch of a DCS-1800 licence in Hungary. He is also a Professor of Law at the Budapest University of Economic Studies and at the Academy of Foreign Trade.

David Wack
Washington

Mr. Wack, who is fluent in Russian, advises clients on structuring, negotiating and documenting corporate finance, mergers and acquisitions, joint ventures and privatizations in the telecommunications sector in Russia and the other states of the former Soviet Union. Miami University, B.A. 1991; Leningrad State Pedagogical Institute, 1990; Georgetown University, J.D., 1994.

Carol M. Welu
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Ms Welu is resident in London, where she transferred after spending five years in Prague, and specializes in the corporate aspects of privatizations, mergers and acquisitions and joint ventures. Her experience includes drafting and negotiating the corporate documentation in connection with the acquisition by SPT TELECOM, the Czech telephone company, of the data network divisions of Eurotel and representation of several Fortune 100 companies in acquisitions and joint ventures in Central and Eastern Europe. University of Dayton, B.A. 1974; University of Miami, J.D. 1979.

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