

Overview

Access to fast, reliable and secure Internet and broadband connections is essential to modern life and business. Whether you provide or purchase Internet and broadband services or integrate them into other products, you want to maximize profitability by minimizing unnecessary compliance burdens, locally and globally.

That's where Dentons comes in. We partner with you to structure practical deals that you can implement with less risk of costly, distracting disputes or service failures.

We assemble integrated teams so you can leverage our in-depth knowledge of privacy and data security, intellectual property and online advertising/marketing. Working together, we find the right path through complex carrier and ISP regulations, including those involving universal/basic services, non-discrimination/net neutrality obligations and cooperation with local and national law enforcement authorities. By considering all the relevant angles we help you strike the right balance between business opportunity and risk. Put our experience to work:

- Securing authority to provide service
- Structuring service offerings
- Negotiating agreements to sell or purchase broadband or Internet services
- Negotiating peering/transiting agreements
- Obtaining access to public rights-of-way for deployment
- Resolving disputes with vendors and customers
- Meeting regulatory compliance and responding to enforcement actions
- Lobbying governmental and regulatory authorities
- Securing subsidies for service and devices in high cost or insular areas.

Use our bandwidth to broaden your own, with more solutions and less risk.

Representative Experience

- **Airtel Tanzania Ltd, MIC Tanzania Ltd. and Zanzibar Telecom:** Advising a consortium of East-African mobile operators on a major agreement with the Tanzanian government to build, operate and maintain joint fiber-optic backbone and metropolitan mobile broadband network, which is expected to give a huge boost to mobile communications in Tanzania.
- **Danish Polish Telecommunication Group I/S (DPTG):** Representing as co-counsel in proceedings for recognition and enforcement of a foreign arbitral award in Poland. DPTG reached a settlement with TPSA and received payment of €550 million to end 10 years of arbitration. The dispute arose in 2001 with respect to a contract concluded in 1991 by TPSA's legal predecessor, the then state-owned enterprise Poczta Polska Telegraf i Telefon, with DPTG (currently 75 percent owned by GN Nord and 25 percent by TDC), over the interpretation of a contract for the sale and installation by DPTG of a fiber-optic system known as North-South Link (NSL). In a

contract the parties agreed on the basis for sharing the revenues generated by the NSL between 1994 and 2009. However, in 2001 DPTG initiated an UNCITRAL arbitration proceeding against TPSA in a dispute over the determination of traffic volumes carried, claiming that it had not received the 14.8 percent of net revenues to which it was entitled.

- **Confidential Clients:** Providing local and long distance carriers, Internet service providers, fixed and mobile wireless carriers, satellite operators, VoIP providers, and other telecommunications industry stakeholders with specialized telecommunications regulatory advice on the rules and regulations of the Canadian Radio-television and Telecommunications Commission (CRTC) and Industry Canada.
- **Nistica:** Advising this supplier of optical networking solutions, on its acquisition by Fujikura, a Tokyo, Japan based global supplier of optical fibers and fiber-optic components.
- **Major multinational online music service provider:** Advising on the copyright clearances required to launch in Canada. Our assistance helped lay the groundwork for the continued worldwide expansion of this popular, cutting-edge music service.