

# Telecom: Transactions

## Overview

Carlton Fields represents telecommunications companies in complex corporate finance transactions (both equity and debt); corporate acquisitions and divestitures; complex joint venture arrangements (including those related to asset sharing and network build-out); and contract matters, including those related to intellectual property licensing and outsourcing.

Our knowledge of consolidation's impact on the cable industry and wireless market is firsthand — we acted as counsel in the transaction that created T-Mobile in the United States. In addition, we have represented telecommunications clients in billions of dollars' worth of corporate transactions, real estate purchase, sale, and leasing.

## Financing

We structure sophisticated public and private equity and debt financing transactions involving private equity funds, commercial banks, and investment banks.

### Representative Matters

- Represented a mobile network operator in private equity financing by large private equity groups.
- Represented wireless telecommunications company in \$200 million acquisition financing.
- Represented a mobile network operator in \$300 million syndicated credit facility.

## Mergers and Acquisitions

### Representative Matters

- Negotiated \$7.2 billion merger of a mobile network operator and a wireless PCS with a foreign telecommunications company to form a holding company.

- Negotiated acquisition by a cable company of multiple cable service providers across the county.

## Intellectual Property

We draft and negotiate technology and content licensing agreements, customer, reseller, VAR and OEM agreements, outsourcing and manufacturing agreements, technology transfer agreements, development and distribution agreements, source code escrow agreements, evaluation and beta test agreements, maintenance and support agreements, and equipment leases.

## Real Estate and Transmission Sites

Our telecommunications industry experience includes real estate purchase and sale, as well as leasing, transactions, such as those regarding the acquisition and disposition of network transmission facilities, retail locations, office space, and customer care centers. We have extensive experience addressing the unique issues telecommunications carriers face in connection with the location of cellular transmission sites and rights-of-way use. As telecommunications technologies evolve, so do our clients' needs for space. We help them negotiate changes to leases, acquiring new property, and disposing of obsolete facilities and locations.

### **Representative Matters**

- Represented a mobile network operator in sale/leaseback transactions involving telecommunications towers and other assets.

## Insights

01.17.2020

The Latest "Hipster Antitrust" Battleground – Vertical Merger Enforcement

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## Our Team

## Key Contacts



Stacey K. Sutton

SHAREHOLDER

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## Related Practices

- Antitrust and Trade Regulation
- Appellate & Trial Support
- Business Transactions
- Cybersecurity and Privacy
- Government Law & Consulting
- Intellectual Property
- Labor & Employment

- Litigation and Trials
- Tax
- Telecommunications
- Telecom: Litigation and Arbitration
- Telephone Consumer Protection Act
- White Collar Crime & Government Investigations
- Real Estate
- Class Actions

## Related Industries

- Telecommunications
- Real Estate
- Securities & Investment Companies