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NIKOLINAKOS - LARDAS & PARTNERS

LAW FIRM

Telecommunications, Media & Technology (TMT) Practice



Ranked #1
in Greece

for 6th
consecutive year

The
**LEGAL
500**
E M E A

TOP TIER

2017



LEADING FIRM

The
**LEGAL
500**
E M E A

LEADING INDIVIDUAL

2017



LEADING INDIVIDUAL

ABSOLUTE SPECIALIZATION

STRATEGIC APPROACH - POWERFUL LITIGATION

**The leading experts in telecommunications, technology,
digital business, data privacy & cyber security**

Our TMT Practice has in-depth, genuine and proven expertise and experience in the telecommunications, media and technology sectors and has gained a reputation for vigorous representation of clients before courts and regulatory authorities.

With **'unique expertise'**, Nikolinakos - Lardas & Partners is **'at the forefront of the telecommunications and technology sectors'**, **'combines tremendous legal expertise with thoughtful business advice'**, and has **'specialist regulatory and competition law experience'**.

Legal500, EMEA

"Prominent TMT practice with regulatory expertise in the telecoms and IT sectors".

Chambers & Partners, Europe

"Top regulatory/competition team in the TMT sector in Greece".

Chambers & Partners, Europe

"The Firm's TMT expertise ranks it not only among the top in Greece, but also at an EU level".

Legal500, EMEA



OUR LAWYERS

Unusually amongst other Greek legal practices, our lawyers have **substantial in-house industry experience**, giving us significant insight into how our clients can best meet their strategic goals. In addition, our **senior lawyers have filled senior positions in government and regulatory agencies** – better understanding the approach and priorities of regulatory officials and policymakers, and enhancing accordingly the services we offer.

Our lawyers are highly recommended as **leading experts** by prestigious international legal directories. Indicatively:

"**Dina Kouvelou** has **outstanding expert knowledge** and **practical experience**". [Legal500, 2017]

"**Nikos Nikolinakos** is a **standout figure** in the field of telecoms and technology law". [Legal500, 2017]

"Of counsel **Alexis Spyropoulos** is **strong on data privacy and cybersecurity**". [Legal500, 2017]

"**Nikos Nikolinakos** is recognised by market sources for his **long-standing presence** in the industry". [Chambers & Partners, 2017]

"**Dina Kouvelou** has a reputation for being **extremely business-oriented, proactive and an effective strategist**. The clients value her experience of the regulatory aspects of TMT law". [Chambers & Partners, 2016]

"**Nikos Nikolinakos** has **profound expert knowledge**". [Legal500, 2016]

"**Nikos Nikolinakos** is a **notable regulatory expert**, respected by clients for his steely determination". [Chambers & Partners, 2015]

"**Dina Kouvelou** is 'very professional, **business-oriented**' [Legal500, 2015] and has '**perfect knowledge** of the legal and market issues'. [Legal500, 2014]

"**Nikos Nikolinakos** is '**immensely experienced**', and undoubtedly one of the **top regulatory/competition lawyers** in the TMT sector in Greece". [Legal 500, 2013]

"**Dina Kouvelou** is '**a true TMT expert**' who 'delivers the highest level of service', and is praised for her 'accuracy and clever tactics'. [Legal500, 2013]

"**Dr. Nikos Nikolinakos** is a **first-class regulatory counsel**, a **prominent figure** and a leader in the electronic communications sector". [Chambers & Partners, 2012]

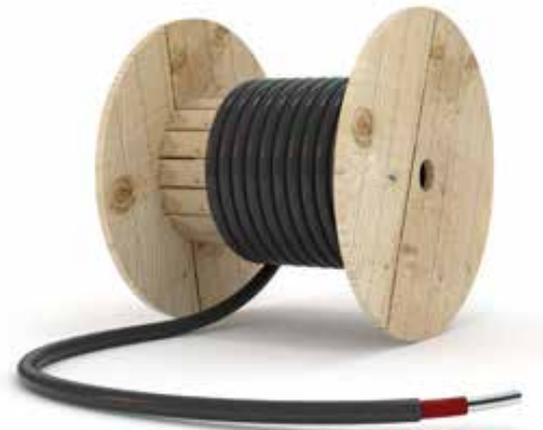
"**Vastly experienced** and **superb advocate Nikos Nikolinakos** is recommended". [Legal 500, 2011]



OUR **CLIENTS**

Our expertise extends across all networks and platforms - fixed, mobile, other wireless applications and the internet. We advise, amongst others:

- National Regulatory Authorities, Governments and academic institutions;
- Telecoms operators, internet service and content providers;
- Equipment manufacturers and suppliers;
- Clients from the "transaction processing" sector, such as: financial institutions; card providers; data aggregators; data processors; device manufacturers; E-payment providers;
- High-tech companies, software and system developers;
- Broadcasters and digital media companies in the film, radio, TV, music and computer games industries;
- A diverse group of clients, who use IT systems/platforms such as: retailers, consumer goods companies, health care providers, medical device companies, financial services companies, insurance providers, electronic publishers;
- Satellite and earth station operators;
- Advertising and marketing services providers and agencies.



EXPERIENCE & EXPERTISE

Our Telecommunications, Media & Technology (TMT) Practice is built upon a strong regulatory/competition, intellectual property, transactional and dispute resolution foundation, enhanced by a deep knowledge of the electronic communications and IT sectors.

We have gained a strong reputation for providing expert advice (and litigating) on a range of issues relating to:

- **Electronic Communications Regulation**
 - **Access/Interconnection & Broadband**
 - **Regulated Access to Next Generation Access Networks**
 - **MVNOs**
 - **Licensing /Authorization**
 - **Radio Frequencies (spectrum) Regulation**
 - **Universal Service Provision**

 - **Data Protection, Privacy & Cybersecurity**
 - **E- Business / Digital Business**
 - **Electronic Commerce and e-banking**
 - **Domain names**
 - **Cloud based processing services**
 - **Big Data**

 - **Broadcasting**
 - **Mobile / Digital Media**
 - **New Media & on-line content regulation**
 - **Mobile TV, IPTV and content services**
- **Software**
 - **Technology Contracts & Outsourcing**
 - **Systems Development & Integration**

 - **On-line gaming & betting**
 - **Interactive Entertainment / Computer Gaming**
 - **Advertising & Marketing**



ELECTRONIC COMMUNICATIONS – STRATEGIC COUNSELING & AGENCY LITIGATION

Our senior lawyers have substantial **in-house industry experience** and have filled **senior positions** in **government** and **regulatory** telecommunications **agencies**.

Furthermore, we have an exceptional capacity to represent clients before Regulatory Commissions and in administrative courts.

In particular, our lawyers' telecoms regulatory experience includes:

- Handling a large number of formal proceedings before the National Telecommunications Commission of Greece (EETT) (such as prosecution/defense in complaints and dispute resolution hearings).
- Representing clients before the National Telecommunications Regulatory Authority (EETT) and other competent authorities such as the Hellenic Authority for Communication Security and Privacy (ADAE), the Hellenic Data Protection Authority (HDPA), Ministries etc on all regulatory, policy and competition law issues.
- Handling judicial disputes before administrative courts (e.g. appeals against decisions of the National Telecommunications Regulatory Authority or Ministries).
- Drafting responses to E.E.T.T. and EU/BEREC Consultations on strategic regulatory issues and coordinating our clients' internal process for aggregation of input on consultations from all departments involved.
- Handling contracts and relations with national & international fixed & mobile operators.
- Leading our clients' interdepartmental working groups that cover all strategic, regulatory and commercial aspects of relations with the incumbent and other Mobile & Fixed Operators.
- Handling consumer protection issues; drafting of compliance procedures and management of written customer complaints and judicial disputes with customers.



MEDIA & ENTERTAINMENT

Our Media & Entertainment team enjoys an excellent reputation and position in both the traditional media and publishing sectors and those areas emerging out of converging technologies, such as new media, IPTV, computer games, online and mobile content services.

Areas of Particular Focus:

Digital Media – Assistance to market players (including rights holders, infrastructure/digital carriage providers, aggregators, mobile network operators and ISPs) on the full range of technology transactions. Also, advising on negotiations with mobile application distributors concerning the distribution of apps and content.

Advertising & Marketing – Advising on: advertising agreements; collecting and using customers' data; sales promotions, including price claims and prize competitions; product labelling and packaging requirements; unsolicited direct marketing; consumer protection laws; product safety claims and warranties; trademark infringement; unfair competition law issues. Our team also acts for clients in complaints to the relevant Advertising Authorities in relation to competitors' advertising as well as defending clients against such complaints.

Social Media – We work with the creators and developers of social networks, and those who use them for marketing, brand development and communications. Our expertise includes privacy and data security, advertising agreements, defamation, consumer protection, intellectual property and media regulation.



E-BUSINESS & “TRANSACTION PROCESSING INDUSTRY”

We have gained in depth expertise and experience in the e-business & the so-called “transaction processing” industry.

e-business / mobile payments / data security

Our clients are all those who are active in the electronic commerce sector and/or perform on-line advertising campaigns. Our legal advice covers, amongst others, transactional work, **IP law**, consumer protection issues related to the particularities of **on-line business/campaigns** and issues of **privacy and data security** related to e-business.

We advise our clients in relation to new services that involve increased use of personal data and analysis of **“Big Data”**. Furthermore, we advise on processing contracts, security issues and other related **cloud compliance** challenges.

We act for a variety of financial institutions, mobile network operators, online and high street retailers and service providers, advising on **m-payments, e-money issuer, and mobile ticketing** projects and procedures. We also advise on **IP rights** and on contractual/liability issues arising in connection with **e-banking** and commerce.

We conduct **data security audits** on behalf of our clients, assessing their existing data security practices and **refining their information security policies and incident response plans**.



TECHNOLOGY PROCUREMENT & IT TRANSACTIONS- TECHNOLOGY CONTRACTS - OUTSOURCING

Many companies procure IT hardware or services or outsource IT functions. We advise on negotiation as well as development of systems, hardware and software procurement, integration and maintenance agreements.

We advise on the outsourcing of information technology and other related services including business processes.

We have significant experience in structuring, drafting and negotiating transactions that include: Intellectual Property development and licensing agreements; supply, distribution and reseller agreements; strategic collaborations and corporate partnerships; joint ventures; research and development agreements; manufacturing agreements; marketing and promotion agreements; outsourcing and services agreements; advertising, marketing and co-branding agreements.

We also offer legal support on the following:

- Preparation of tenders and handling of appeals procedures related to tenders as well as appeals against administrative decisions.
- Review of existing or potential agreements in terms of compliance with competition law.



RECENT DISTINCTIONS **AWARD WINNING**

Client satisfaction is the real measure of success for the work we do. But we also value the external recognition gained through the awards we have won

Nikolinakos - Lardas & Partners LLP is highly recommended by international legal directories, such as Chambers & Partners and Legal500, as a leading law firm in the Telecommunications, Media, Technology (TMT) sectors.



"This **TMT team** is **extremely effective, detail-oriented** and provides **excellent strategic advice**". Legal500, 2017

With '**unique expertise**', Nikolinakos - Lardas & Partners is '**at the forefront of the telecommunications and technology sectors**', 'combines **tremendous legal expertise** with **thoughtful business advice**', and has 'specialist regulatory and competition law experience'.
Legal500, 2016

"Experienced in **representing both domestic and international clients** before courts and regulatory authorities"
Chambers & Partners, 2014

"Their TMT team has **deep and extensive knowledge**"
Chambers & Partners, 2014

"**This firm continues to impress with its regulatory and competition expertise**"
Chambers & Partners, 2013

"**Deep knowledge, vast experience** and a **proven specialization** in this field. "
Chambers & Partners, 2012

"**Superb reputation for TMT matters.** "
Legal500, 2012

"**A leader in the electronic communications sector**"
Chambers & Partners, 2012

"The team is known as a **key player** in the **telecoms** and **IT markets**".
Chambers & Partners, 2016

"**Prominent TMT practice** with regulatory expertise in the telecoms and IT sectors",
Chambers & Partners, 2015

Nikolinakos - Lardas & Partners' '**level of service** is generally **very high**' and '**industry knowledge** is **deep**', particularly for regulatory or disputes advice.
Legal500, 2015

"Nikolinakos - Lardas & Partners is particularly recommended for its **high-quality advice in telecoms regulatory and competition law**"
Legal500, 2014

"Nikolinakos - Lardas LLP has earned an '**outstanding**' **reputation**, particularly within heavily regulated sectors such as TMT"
Legal500, 2013

"**The Firm's TMT expertise ranks it not only among the top in Greece, but also at an EU level.**"
Legal500, 2013

"**Top regulatory/competition team** in the TMT sector in Greece"
Chambers & Partners, 2012



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