

# NIKOLINAKOS & PARTNERS

L A W F I R M

## Telecommunications, Media, Technology (TMT) & Digital Business Practice



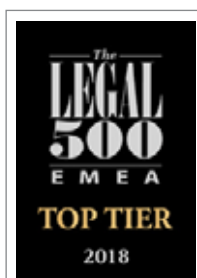
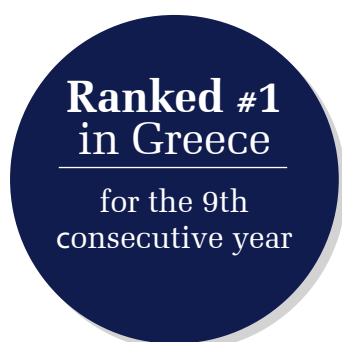
### ABSOLUTE SPECIALIZATION

**Ranked #1 in Greece for the 9th consecutive year**

in

Telecoms, Media, Technology (TMT) & Digital Business  
Data Protection & Cybersecurity

Agency Litigation - Competition Law - Intellectual Property



# ABSOLUTE SPECIALIZATION

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## STRATEGIC APPROACH - POWERFUL LITIGATION

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

“Nikolinakos & Partners Law Firm is **at the forefront of the telecoms, data protection and technology sectors**”.

Legal500, EMEA, 2020

“Nikolinakos & Partners LLP is considered to be **'the number one team in telecoms and technology law'**, with a **'top-notch practice for data privacy and cybersecurity matters'**”.

Legal500, EMEA, 2019

“**Prominent practice with deep knowledge on data protection matters**”.

Legal500, EMEA, 2018

“The team is known as **a key player in the telecoms and IT markets**”.

Chambers & Partners, Europe, 2016

“... particularly recommended for its **high-quality advice in telecoms regulatory and competition law**”.

Legal500, EMEA, 2014

“**Top regulatory/competition team in the TMT sector in Greece**”.

Chambers & Partners, Europe, 2012

“The team is known as a **key player in the telecoms market**, frequently acting on litigation as well as **regulatory and competition proceedings ... considerable expertise in GDPR compliance matters**”.

Chambers & Partners, 2020

“This **TMT practice is formidable, extremely effective, detail-oriented and provides excellent strategic advice**”.

Chambers & Partners, Europe, 2019

“This **TMT Practice** combines **tremendous legal expertise with thoughtful business advice**”.

Legal500, EMEA, 2017

“**Prominent TMT practice with regulatory expertise in the telecoms and IT sectors**”.

Chambers & Partners, Europe, 2015

“The Firm’s **TMT expertise ranks it not only among the top in Greece, but also at an EU level**”.

Legal500, Europe, 2013

“**Superb reputation for TMT matters**”.

Legal500, EMEA, 2012

## OUR LAWYERS

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Unusually amongst other Greek legal practices, our TMT 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 TMT lawyers have filled senior positions in government and sector-specific regulatory Agencies** – better understanding the approach and priorities of regulatory officials and policymakers, thus enhancing accordingly the services we offer.

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

**“Nikos Nikolinakos is a top regulatory legal counsel in the TMT sector in Greece.”**

Legal500, EMEA, 2020

**“Dina Kouvelou is a top technology, telecoms and antitrust counsel.”**

Legal500, EMEA, 2020

**“The TMT partners at Nikolinakos & Partners Law Firm are hands-on and deliver personalised, tailor-made and to-the-point advice.”**

Chambers & Partners, 2019

**“The exceptional and solution-oriented Dina Kouvelou is an excellent strategist and an impressive agency litigator, with vast experience in both competition law and TMT”.**

Legal500, EMEA, 2019

**“Nikos Nikolinakos is outstanding and particularly effective in complex regulatory issues. He has an impressive amount of experience, is forward-thinking and tactically astute. He is knowledgeable in a range of IT, telecoms and data protection topics”.**

Chambers & Partners, 2019

**“Nikos Nikolinakos is a standout figure in the field of technology law”.**

Legal500, EMEA, 2018

**“Nikos Nikolinakos is recognised for his expertise assisting telecoms companies with a range of regulatory and competition mandates”.**

Chambers & Partners, 2020

**“Dina Kouvelou assists technology and IT companies with data protection issues. She has deep knowledge in regulatory matters, ...”she makes recommendations based on practical solutions”.**

Chambers & Partners, 2020

**“Dina Kouvelou has a particular focus on regulatory mandates, including contentious proceedings. She is an efficient negotiator and business-minded lawyer who offers in-depth expertise, accuracy and clever strategies”.**

Chambers & Partners, 2019

**“Nikos Nikolinakos is very experienced, knowledgeable, and provides a first-class service”.**

Legal500, EMEA, 2019

**“Alexis Spyropoulos is strong on data privacy and cybersecurity”.**

Legal500, EMEA, 2017

# OUR LAWYERS

"**Nikos Nikolinakos** is recognised by market sources for his **long-standing presence in the industry**".

Chambers & Partners, 2017

"**Nikos Nikolinakos** has been described by market commentators as **an impressive counsel who has a business understanding that goes beyond legal matters**".

Chambers & Partners, 2016

"**Dina Kouvelou** is **very professional and business-oriented**".

Legal500, 2015

"**Dina Kouvelou** is 'an **outstanding TMT counsel**' who 'provides a **hard-to-find combination of technical and practical legal advice**'".

Legal500, 2014

"**Nikos Nikolinakos** is **immensely experienced**, and undoubtedly **one of the top regulatory and competition lawyers in the TMT sector in Greece**".

Legal 500, 2013

"**Dr. Nikos Nikolinakos** is a **first-class regulatory counsel, a prominent figure** and a **leader in the electronic communications sector**".

Chambers & Partners, 2012

"**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** has **perfect knowledge of the legal TMT and market issues**".

Legal500, 2014

"The '**efficient, reliable**' **Dina Kouvelou** '**consistently delivers a high-calibre service**'.

Legal500, 2014

"**Nikos Nikolinakos** is a **formidable regulatory lawyer**. He **inspires confidence** and is an **excellent choice for any serious dispute**".

Chambers & Partners, Europe, 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

"**Vastly experienced and superb advocate Nikos Nikolinakos** is recommended".

Legal 500, 2011

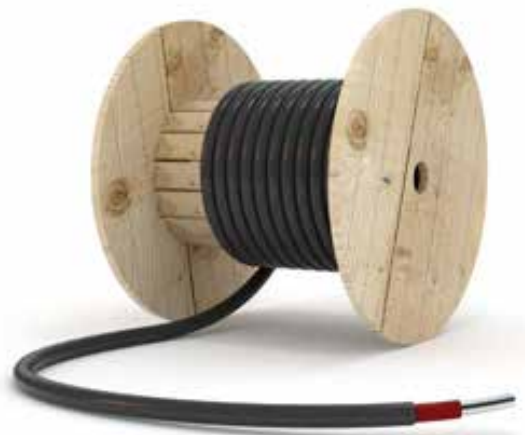


## OUR CLIENTS

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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 (fixed & mobile), internet service and content providers;
- International social media & global marketing and interaction platforms;
- 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, IT hardware vendors;
- Corporate clients executing IT contracts (e.g. outsourcing, procurement, use of cloud services);
- 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;
- Data Centers;
- E-commerce providers;
- Advertising and marketing services providers and agencies;
- Automotive industry (automotive connectivity issues – regulatory, IP, consumer protection etc.)



# EXPERIENCE & EXPERTISE

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Our Telecommunications, Media, Technology (TMT) & Digital Business Practice is built upon a strong regulatory/competition, intellectual property, transactional and dispute resolution foundation.

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

- Data Protection, Privacy & Cybersecurity
- Emerging Digital Technologies, such as Artificial Intelligence (AI), robotics, and Internet of Things (IoT) / M2M (machine to machine), e.g. smart home, smart city services/hardware
- Digital Platforms / Digital Business
- Big Data & Cloud based processing services
- Electronic Commerce (retail, ticketing, services)
- Electronic Financial Services (e-banking, e-wallets etc.) – Review of designed new services, contractual & liability issues
- Digital Media / New Media
- E-marketing
- Automotive connectivity issues (regulatory, IP, consumer protection etc.)

- On-line gaming & betting
- Interactive Entertainment
- Computer Gaming

- Electronic Communications Regulation
- Access/Interconnection & Broadband
- Regulated Access to Next Generation Access Networks
- MVNOs
- Licensing /Authorization
- Network Sharing agreements/projects
- Spectrum auctions, spectrum sharing /trading
- Radio Frequencies (spectrum) Regulation
- Infrastructure projects (including network roll-out)
- Universal Service Provision

- Broadcasting
- Mobile / Digital Media
- Advertising & Marketing
- Social Media & on-line content regulation
- Mobile TV, IPTV and content services

- Software
- Technology Contracts & IT Outsourcing agreements
- Technology procurement projects
- Systems Development & Integration

# ELECTRONIC COMMUNICATIONS – STRATEGIC COUNSELING & AGENCY LITIGATION

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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.





# DIGITAL MEDIA & ENTERTAINMENT

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We enjoy 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, social 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. Amongst our clients are some of the largest international social media & global marketing and interaction platforms.





# E-BUSINESS & “TRANSACTION PROCESSING INDUSTRY”

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

## **digital platforms / 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”**. We also support them on issues such as **internet of things/M2M (machine to machine), e.g. smart home, smart city services/hardware**. 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 support our clients in relation to **Electronic Financial Services (e.g. e-banking, e-wallets etc.)**. We also advise on **regulatory, IP and on contractual/liability issues** arising in connection with **e-banking** and **e-commerce (retail, ticketing, services)**. Furthermore, we advise on **automotive connectivity issues (regulatory, IP, consumer protection etc.)**

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** (for further information, please **check our Data Protection & Cybersecurity Practice Brochure**).



# TECHNOLOGY PROCUREMENT & IT TRANSACTIONS- TECHNOLOGY CONTRACTS - OUTSOURCING

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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 & Partners Law Firm is **at the forefront of the telecoms, data protection and technology sectors**”.

Legal500, EMEA, 2020

“Nikolinakos & Partners Law Firm offers an **impressive combination of telecoms regulatory and data protection / cybersecurity expertise**”.

Legal500, EMEA, 2020

“Nikolinakos & Partners LLP is considered to be **'the number one team in telecoms and technology law'**, with a **'top-notch practice for data privacy and cybersecurity matters'**”.

Legal500, EMEA, 2019

“This **TMT practice** is **“highly recommended for its deep specialisation, expert knowledge and practical experience”**”.

Chambers & Partners, Europe, 2019

“This **TMT practice** is **formidable, extremely effective, detail-oriented and provides excellent strategic advice.**”

Chambers & Partners, Europe, 2019

With **'unique expertise'**, Nikolinakos & Partners is **'at the forefront of the telecommunications and technology sectors.**”

Legal500, EMEA, 2018

“This **TMT Practice** combines **tremendous legal expertise** with **thoughtful business advice**”.

Legal500, EMEA, 2017

“Nikolinakos & Partners' TMT practice has **specialist regulatory and competition law experience**”.

Legal500, EMEA, 2017

“The team is known as a **key player in the telecoms market**, frequently acting on litigation as well as **regulatory and competition proceedings ... considerable expertise in GDPR compliance matters**”.

Chambers & Partners, 2020

“The practice **excels** on the dispute resolution, **GDPR**, licensing and **data protection** fronts”.

Legal500, EMEA, 2020

“Lawyers at Nikolinakos & Partners Law Firm are hailed as **leaders in regulatory litigation and are also strongly recommended for TMT, antitrust and data protection disputes**”.

Legal500, EMEA, 2020

“Known as a **key player in the telecoms market**. particularly for **handling a large number of formal proceedings before the Hellenic Telecommunications & Post Commission**. Also **well known to handle GDPR compliance matters**, as well as **digital media and e-commerce issues**”.

Chambers & Partners, Europe, 2019

“Nikolinakos & Partners LLP has an **impressive dispute resolution team** with deep understanding of the local and international markets that is **extremely experienced before the regulatory authorities and administrative courts**”.

Legal500, EMEA, 2019

“**Prominent practice** with **deep knowledge on data protection matters**”.

Legal500, EMEA, 2018

"Nikolinakos & Partners LLP is recommended for **TMT regulatory and data protection litigation and advice**".

Legal500, EMEA, 2017

"The team is known as **a key player in the telecoms and IT markets**".

Chambers & Partners, Europe, 2016

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

Chambers & Partners, Europe, 2015

"Experienced in representing both **domestic and international clients** before **courts and regulatory authorities**".

Chambers & Partners, Europe, 2014

"Their **TMT team** "has **deep and extensive knowledge**".

Chambers & Partners, Europe, 2014

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

Legal500, Europe, 2013

"**Superb reputation for TMT matters**".

Legal500, EMEA, 2012

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

Chambers & Partners, Europe, 2012

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

Legal500, EMEA, 2017

"**Strong on data privacy and cybersecurity**".

Legal500, EMEA, 2017

"**Well known for advising on data protection, privacy and IT security**".

Chambers & Partners, 2016

"Nikolinakos & Partners Law Firm provides **guidance on complex matters in an efficient and convincing manner. Its quality and client service are exceptional**".

Chambers & Partners, Europe, 2016

"Nikolinakos & Partners' '**level of service is very high**' and '**industry knowledge is deep**', particularly for **regulatory or disputes advice**".

Legal500, EMEA, 2015

"... particularly recommended for its **high-quality advice in telecoms regulatory and competition law**".

Legal500, EMEA, 2014

"Nikolinakos & Partners LLP has earned an '**outstanding**' reputation, particularly within **heavily regulated sectors** such as **TMT**".

Legal500, Europe, 2013

"**The firm continues to impress with its regulatory and competition expertise**".

Chambers & Partners, Europe, 2013

"**A leader in the electronic communications sector**".

Chambers & Partners, Europe, 2012

# contacts

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## **Nikolinakos & Partners LLP**

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