

OUR TELECOMS EXPERIENCE

Details of our capabilities
and experience



WHY CHOOSE ADDLESHAW GODDARD?



AT AG, WE UNDERSTAND THE IMPORTANCE OF FIXED COMMUNICATIONS TECHNOLOGIES AND ALSO THAT A MULTI MODAL APPROACH IS CRITICAL TO YOUR BUSINESS - WE WORK IN EXACTLY THE SAME WAY. WE FLEX OUR EXPERTISE IN TELECOMS, TRANSPORT AND DIGITAL TECHNOLOGIES TO SUPPORT BOTH EXPANSION ACROSS EXISTING CONNECTIVE TECHNOLOGIES AND GROWTH IN EMERGING AREAS, FROM SMART METERING AND NETWORKS TO COMMUNICATIONS NETWORKS FOR DRONES, AUTONOMOUS AND ELECTRIC VEHICLES, 5G ROLLOUT AND IN TELECOMS, TRANSPORT AND DIGITAL TECHNOLOGIES AND RAIL DIGITAL SIGNALLING AND COMMUNICATIONS.

Our experience in these regulated environments means we understand the framework in which your business is operating and can help you innovate within those parameters. If you'd like to discuss your needs going forwards and how we might assist, or would like a conversation around any of the sectors covered above more generally, then please do not hesitate to get in touch with one of our contacts.

We can advise on a wide range of telecoms and connectivity issues including:

- Smart metering and networks
- Intelligent Transport Systems (communications technology and connectivity in transport)
- Mobile and smart payments
- Infrastructure including 5G broadband roll out
- Data centres
- Satellites and mobile connectivity
- Sector specific regulation in telecoms and other connected sectors

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INFRASTRUCTURE



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COMPETITION



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REAL ESTATE



CORPORATE



INFRASTRUCTURE

BT

BT in relation to their rooftops and hightowers mobile network portfolios including the Master Services Agreement transfer of 220 hightowers sites to Cellnex, along with marketing and licensing rights.

KCOM

KCOM on the £90m sale of its dark fibre network to CityFibre. This deal included a network access agreement under which KCOM was able to continue to access the network. Hailed in the media as 'the most significant event to take place in the UK's digital infrastructure market in a decade'.

WIRELESS INFRASTRUCTURE GROUP

WIG in relation to advice on the Communications Code and the acquisition and retention of Code agreements and leases on their entire UK property portfolio.



LINCOLNSHIRE CONSORTIUM

The Lincolnshire consortium of North Lincolnshire Council, North East Lincolnshire Council and Hull City Council on their Superfast Broadband projects with ERDF and matched funding.

KCOM

KCOM on the procurement of a full system upgrade and its in depth negotiations with IBM as preferred supplier.

FTSE 100 FMCG MANUFACTURER

A FTSE 100 FMCG Manufacturer (confidential) on global IT infrastructure provision, including data centre, LAN and WAN commissioning.

CASE STUDY

LOCAL AUTHORITY CONSORTIA: SUPERFAST BROADBAND

THE TRANSACTION

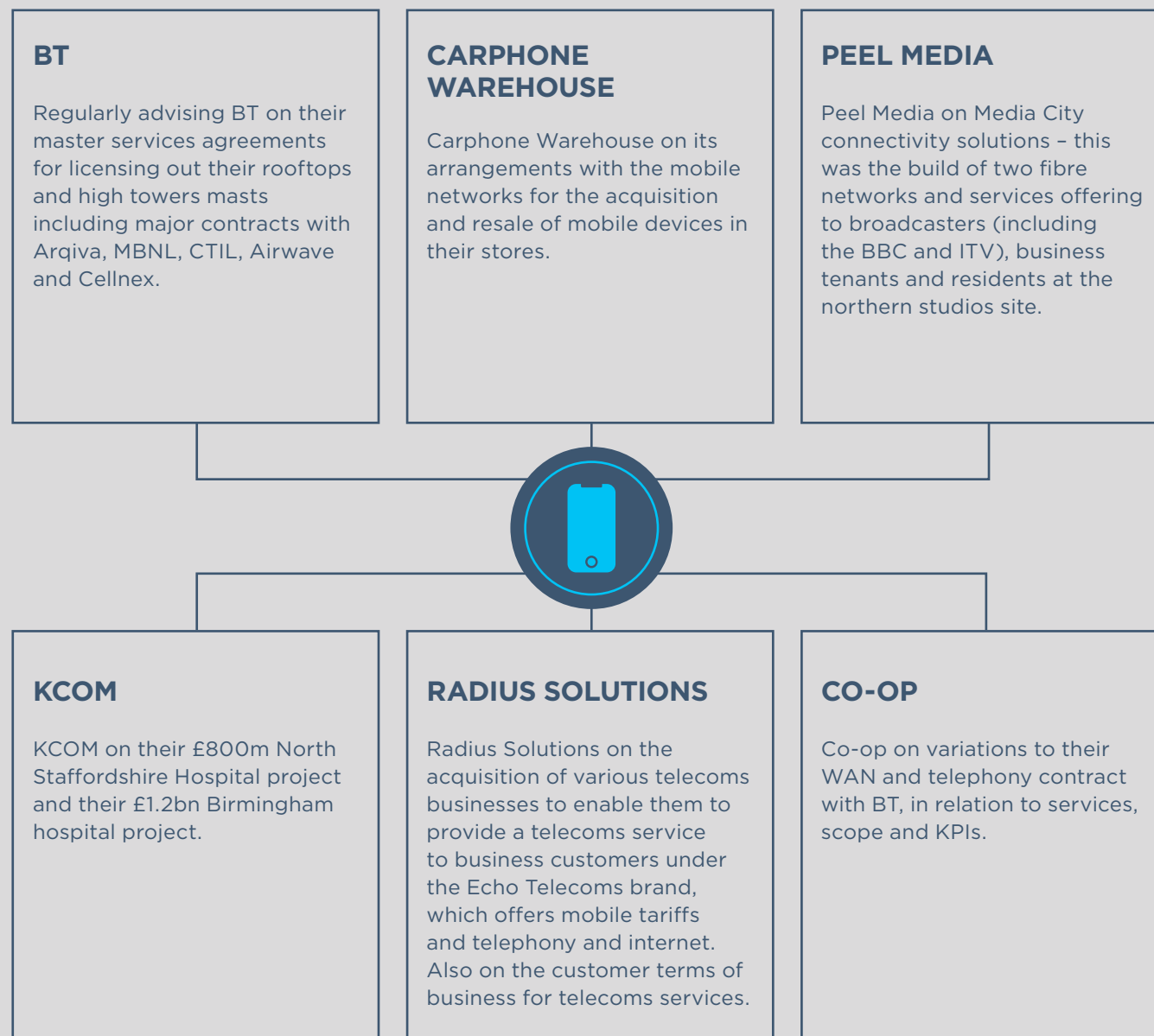
We supported various consortia of local authorities in their procurement of superfast broadband under the 2012 and 2016 state aid schemes. Members of our team have also advised in the procurement of the Scottish Government's £500 million R100 programme, 5G testbed projects and mobile infill infrastructure.

THE ROLE OF AG

Each project involves supporting the public sector to procure infrastructure in a manner which is compliant with state aid and procurement law, whilst delivering a value for money outcome. We have advised extensively on the requirements of the 2016 State Aid Decision and the negotiation of terms and conditions based on the BDUK standard agreement which comply with that scheme.



TELECOMS SERVICE CONTRACTS



CASE STUDY

PZ CUSSONS PLC

THE TRANSACTION

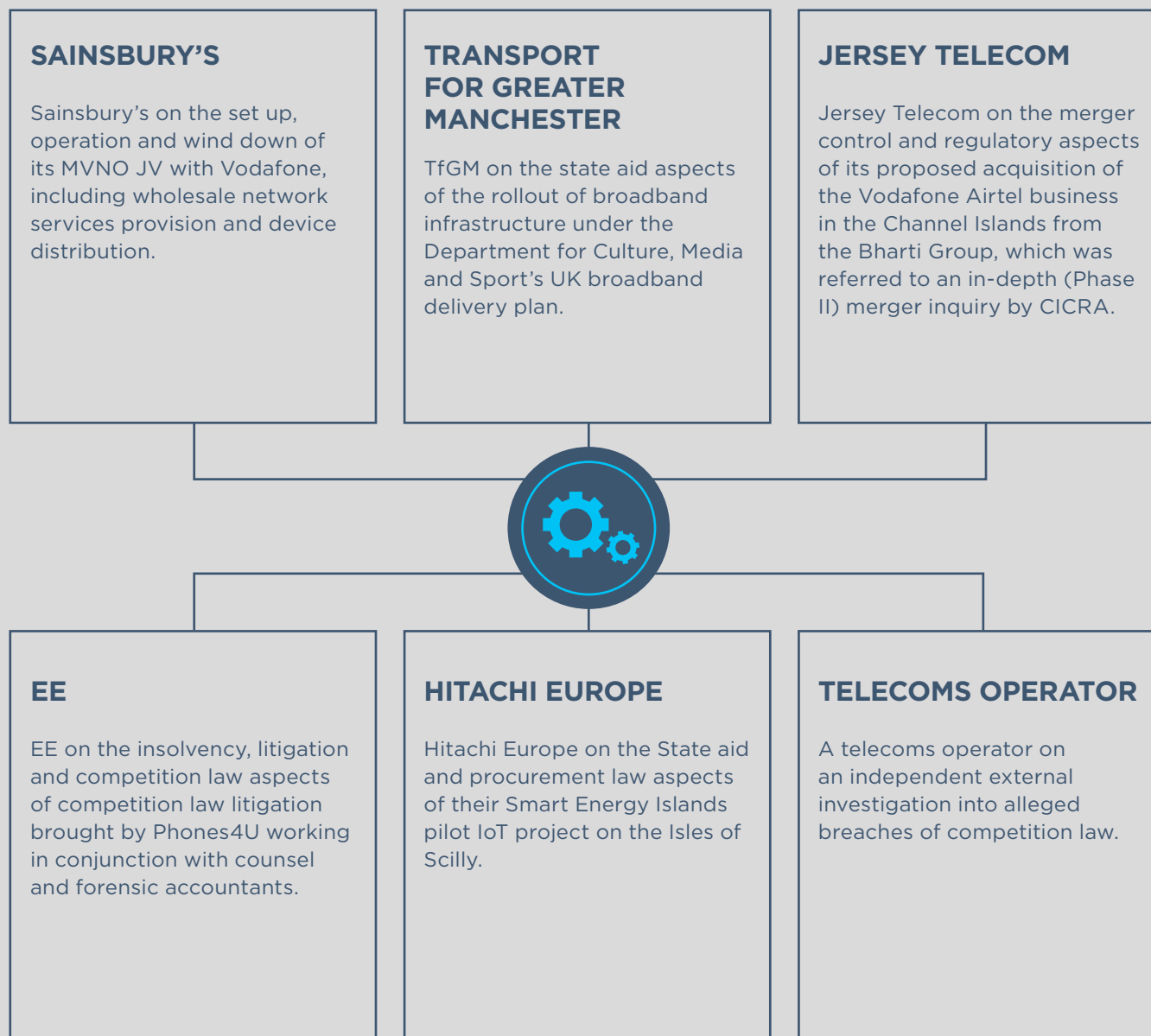
Advising PZ Cussons plc on global network services procurement following a full competitive tender. This covered access to all its sites across Asia, Africa Europe and the Middle East and required different solutions in different geographies.

THE ROLE OF AG

We advised on term sheet negotiations with two suppliers and the drafting and negotiation of the agreements with the preferred supplier. We advised on the services elements of the documents, ensuring that the KPIs attached to the services appropriately incentivised the service provider and provided the parties with certainty regarding the service standards expected.



COMPETITION



CASE STUDY

KCOM

THE TRANSACTION

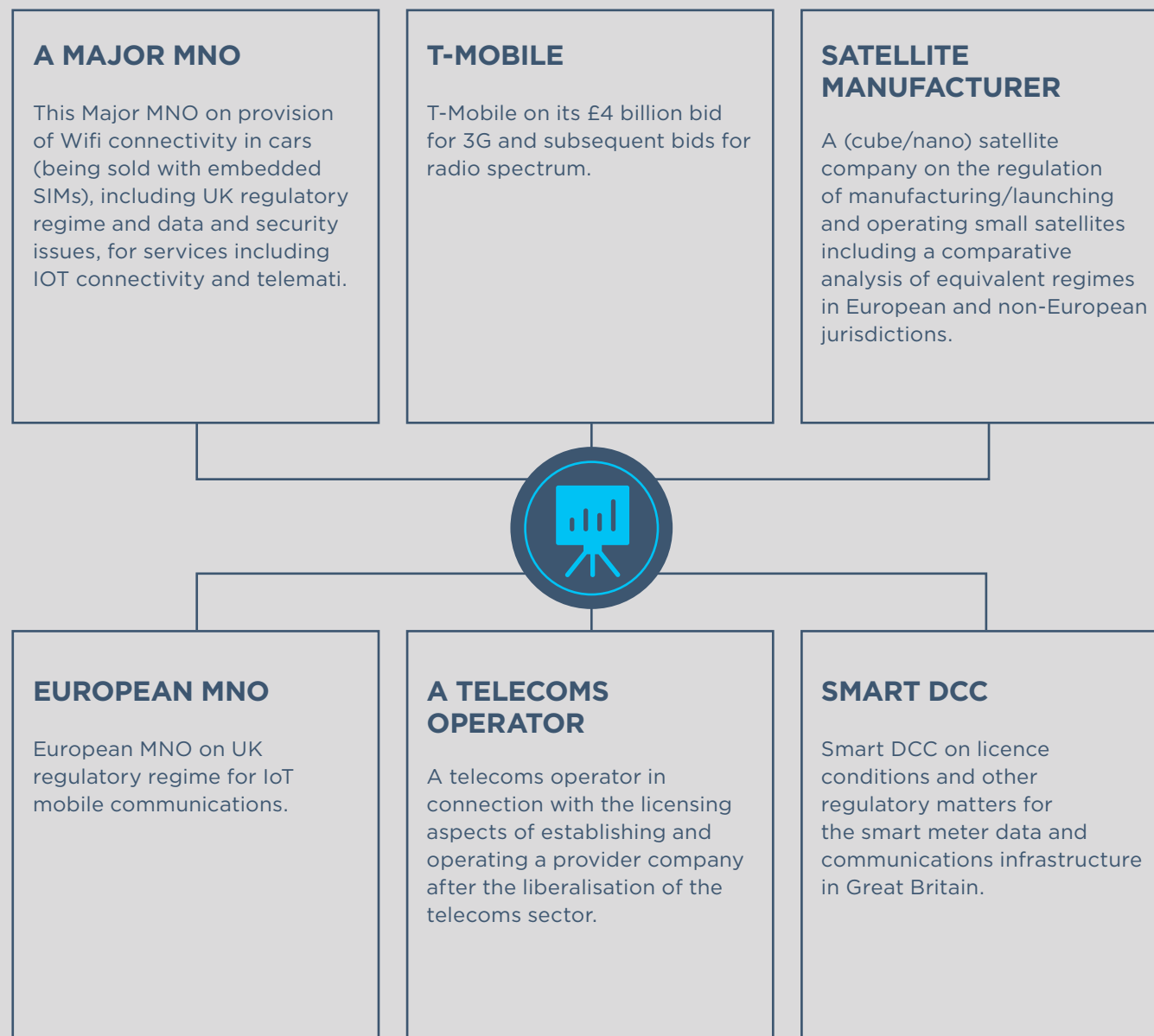
We advised KCOM in relation to the European Commission's merger investigation into its £627m acquisition by MEIF 6 Fibre Limited (Macquarie). MEIF 6 Fibre Limited is a subsidiary of Macquarie's European infrastructure fund which is a leading owner of, and investor in, telecommunications infrastructure. KCOM's board recommended an acquisition by Macquarie following a competitive auction process and its shareholders approved the transaction, which was implemented by means of a Scheme of Arrangement, on 26 July 2019. Unusually for a European Commission merger investigation process, the transaction was able to complete prior to the conclusion of the European Commission's investigation. The Commission's clearance was ultimately obtained on 21 October following completion on 1 August 2019.

THE ROLE OF AG

We represented KCOM on both the corporate and competition aspects of the Transaction. The overlaps between the two businesses in the telecommunications sector meant that a long form notification to the European Commission was required.



TELECOMS REGULATION



CASE STUDY

A MAJOR TELECOMS PROVIDER

THE TRANSACTION

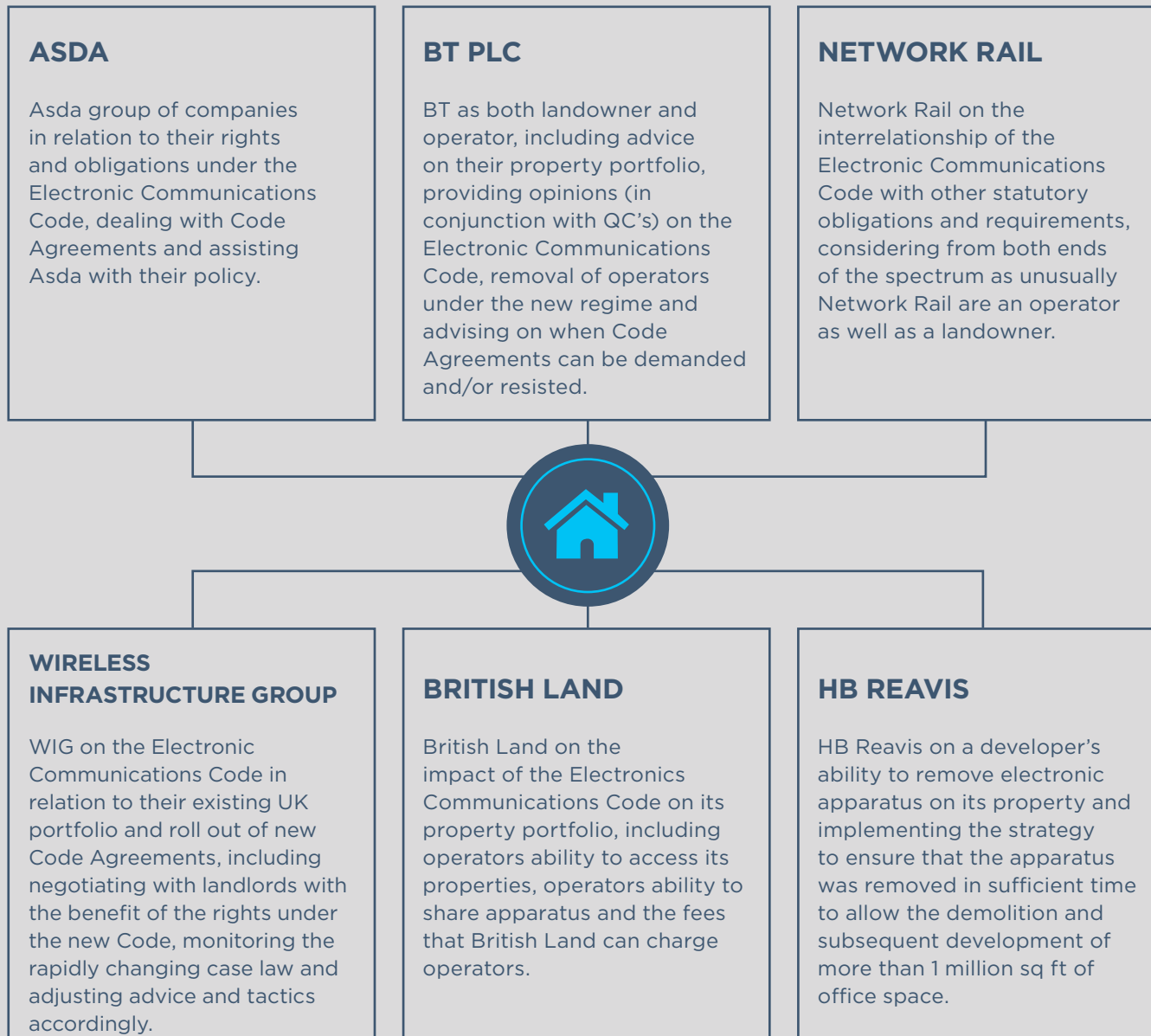
We advised a major telecoms provider on its strategic interaction with Ofcom in respect of licence conditions and competition law. The matter involved consideration of the conditions applicable to our client's business and working with economists to complete a review into its compliance with those regulatory obligations.

THE ROLE OF AG

We advised on strategy for interacting with Ofcom and continue to work with our client to ensure appropriate regulatory compliance and interaction with regulators on policy matters.



REAL ESTATE



CASE STUDY

BT PLC

THE TRANSACTION

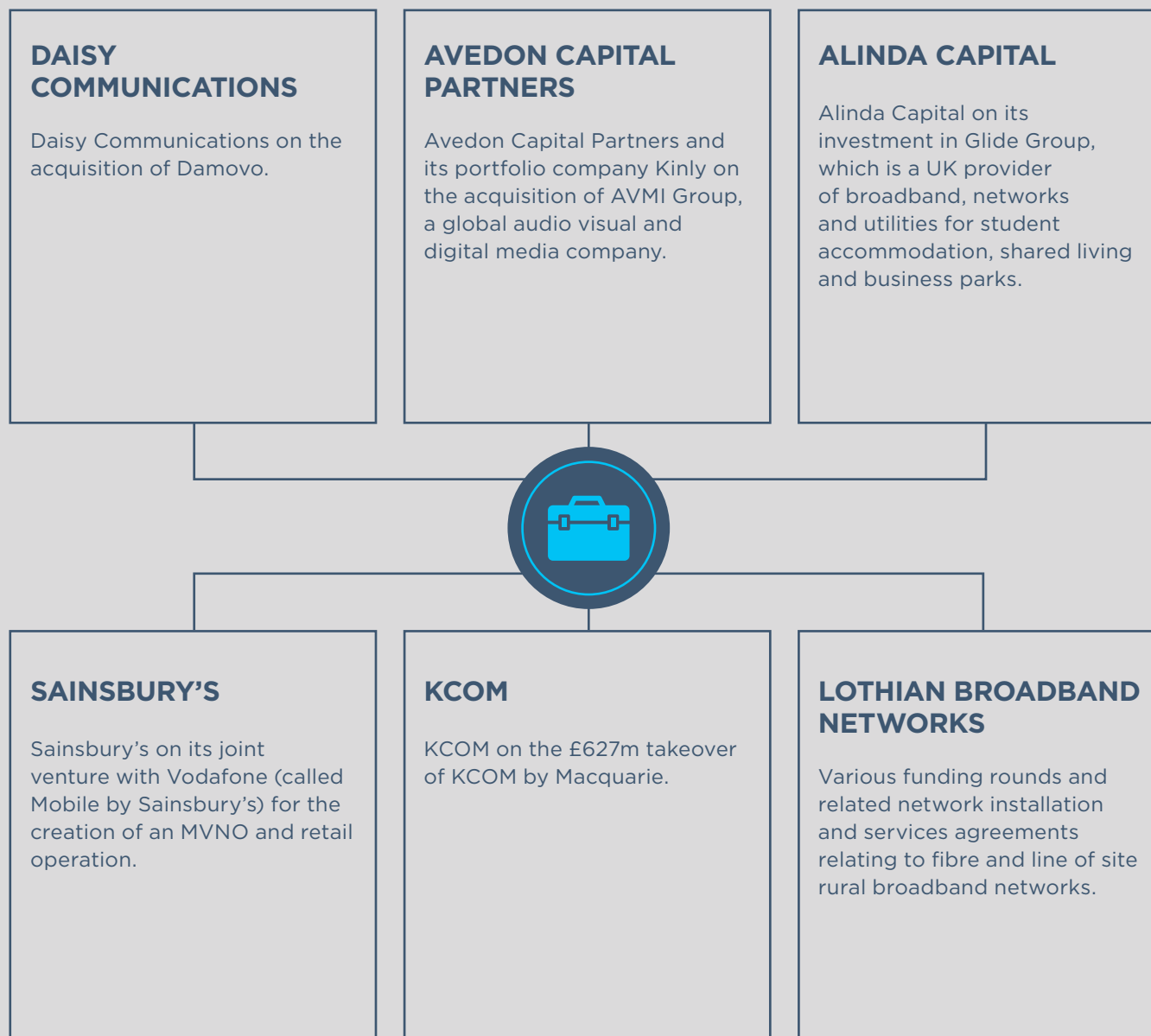
Advising BT in connection with their entire UK property portfolio. Uniquely, given the presence EE Limited in their group of companies, BT are both a landlord and an operator for the purposes of the Electronic Communications Code.

THE ROLE OF AG

Providing strategic advice to the BT group on all aspects of the new Code including Code Agreements and master services contracts to operators, challenging landlords who are refusing to grant new rights, agreeing template documentation for wayleaves, Code Agreements and other property documentation, dealing with removal of operators from development sites (including Code notices and termination notices, and the interplay between the 54 Act and the Code).



CORPORATE



CASE STUDY

COMMSWORLD

THE TRANSACTION

Advising Commsworld, and its key management shareholders, on the investment into it by mid-market private equity house LDC. Commsworld is a leading national network operator providing connectivity, cloud, security, unified comms and IT infrastructure for major companies in the public and private sectors.

THE ROLE OF AG

Taking a lead role in this highly technical and complex deal, Addleshaw Goddard was able to use its telecoms sector and wider corporate experience to help the key management shareholders structure the deal with LDC. We advised on the negotiations towards the deal helping balance interests in a competitive process. This was a high profile private equity transaction in the mid-market this year and showcased the skills and expertise of the Addleshaw Goddard team acting for a market leading telecoms company.



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PROBLEMS. POSSIBILITIES.
COMPLEXITY. CLARITY.
OBSTACLES. OPPORTUNITIES.
THE DIFFERENCE IS IMAGINATION.
THE DIFFERENCE IS **AG**.

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