

OUR TMT
PRACTICE

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Ranked as one of the top 10 most innovative firms in APAC.

FT - Asia-Pacific Innovative Lawyers

Ranked as one of the top 5 law firms in India.

RSG India Report

Best Overall Law Firms in India.

India Business Law Journal (IBLJ)

National Law Firm of the Year and
India Client Service Law Firm of the Year.

Chambers Asia-Pacific Awards

ABOUT TRILEGAL

Trilegal is one of India's leading law firms with offices in four of India's major cities - Mumbai, New Delhi, Bangalore and Gurgaon. We represent clients on a large number of the most complex and high value transactions in India.

We believe that the combination of our firm's culture, the depth of our transactional experience, the wide range of our expertise and the quality and energy of our lawyers, allows us to offer a level of client service that is unique in the Indian legal market. We take a commercial perspective of the issues our clients face with the aim of developing a solution-oriented approach.

Our areas of expertise include mergers and acquisitions; strategic alliances and joint ventures; private equity and venture capital; energy and infrastructure; banking and finance; restructuring; capital markets; telecoms, media and technology; dispute resolution; regulatory; competition law; labour and employment; real estate; and taxation.

Our client roster includes many of the world's leading corporations. We provide our clients seamless, efficient and integrated service across a broad spectrum of practice areas.

OUR TMT PRACTICE

Trilegal's TMT practice is one of the most comprehensive and innovative in the country. We treat TMT as a full-fledged and stand-alone practice area and have built a dedicated specialist team that approaches the practice of TMT law as a means to navigate the interface between regulation and technology. We can therefore provide our clients with advice that not only addresses their specific legal requirements but also offers commercial alternatives as they become available in the context of rapidly advancing technologies.

In each of the telecommunications, media and technology sectors, Trilegal has a leading practice in India representing clients across the spectrum of the industry. Our telecom practice offers regulatory as well as transactional advice and the team has worked on some of the largest telecom acquisitions in the country. In addition, most large international telecom companies operating in India rely on our regulatory team to opine on telecom regulatory challenges of operating in the Indian environment.

Our technology practice is one of the oldest and most reputed in the country. We advise on a range of technology issues, from complex outsourcing transactions to internet and e-commerce related issues. We also work with technology companies in India either looking to provide services offshore or build domestic businesses. Our media practice ranges from film (including Bollywood and regional cinema) to new media such as electronic books and other online content distribution media. We also work with cable and broadband companies that are looking to leverage existing cable networks throughout the country to distribute video on demand and triple play services.



WHY CHOOSE OUR TMT PRACTICE GROUP?

MARKET LEADERS

Trilegal has a market leading TMT practice. We are the law firm that most international telecom companies turn to for acquisitions in the Indian market. We have advised them on complex regulatory questions in areas where sometimes even the law offers no precedent. We advised some of the earliest outsourcing suppliers in the country and continue to advise on large and complex outsourcing transactions.

Our special technology expertise leads various international companies to look to us for regulatory and strategic advice before entering into the market or into a new business segment. In this and many other ways, we help develop and refine business models as companies work to deploy new technologies in the background and framework of existing laws.

DEEP EXPERIENCE

We have one of the oldest pure TMT practices in the country. As a result, our lawyers have deep industry expertise having worked with companies at all ends of the spectrum. We have advised on a range of issues across different areas of telecom, technology, outsourcing and media laws.

Most of our clients involve us in all aspects of their transactions allowing us to gather commercial and practical insights as well as sector knowledge across a range of areas. This industry expertise has enabled us to provide our clients with insights and perspectives that would otherwise not have been available as well as to actively participate in policy formulation on a variety of areas including in the creation of a data protection legislation for the country.

LAW AND TECHNOLOGY

Our lawyers work on the interface of technology and the law. We believe that in order to provide accurate and useful legal advice, we must understand both the way things work as well as the applicable law. We take the effort to understand the underlying technology, be it in the telecom or the internet space, in order to be able to best apply the law and regulations to the advantage of our clients.

It is this strategic approach to the practice of TMT law that allows us to offer clients with unique solutions often tailor-made to their specific circumstances and requirements.

“ Trilegal is a powerhouse in the TMT arena, standing out for its substantial regulatory expertise.”

Chambers Asia-Pacific

“ Trilegal has a good grasp of the law and very good understanding of anything relating to technology.”

Chambers Asia-Pacific

TMT WORK HIGHLIGHTS

MERGERS AND ACQUISITIONS

Telewings and **Unitech Wireless** in relation to the first ever business transfer in the telecom sector.

Virgin Group on restructuring its shareholding in its telecom venture in India.

Telenor on its acquisition of a majority stake in Unitech Wireless, on its exit from the company and in setting up a new entity in India.

Vodafone on the purchase of Hutchinson Telecommunications' 67% stake in Hutchinson Essar.

France Telecom on its proposed investment in Tata Teleservices, including conducting due diligence, the Indian takeover code, guidelines on investor protection and the regulatory regime pertaining to telecom in India.

Hathway Cable, a major cable television service operator, on a series of acquisition transactions and joint ventures of companies engaged in the cable distribution business.

Indius Broadband Partners LLC on the acquisition of local cable operators in various parts of India.

Wolters Kluwer on their joint venture with 3i Infotech and a software development agreement for the development of a tool for professionals.

United Business Media in relation to the acquisition of the specialty periodicals business of Jasubhai Digital Media Private Limited relating to the magazines "CRN", "Information Week" and "Network Computing".

Goldman Sachs in their investment in Tikona Digital Networks Private Limited. Advice was provided on issues relating to application for the Internet Service Provider license including the related disclosure requirements.

Telesystems International Wireless Inc. on the acquisition of equity in a listed telecom holding company.

TELECOM - REGULATORY

Telenor on various transactions including the 3G spectrum policy in India, the strategy to be adopted for 3G spectrum auctions and the regulatory framework governing passive and active infrastructure sharing and intra-circle roaming.

Unitech Wireless on the transfer of its business to Telewings

Communications Services Private Limited, on various regulatory aspects relating to the unified access services licensing regime.

du Mobile on the legal implications of appointing channel partners in India for the sale of du SIM cards/mobile plans in India and reviewing the channel partner agreement.

Vodafone in relation to (i) its 3G roaming agreements with Airtel and Tata; (ii) the regulatory aspects of the restructuring of its NLD and ILD business following its worldwide merger with Cable & Wireless and (iii) its passive infrastructure joint venture with Bharti and Idea- Indus Towers Limited.

British Telecom on various issues relating to the provision of MPLS services in India. Trilegal also conducted a legal due diligence on the modes of operations adopted by the client in India for providing MPLS services to its customers and represented the client in negotiations with the Department of Telecommunications.

Pacnet on the provision of IPLC and VPN services in India. Trilegal also provided assistance to the company in procuring ILD/NLD licenses in India.



Many commentators rate this firm as one of the leaders for technology, and the firm's Bangalore office is considered an IT powerhouse.



Chambers Asia-Pacific

Microsoft Corporation on the impact of Indian telecommunications regulations in relation to certain services proposed by it including Exchange Hosted Services, Exchange Server, Livemeeting, Sharepoint, Office LiveServices, Live Customer Relationship Management and Groove Hosted Services.

Cisco on the regulatory issues relating to Telepresence services and its integrated smart city concepts.

Syniverse in connection with the regulations concerning mobile number portability in India as well as issues around clearinghouse activities performed in connection with roaming user data.

InfoNXX (now known as kgb) in relation to the regulations in India concerning the provision of directory enquiry services.

Tomizone, a technology solution enabler on the legal frame work governing the establishment of Wi-Fi Hotspots in India.

Government of Gujarat on the proposed Gujarat State Wide Area Network project to be operated on a build-own-operate-maintain basis to provide voice/ video services and data connectivity to various designated offices of the state government.

Singtel on legal and regulatory issues involved in setting up a submarine cable landing station in India.

Bloomberg Data on legal and regulatory issues involved in the installation and operation of a private closed user group network using leased lines.

Hewlett Packard on structuring its telecom system integration service within the Indian telecommunications regulatory framework including advice on issues surrounding the re-sale of telecommunications services by offering bundled services, such as intra-corporate networks; the provision of computer hardware, software and support services; and management of customer relationships with underlying service providers.

United Villages Networks Private Limited on issues relating to Internet Service Provider license and Other Service Provider registration requirements in their business of providing information and facilitation services, involving making written representations to the Department of Telecommunication, surrendering Internet Service Providers' license, unified messaging services and analyzing their business vis-a-vis various telecom regulatory requirements.

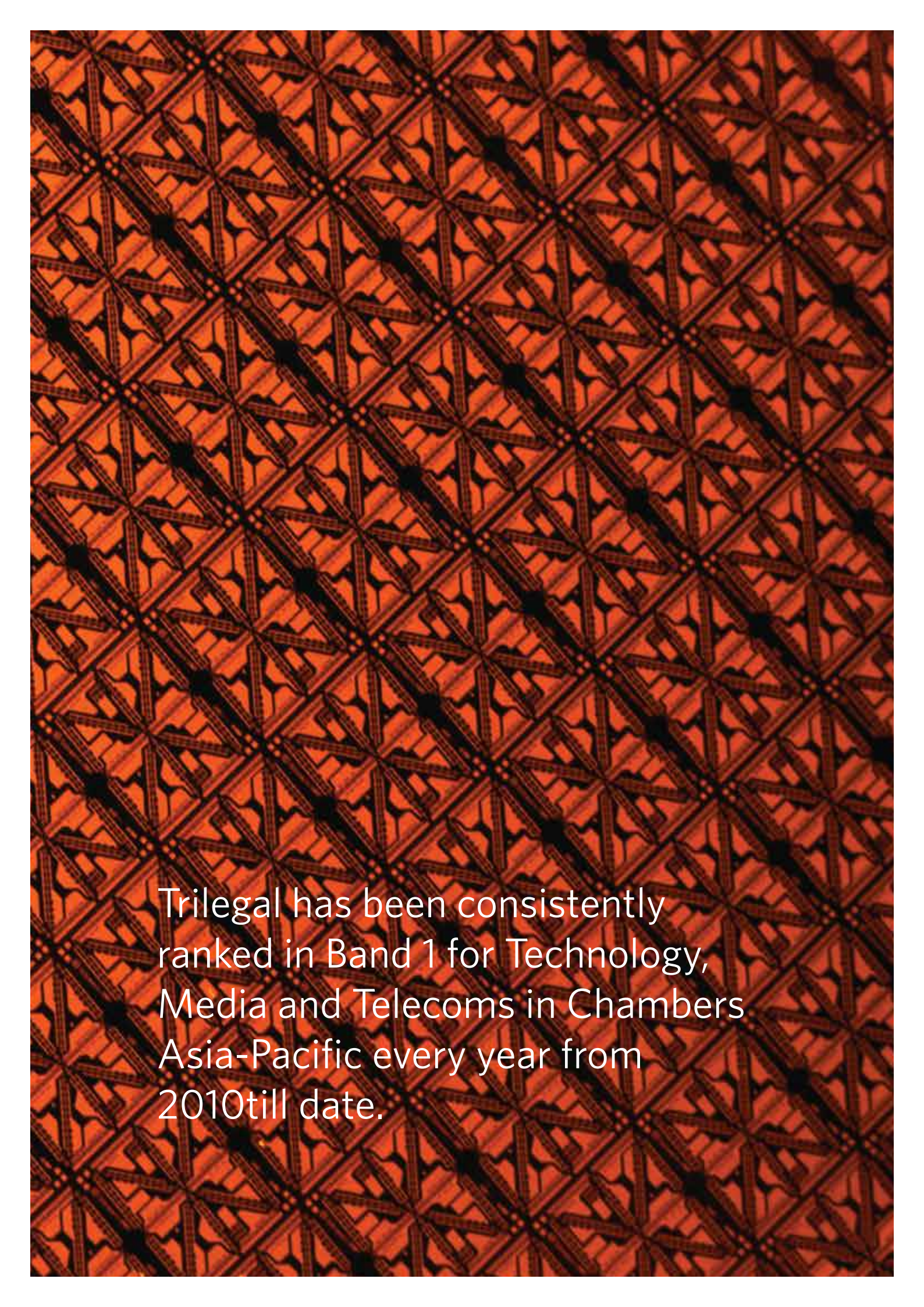
Intel in connection with an audit of their existing closed user group facilities as well as their telecommunications infrastructure in connection with their business process outsourcing facilities in India.

Hathway, pioneers in broadband internet technology in India and the largest broadband ISP, on backbone connectivity services entered into with Tata Power Broadband. Advice included representing Hathway at the Telecom Dispute Settlement and Appellate Tribunal on certain disputes with other network service providers.

NTT Com on issues relating to the Indian telecom policy and on various licenses required to provide telecom services over ATM and frame relay networks and internet services using virtual private networks.

TELECOM - COMMERCIAL CONTRACTING

Unitech Wireless on its entire roll out obligations including contracts with passive infrastructure providers, GSM network infrastructure vendors, website contracts, user platform contracts VAS contracts and mobile bundling contracts.



Trilegal has been consistently ranked in Band 1 for Technology, Media and Telecoms in Chambers Asia-Pacific every year from 2010 till date.

Vodafone in relation to a franchise agreement with MTS for the provision of high speed data cards, contracts with various channel partners and opinions with regard to their national long distance interconnection agreements

du Mobile in relation to agreements for sale of international calling cards in India.

Drafting mobile bundling contracts and commercial contracts for **Reliance Infocomm** and assisting in their rollout.

TECHNOLOGY & OUTSOURCING

Intel India in connection with the audit of their existing closed user group facilities as well as their telecommunications infrastructure in connection with their business process outsourcing facilities in India.

Telenor ASA in relation to an IT sourcing frame contract for procuring managed services worldwide for 13 subsidiaries of Telenor.

DTAC, a Telenor subsidiary and one of the largest telecom companies in Thailand, on drafting and negotiating a solution delivery contract and a support maintenance contract for a dealer management system.

Microsoft on the classification and impact of Indian regulations on its exchange hosted services including web based document sharing, archiving, filtering and encryption programs.

MobiTV on software licensing and channel partner agreements with various media companies and content distributors in India.

Hartford Financial Services in relation to the outsourcing of identified software development and business processes to multiple vendors in India.

SunGard, a leading provider of integrated software and processing solutions for financial services on various issues concerning its offshore development centre in India.

Abu Dhabi National Energy Company PJSC in relation to its outsourcing transaction with a major Indian IT company.

Pitney Bowes on the licensing of a solution (software and hardware) for providing encryption services to an education institution and drafting a the master services agreement.

INTERNET AND E-COMMERCE

Wikimedia Foundation in relation to a defamation lawsuit in the Delhi High Court and in connection with its liability to prosecution as an intermediary.

eBay India in criminal proceedings initiated under provisions of the Information Technology Act, 2000 and the Indian Penal Code, 1860.

The **eGovernments Foundation** in connection with the roll out of e-governance solutions around the country in relation to a variety of municipal and civic issues such as property tax, citizen grievance redressal, etc. and drafting their contracts and services agreements for their customers.

Ashley Madison in relation to the feasibility of launching its online dating site in India.

TomTom in relation to the various issues under the Indian Map Policy with regard to the export of digital maps and their storage on servers outside the country.

Wikipedia in relation to the issues raised in connection with the physical boundaries of the India map depicted on the Wikipedia website.

“ From partners to associates,
they are extremely dynamic
and are all switched on. ”

Chambers Asia-Pacific

INTELLECTUAL PROPERTY

Synopsys India Private Limited in drafting an intellectual property rights assignment agreement and copyright assignment agreement in relation to a business transfer between the company and nSys Design Systems Private Limited.

Phonographic Performance

Limited ("PPL") in filing suits and obtaining perpetual injunctions to restrain hotels and clubs in Hyderabad from communicating to the public any sound recordings in which PPL has copyright, without obtaining licenses from PPL.

eBay India on intellectual property right issues related to digital download of songs intended to be sold by it on its website.

Texas Instruments on intellectual property protection and suggesting ways in which mechanisms may be inbuilt to ensure greater protection against theft and latent loss of information.

Pfizer on intellectual property regime governing the pharma sector and the research and development sector.

Virgin Mobile on licensing of its trademark to its Indian partner.

OLX on a variety of intellectual property rights related issues including infringement of trade marks.

Aeronautical Development

Agency on commercialising high-end technical software utilised in creating composite materials for aircraft fabrication.

MEDIA & ENTERTAINMENT

Indius Broadband Partners LLC on its entry strategy into the cable television and broadband business in India, and acquisition of local cable operators in India.

Hathway Cable, a major cable television service operator, on a series of acquisitions and joint ventures with companies engaged in the cable distribution business.

Sahara TV in connection with drafting and negotiating television and film production agreements, sponsorship contracts, acquisition of satellite transponders and contracts with multi-level service operators.

A number of bollywood film producers such as **Fisheye Networks, JSEL, Quest Films, White Stripes, etc.** in connection with all legal and contractual aspects relating to film financing, production, IPR protection and domestic/international distribution.

Amazon in relation to various issues pertaining to the distribution and sales of ebook readers and digital content in India.

DATA PROTECTION

Assisting the **Government of India** in connection with the preparation of the country's data protection law.

JP Morgan on issues pertaining to data protection during the outsourcing of its non-core banking operations.

Accenture on data protection laws in India and sensitive personal data rules issued under the Information Technology Act, 2000 and conducting a review of the data collection and usage policy of Accenture.

DTCC on the impact of the sensitive personal data rules issued under the Information Technology Act, 2000 and conducting a review of the data protection policies and practices of DTCC.

Carlson Wagonlit Travel on the impact of sensitive personal data rules issued under the Information Technology Act, 2000 on the traveller data collected by CWT.

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The lawyers are second to none in their expertise and their TMT practice is formidable. ”

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