



## telecommunications

### overview

Today's telecommunications industry looks nothing like it did 20 years ago. The sector has rapidly evolved as new players enter the market and traditional participants branch out into areas like content provision. Meanwhile, ever-improving wireless technologies are creating new opportunities for firms to deliver better customer experiences and hasten the exchange of information, both business and personal.

At the same time, massive competitive and regulatory changes are posing new challenges. Today more than ever, industry players face a myriad of legal, regulatory and business pressures to stay one step ahead of their competitors.

McMillan's Applied Technology Industry Group provides a wide range of legal services to help telecommunications companies meet this change head-on. Our legal teams have deep industry experience assisting clients on a full range of issues, including acquisitions and sales, corporate reorganizations, regulatory matters, licensing, and industry-specific commercial arrangements.

Our clients include Canadian and international wireline and wireless providers, satellite carriers, mobile and fixed wireless networks, cable operators, resellers, Internet and e-commerce services, private equity investors and financial institutions, regulators, and governments both in Canada and overseas.

McMillan professionals help clients lead by:

- Advising on regulation and licensing matters
- Providing Canadian regulatory advice regarding Canadian and US public offerings and cross-border financings for Canadian and multinational telecommunications service providers
- Negotiating and preparing telecommunications-related agreements including inter-carrier and customer agreements, Internet access agreements, voice and data systems agreements and distribution agreements
- Making submissions to the Canadian Radio-television and Telecommunications Commission (CRTC) and the Competition Bureau regarding telecommunications resale and telephone company activities
- Acting on mergers, acquisitions and divestitures of telecommunications service providers
- Advising on domestic and international telecommunications resale rules

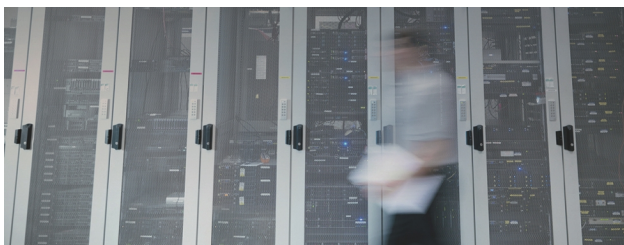
### firm profile

McMillan is a modern and ambitious business law firm serving public, private and not-for-profit clients across key industries in Canada, the United States and internationally. With recognized expertise and acknowledged leadership in major business sectors, we provide solutions-oriented legal advice through our offices in Vancouver, Calgary, Toronto, Ottawa, Montréal and Hong Kong. Our firm values – respect, teamwork, commitment, client service and professional excellence – are at the heart of McMillan's commitment to serve our clients, our local communities and the legal profession. For more information, please visit our website at [www.mcmillan.ca](http://www.mcmillan.ca).

### contacts

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## telecommunications

- Acting for owners of television and radio stations in regulatory and competition matters

## representative transactions

- Advising on the sale of the data communications business of a large Canadian carrier
- Making submissions to the CRTC on behalf of a telephone equipment manufacturer, arguing against disclosure of proprietary technical information to local telephone competitors
- Negotiating and preparing telecommunications-related agreements including inter-carrier and customer agreements, Internet access agreements, voice and data systems agreements and distribution agreements
- Providing Canadian regulatory advice regarding Canadian and US public offerings and cross-border financings for Canadian and multi-national telecommunications service providers
- Acting on the initial Canadian public offering for an international telecommunications service provider
- Acting on numerous acquisitions of telecommunications service providers
- Advising on domestic and international telecommunications resale rules
- Making submissions to the CRTC and Competition Bureau regarding telecommunications resale and telephone company activities
- Making submissions to the CRTC on behalf of an information technology company regarding the activities of a telephone company information technology affiliate
- Making submissions to the CRTC on behalf of a major Canadian telecommunications reseller regarding direct interconnection with Teleglobe Canada, resale of WATS and 800 service, charges for Automatic Number Identification and Answer Supervision, filing of tariffs by resellers, and preparation of tariffs
- Advising on a proposed acquisition by a major US carrier of IBM's worldwide data network