



D.E. Boehling

Partner

dboehling@lb3law.com

Phone: 202-857-2546

Ms. Boehling advises domestic and global enterprises of the business and legal risks and innovative ways to mitigate them in technology and telecommunications agreements.

The scope of Deb's technology deals includes the full range of cloud-based services, such as IoT platforms and UC applications, and equipment and software, whether a stand-alone application or resold by a channel partner. She has negotiated favorable SaaS deals (including where the otherwise commodity service required customization) with big players such as Salesforce and focused entities like Smarsh. She also is well-versed with the ins and outs of colocation and hosting services and has negotiated industry-leading colocation and data center contracts with global leaders like Equinix.

Her telecom contracts include transport such as IP VPNs, MPLS, IP voice (SIP trunking), Ethernet and GigE access, broadband access, IPLs, VPLs, DWDM, connections with cloud service providers, fixed wireless, mobile voice and data. These deals encompass dozens to tens of thousands of domestic and international circuits provided by major suppliers such as AT&T, Verizon Business, CenturyLink, Orange Business Services, BT, SingTel, Comcast, Spectrum or promising niche players like Perseus (acquired by GTT) and Spread Networks (now part of Zayo).

She structures agreements to address future business changes such as mergers, acquisitions, divestitures and restructurings, and advises clients on the contracts they inherit from acquiring or merging with another company and strategies for the optimal consolidation of those contracts.

Deb also works extensively with global enterprises whose deals reach beyond the U.S. borders. She helps them understand complex regulatory issues and alleviate risks that may arise when combining transport services with software or SaaS (such as Office365 or G Suite) to satisfy their telecom and technology needs. These risks are heightened when sharing services among related entities or when an enterprise uses telecom to provide value-added services to its customers. Her regulatory work includes the European Union but focuses on India, China, Mexico and Southeast Asia where risks can be significant if the services, their use and sharing among related entities or bundling the telecom input with value added service, are not carefully structured. She monitors and generally advises on changes in foreign laws that impact enterprises' risks

related to telecom and technology services (e.g., the EU's General Data Protection Regulation and UK's Brexit).

Prior to joining the firm, Ms. Boehling was an associate in the Washington, D.C. office of Morrison & Foerster where, in addition to working extensively with the founding partners of Levine, Blaszak, Block & Boothby, LLP, she represented clients in intellectual property and patent litigation.

She is recognized in Who's Who Legal as a Global Leader in Information Technology and Telecoms & Media.

Bar Admissions

- District of Columbia
- New York
- Virginia

Education

- University of Virginia School of Law, J.D.
- University of Virginia, B.A.

Memberships

- District of Columbia Bar Association
- Virginia State Bar Association
- Federal Communications Bar Association/The Tech Bar
- American Bar Association
- New York State Bar Association
- International Bar Association

Related Practices

- Network Services Transactions
- Information Technology Advisory Services
- Mobile Services
- Telecom Tax and Fee Recovery

- Communications Regulatory Advice and Advocacy