

Network Services Transactions

ICT Pioneers

LB3's lawyers pioneered the original custom network service agreements. More than thirty years later, we remain leaders in navigating and negotiating complex network transactions. We continually improve our telecom and IT procurement strategies, vendor, and proposal evaluation, and develop and negotiate agreements with unique insight into the always-evolving regulatory environment, changing vendor landscape, and emerging technology. We represent enterprise clients in all sectors, sitting across the table from almost every US and most international carriers. Every day we negotiate on behalf of enterprises and create deals to reduce risk, maximize leverage and flexibility, and allow enterprises to seize cost savings, enforce network security, and benefit from network management opportunities. In our practice, we:

- Assist many of the nation's largest customers with their purchase of communication and network-related services, including voice and data services, dedicated internet, broadband, wireless, SD-WAN, data center, and contact center. These purchases include deals with providers such as AT&T, Verizon, Lumen, Comcast, Cox Enterprises, Orange, BT, Colt, C&W Communications, Singtel, Telefonica, T-Mobile, O2, Rogers, Granite, Equinix, and DRT.
- Advise customers on the evolving market, technology, and services. This includes migration from MPLS to dedicated internet access or broadband, from legacy voice to SIP trunking and VoIP, from traditional data centers to hybrid or cloud-based centers, and rethinking the role of wireless in their networks.
- Guide customers so they can successfully navigate the ever-changing list of providers and understand the impact on new procurements and existing deals. We are here to assist as new providers emerge, existing providers merge with others, divest, and create partnerships. We steer customers through changes such as the Sprint and T-Mobile merger, Verizon's partnership with HCL and its proposed acquisition of Frontier, CenturyLink's (aka Lumen) purchase of Level 3, and Colt Communications' acquisition of Lumen EMEA.
- Assist enterprises in the insurance, health care, hospitality, manufacturing, financial, and retail sectors in the negotiation of complicated, flexible, and strong agreements for network services that are tailored to their needs.
- Represent large municipalities in the negotiation of path-breaking service agreements.
- Support enterprises as they restructure, grow, and divest to ensure that they continue to have coverage, manage acquired contracts, and procure services that create efficiencies rather than land mines.
- Help enterprises understand the terms and mitigate the risks of the carriers' service guides, tariffs, acceptable use policies, privacy policies, and other online terms.
- Negotiate dark fiber and other longer-term network, data center, and collocation agreements.
- Advise customers on the regulatory complexities and evolving requirements related to IT services. We focus on FCC rules, security, access to emergency services, AI, privacy, and other regulatory obligations, and how to appropriately handle them in transactions.

We develop contracts that accommodate technology migration and minimize the effects of adverse market developments, to create best-of-breed results. We listen to your concerns, work with the entire enterprise team (from legal, operations, procurement, finance, and risk teams) to get the services specifications and terms that you need and develop creative legal frameworks to support your business processes and your information technology requirements.

We've Got Your Back

To each transaction, we bring our broad knowledge of provider reach and practices, the hands-on involvement and expertise of LB3's partners, an unwavering focus on your objectives and the most effective means to achieve them, a dedication to quality, and a commitment to efficient and cost-effective staffing. Our goal is to create deals that maximize your leverage, minimize your risk, and create contracting structures that make your jobs easier.