

Managed Network Services Transactions

Optimizing Your Network

The demand for complex network services management, greater network accessibility, and improved business processes is on the rise. At Kilpatrick Townsend, our attorneys bring significant experience working with clients in a variety of telecommunications and managed network services transactions, including global transactions involving managed network services, local area network services, wide area network services, wireless network services, transport services, EVPN, Anira, On Net, Off Net, and POTS.

Experience

Negotiated contracts exceeding \$1 billion for a Fortune 10 software provider involving telecommunications requirements for U.S. and European sites.

Negotiated a \$750 million outsourcing agreement for a global telecommunications provider to furnish entire U.S. network to international competitor.

Negotiated a \$400 million agreement for a global telecommunications company with the Georgia Technology Authority to provide outsourced managed network and related services to the state agencies in Georgia.

Negotiated a \$300 million agreement for a digital media solutions provider to deliver a managed video transport solution to various news organizations (e.g., NBC, CBS, and CNN), advertising networks, and distributors of syndicated content.

Represented global telecommunications provider in a \$250 million domestic-managed network and field services transaction that support the U.S. operations of an international telecommunications company.

Negotiated a \$100 million agreement for a data management company to obtain network and transport services in Europe.

Negotiated an agreement to provide managed network services, transport services, EVPN, Anira, and voice service to a global health care products provider.

Renegotiated an agreement for a global telecommunications service to provide managed network and related services to Georgia Technology Authority.

Negotiated an agreement for a global telecommunications provider to provide managed network and telecommunications services in support of Freddie Mac.

Negotiated an agreement for a global telecommunications provider to provide managed network and



telecommunications services in support of Fannie Mae.

Primary Contacts



James Steinberg

Partner

Dallas, TX

t 214.922.7144

jsteinberg@kilpatricktownsend.com