

Gilbert + Tobin

International footprint and experience



Our experience

We act for some of the largest operators in the world.

Recent experience includes:

- + advising **Singapore Telecommunications Limited** on its successful bid, as part of the OpenNet consortium, to design, construct, operate and maintain the passive infrastructure of Singapore's Next Generation National Broadband Network
- + advising **Telstra Corporation** on a wide range of commercial regulatory matters, including its NGN strategies
- + regulatory adviser to **Batelco** in Bahrain including its reference interconnection and access offers and dealing with the opening up of Bahrain's telecommunications sector
- + principal legal and regulatory adviser to **du**, the new entrant in the UAE on its interconnection arrangements with Etisalat and its dealings with the UAE regulator
- + advising the **Palestinian Authority** on the creation of a regulator and the establishment of a new regulatory framework

- + acting for **PT Telekomunikasi Selular (Telkomsel)** – the largest mobile operator in Indonesia, in relation to the development of Requests for Proposal and contracts to consolidate and enhance its 2G and 3G networks, and negotiating these agreements with global vendors
- + providing advice to the **Ministry of Communications, China** on tariff reform and universal service obligations
- + advising **Bell Canada** on wholesale regulation
- + providing strategic legal and commercial advice to **EMI Music Australia** in relation to the licensing and distribution of EMI's sound recordings via online and mobile music services
- + assisting in the negotiation of submarine cable consortia in the North Pacific, Australia-US and the Middle East
- + assisting **HBO** in negotiations with iTunes Australia regarding digital distribution of HBO's programs
- + assisting **Turner/CNN** in negotiations with Australian channel

AUSTRALIA

Interconnection, competition, litigation, commercial and regulatory advice to a range of operators.

Advisers to incumbent on NGN rollout regulation.

BAHRAIN

Advising incumbent operator on regulation and regulatory submissions and disputes with the Regulator.

Advising on reference interconnection and access offers.

BANGLADESH

Telecommunications regulatory roadmap.

Regulatory roadmap provided to regulator (client: GSMA).

CANADA

Advice to incumbent on regulatory reform, spectrum and wholesale regulation.

CAMBODIA

Output-based aid for communications in underserved rural areas.

Advisers on model telecommunications law.

Rural infrastructure rollout.

CHINA

Advice to Ministry on tariff reform and rural infrastructure development.

Joint project with major foreign carrier and State Council Informationization Office on USO.

Advice to foreign carriers on Chinese licensing.

Chinese-foreign telco JVs.

Advice to incumbent on interconnection.

Global IPOs of State owned companies, including telecoms and infrastructure.

EUROPE

Consultants to global industry bodies, regulators and competition authorities.

Interconnection, competition and regulatory advice to fixed and mobile operators.

Mobile and MVNO projects, international gateway liberalisation and IP interconnection.

FIJI

Negotiation of interconnection, licensing, legislative reform and industry reform.

Advising on cable capacity use agreements.

Advising on interconnection disputes.

HONG KONG

Advisers to Government on model competition law and retail petroleum market.

Regulatory and interconnect advice to fixed and mobile operators.

3G auction and MVNO projects.

4G (or 2.6 GHz) auction advice.

Model competition law.

INDIA

Tendering for fixed licence, pay TV services and mobile advice.

INDONESIA

Multiple 2G and 3G network rollout and vendor negotiations for large mobile operator.

Advisers to operators on regulatory regime and commercial projects.

JAPAN

Advised mobile network operator on competition, interconnection and regulatory capacity building.

JORDAN

Advising new entrant on interconnection and access.

KOREA

International capacity arrangements and advice to foreign telco providing IP services.

LAOS

Regulatory review project and development of model telecommunications law.

MACAU

Advice to incumbent on regulatory issues.

MALAYSIA

Advisers to regulator on design reform of Access List and Access Code.

Advisers on NGN rollout regulation.

NEW ZEALAND

Development and implementation of new regulatory regime for communications.

Litigation, interconnect and regulation advice to fixed operator.

OMAN

Adviser to new entrant on licensing, interconnection, network rollout and regulatory reform.

PALESTINE

Advice to Ministry on establishment of regulator and drafting new regulatory framework.

Bidding process and corporate structure for new mobile licensee.

PAPUA NEW GUINEA

Advice on relationship between incumbent fixed and mobile operators.

PHILIPPINES

Advice to mobile operators.

QATAR

Interconnection and regulatory advice to incumbent.

SAMOA

Advising Ministry on new telecommunications legal framework.

Design of spectrum management process.

Advising incumbent on interconnection issues including interconnection disputes.

SAUDI ARABIA

Advising the new mobile entrant on interconnection and regulatory reforms.

SINGAPORE

Regulation, interconnect and joint venture/MVNO advice.

Development and implementation of competition code and Reference Interconnection Offer.

Advice to incumbent on participation in NBN process.

SOUTH AFRICA

Advising regulator on interconnection regime.

Advising on pay TV issues.

SRI LANKA

Advice on interconnection, international licensing, rural network rollout and universal service.

TAIWAN

Advisers on deregulation of market, interconnection negotiation and submarine cable agreements.

THAILAND

Interconnection, dispute resolution and competition capacity-building for regulator.

Spectrum advice.

UNITED ARAB EMIRATES

Principle advisor to new entrant on interconnection, commercial and regulatory advice.

Interconnection and access disputes.

Network rollout arrangements.

UNITED KINGDOM

Regulatory and competition advice to fixed and mobile operators.

Spectrum management and auction advice.

VANUATU

Establishment of new multi-utility regulator.

VIETNAM

Advising government on legislative framework.

Drafting instruments on interconnection, competition law, tariffing and licensing.

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**GILBERT
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LAWYERS