

NIKOLINAKOS & PARTNERS

L A W F I R M

Telecommunications, Media, Technology (TMT) & Digital Business Practice

ABSOLUTE SPECIALIZATION



Ranked #1 in Greece for the 10th consecutive year

in

Telecoms, Media, Technology (TMT) & Digital Business
Data Protection & Cybersecurity

Dispute Resolution - Competition Law - Intellectual Property



**Ranked #1
in Greece**

for the 10th
consecutive year

ABSOLUTE SPECIALIZATION

STRATEGIC APPROACH - POWERFUL LITIGATION

The leading experts in telecommunications, technology,
digital business, data privacy & cyber security

“Known as a **key player in the telecoms market**. ... Further **expertise in GDPR compliance** matters. Additionally acts for **clients from the TV and social media** sectors, with particular **experience in data protection law**”.

Chambers & Partners, Europe, 2021

“A **TMT practice with top talent, deep sector-specific expertise and vast experience**”.

Legal500, EMEA, 2021

“The **overall level of service is impressive**, solution-oriented and very customer-focused. It is a **regulatory powerhouse**”.

Legal500, EMEA, 2021

“Nikolinakos & Partners Law Firm is **at the forefront of the telecoms, data protection and technology sectors**”.

Legal500, EMEA, 2020

“The team is known as a **key player in the telecoms market**, frequently acting on litigation as well as **regulatory and competition proceedings ... considerable expertise in GDPR compliance matters**”.

Chambers & Partners, 2020

“Nikolinakos & Partners LLP is considered to be **'the number one team in telecoms and technology law'**, with a **'top-notch practice for data privacy and cybersecurity matters'**”.

Legal500, EMEA, 2019

“This **TMT practice is formidable, extremely effective, detail-oriented and provides excellent strategic advice**”.

Chambers & Partners, Europe, 2019

“**Prominent practice with deep knowledge on data protection matters**”.

Legal500, EMEA, 2018

“This **TMT Practice** combines **tremendous legal expertise** with **thoughtful business advice**”.

Legal500, EMEA, 2017

OUR LAWYERS

Unusually amongst other Greek legal practices, our TMT lawyers have **substantial in-house industry experience**, giving us significant insight into how our clients can best meet their strategic goals. In addition, **our senior TMT lawyers have filled senior positions in government and sector-specific regulatory Agencies** – better understanding the approach and priorities of regulatory officials and policymakers, thus enhancing accordingly the services we offer.

Our lawyers are highly recommended as **leading experts** by prestigious international legal directories. Indicatively:

“**Nikos Nikolinakos** is the **leading legal expert in the TMT area in Greece**, a **standout figure** in the field of **telecoms and technology law**”.
Legal500, EMEA, 2021

“**Alexis Spyropoulos** is noted for his **extensive knowledge of telecoms regulation**”.
Legal500, EMEA, 2021

“**Nikos Nikolinakos** remains a **popular choice for major telecom operators**”.
Chambers & Partners, Europe, 2021

Nikos Nikolinakos is a **top regulatory legal counsel in the TMT sector** in Greece.”
Legal500, EMEA, 2020

“**Dina Kouvelou** assists **technology and IT** companies with **data protection** issues. She has deep knowledge in regulatory matters, ..."she makes recommendations based on practical solutions”.
Chambers & Partners, 2020

“**Nikos Nikolinakos** is **outstanding and particularly effective in complex regulatory issues**. He has an impressive amount of experience, is forward-thinking and tactically astute. He is knowledgeable in a range of **IT, telecoms and data protection topics**”.
Chambers & Partners, 2019

“**Dina Kouvelou** is an **outstanding TMT and competition law expert**. She is singled out for her masterful technical knowledge of telecoms infrastructure and understanding of telecoms regulation”.
Legal500, EMEA, 2021

Dina Kouvelou provides **helpful, clear and expert advice on GDPR matters**”.
Chambers & Partners, Europe, 2021

“**Dina Kouvelou** is a **top technology, telecoms and antitrust counsel**.”
Legal500, EMEA, 2020

“**Nikos Nikolinakos** is recognised for his expertise assisting telecoms companies with a range of **regulatory and competition mandates**”.
Chambers & Partners, 2020

“**Dina Kouvelou** has a particular focus on regulatory mandates, including contentious proceedings. She is an **efficient negotiator and business-minded lawyer** who offers **in-depth expertise, accuracy and clever strategies**”.
Chambers & Partners, 2019

“The **TMT partners** at Nikolinakos & Partners Law Firm are **hands-on and deliver personalised, tailor-made and to-the-point advice**.”
Chambers & Partners, 2019

OUR LAWYERS

"The exceptional and solution-oriented Dina Kouvelou is an excellent strategist and an impressive agency litigator, with vast experience in both competition law and TMT".

Legal500, EMEA, 2019

"Alexis Spyropoulos is strong on data privacy and cybersecurity".

Legal500, EMEA, 2017

"Nikos Nikolinos has profound expert knowledge".

Legal500, 2016

"Dina Kouvelou is very professional and business-oriented".

Legal500, 2015

"Dina Kouvelou has perfect knowledge of the legal TMT and market issues".

Legal500, 2014

"Dina Kouvelou is 'an outstanding TMT counsel' who 'provides a hard-to-find combination of technical and practical legal advice'".

Legal500, 2014

"The 'efficient, reliable' Dina Kouvelou 'consistently delivers a high-calibre service'".

Legal500, 2014

"Nikos Nikolinos is very experienced, knowledgeable, and provides a first-class service".

Legal500, EMEA, 2019

"Nikos Nikolinos is a standout figure in the field of technology law".

Legal500, EMEA, 2018

"Nikos Nikolinos is recognised by market sources for his long-standing presence in the industry".

Chambers & Partners, 2017

"Nikos Nikolinos has been described by market commentators as an impressive counsel who has a business understanding that goes beyond legal matters".

Chambers & Partners, 2016

"Nikos Nikolinos is a notable regulatory expert, respected by clients for his steely determination".

Chambers & Partners, 2015

"Dr. Nikos Nikolinos is a first-class regulatory counsel, a prominent figure and a leader in the electronic communications sector".

Chambers & Partners, 2012



OUR CLIENTS

Our expertise extends across all networks and platforms - fixed, mobile, other wireless applications and the internet. We advise, amongst others:

- National Regulatory Authorities, Governments and academic institutions;
- Telecoms operators (fixed & mobile), internet service and content providers;
- International social media & global marketing and interaction platforms;
- Equipment manufacturers and suppliers;
- Clients from the “transaction processing” sector, such as: financial institutions; card providers; data aggregators; data processors; device manufacturers; E-payment providers;
- High-tech companies, software and system developers, IT hardware vendors;
- Corporate clients executing IT contracts (e.g. outsourcing, procurement, use of cloud services);
- Broadcasters and digital media companies in the film, radio, TV, music and computer games industries;
- A diverse group of clients, who use IT systems/platforms such as: retailers, consumer goods companies, health care providers, medical device companies, financial services companies, insurance providers, electronic publishers;
- Satellite and earth station operators;
- Data Centers;
- E-commerce providers;
- Advertising and marketing services providers and agencies;
- Automotive industry (automotive connectivity issues – regulatory, IP, consumer protection etc.)



EXPERIENCE & EXPERTISE

Our Telecommunications, Media, Technology (TMT) & Digital Business Practice is built upon a strong regulatory/competition, intellectual property, transactional and dispute resolution foundation.

We have gained a strong reputation for providing expert advice (and litigating) on a range of issues relating to:

- Data Protection, Privacy & Cybersecurity
- Emerging Digital Technologies, such as Artificial Intelligence (AI), robotics, and Internet of Things (IoT) / M2M (machine to machine), e.g. smart home, smart city services/hardware
- Digital Platforms / Digital Business
- Big Data & Cloud based processing services
- Electronic Commerce (retail, ticketing, services)
- Electronic Financial Services (e-banking, e-wallets etc.) – Review of designed new services, contractual & liability issues
- Digital Media / New Media
- E-marketing
- Automotive connectivity issues (regulatory, IP, consumer protection etc.)

- On-line gaming & betting
- Interactive Entertainment
- Computer Gaming

- Electronic Communications Regulation
- Access/Interconnection & Broadband
- Regulated Access to Next Generation Access Networks
- MVNOs
- Licensing /Authorization
- Network Sharing agreements/projects
- Spectrum auctions, spectrum sharing /trading
- Radio Frequencies (spectrum) Regulation
- Infrastructure projects (including network roll-out)
- Universal Service Provision

- Broadcasting
- Mobile / Digital Media
- Advertising & Marketing
- Social Media & on-line content regulation
- Mobile TV, IPTV and content services

- Software
- Technology Contracts & IT Outsourcing agreements
- Technology procurement projects
- Systems Development & Integration

ELECTRONIC COMMUNICATIONS – STRATEGIC COUNSELING & AGENCY LITIGATION

Our senior lawyers have substantial **in-house industry experience** and have **filled senior positions** in **government** and **regulatory telecommunications agencies**. Furthermore, we have an exceptional capacity to **represent clients before Regulatory Commissions** as well as **civil** and **administrative courts**.

In particular, our lawyers' **telecoms regulatory experience** includes:

- **Handling a large number of formal proceedings before the National Telecommunications Commission of Greece (EETT)** (such as prosecution / defense in complaints and dispute resolution hearings).
- Representing clients before the National Telecommunications Regulatory Authority (**EETT**) and other competent authorities such as the Hellenic Authority for Communication Security and Privacy (**ADAE**), the Hellenic Data Protection Authority (**HDPA**), Ministries etc **on all regulatory, policy and competition law issues**.
- Handling **judicial disputes before administrative courts** (e.g. **appeals** against decisions of the National Telecommunications Regulatory Authority or Ministries).
- Drafting responses to E.E.T.T. and EU/BEREC Consultations on strategic regulatory issues and coordinating our clients' internal process for aggregation of input on consultations from all departments involved.
- Handling contracts and relations with national & international fixed & mobile operators.
- Leading our clients' interdepartmental working groups that cover all strategic, regulatory and commercial aspects of relations with the incumbent and other Mobile & Fixed Operators.
- Handling consumer protection issues; drafting of compliance procedures and management of written customer complaints and judicial disputes with customers.



DIGITAL MEDIA & ENTERTAINMENT

We enjoy an excellent reputation and position in both the traditional media and publishing sectors and those areas emerging out of converging technologies, such as new media, social media, IPTV, computer games, online and mobile content services.

Areas of Particular Focus:

Digital Media – Assistance to market players (including rights holders, infrastructure / digital carriage providers, aggregators, mobile network operators and ISPs) on the full range of technology transactions. Also, advising on negotiations with mobile application distributors concerning the distribution of apps and content.

Advertising & Marketing – Advising on: advertising agreements; collecting and using customers' data; sales promotions, including price claims and prize competitions; product labelling and packaging requirements; unsolicited direct marketing; consumer protection laws; product safety claims and warranties; trademark infringement; unfair competition law issues. Our team also acts for clients in complaints to the relevant Advertising Authorities in relation to competitors' advertising as well as defending clients against such complaints.

Social Media – We work with the creators and developers of social networks, and those who use them for marketing, brand development and communications. Our expertise includes privacy and data security, advertising agreements, defamation, consumer protection, intellectual property and media regulation. Amongst our clients are some of the largest international social media & global marketing and interaction platforms.



E-BUSINESS & “TRANSACTION PROCESSING INDUSTRY”

We have gained in depth expertise and experience in the e-business & the so-called “transaction processing” industry.

digital platforms / e-business / mobile payments / data security

Our clients are all those who are active in the electronic commerce sector and/or perform on-line advertising campaigns. Our legal advice covers, amongst others, **transactional work, IP law, consumer protection** issues related to the particularities of **on-line business/campaigns** and issues of **privacy and data security** related to e-business.

We advise our clients in relation to new services that involve increased use of personal data and analysis of **“Big Data”**. We also support them on issues such as **internet of things/M2M (machine to machine), e.g. smart home, smart city services/hardware**. Furthermore, we advise on processing contracts, security issues and other related **cloud compliance** challenges.

We act for a variety of financial institutions, mobile network operators, online and high street retailers and service providers, advising on **m-payments, e-money issuer, and mobile ticketing projects** and procedures. We support our clients in relation to **Electronic Financial Services (e.g. e-banking, e-wallets etc.)**. We also advise on **regulatory, IP and on contractual/liability issues** arising in connection with **e-banking** and **e-commerce (retail, ticketing, services)**. Furthermore, we advise on **automotive connectivity issues (regulatory, IP, consumer protection etc.)**

We conduct **data security audits** on behalf of our clients, assessing their existing data security practices and **refining their information security policies and incident response plans** (for further information, please **check our Data Protection & Cybersecurity Practice Brochure**).



TECHNOLOGY PROCUREMENT & IT TRANSACTIONS - TECHNOLOGY CONTRACTS - OUTSOURCING

Many companies procure IT hardware or services or outsource IT functions. We advise on negotiation as well as development of systems, hardware and software procurement, integration and maintenance agreements.

We advise on the outsourcing of information technology and other related services including business processes.

We have significant experience in structuring, drafting and negotiating transactions that include: Intellectual Property development and licensing agreements; supply, distribution and reseller agreements; strategic collaborations and corporate partnerships; joint ventures; research and development agreements; manufacturing agreements; marketing and promotion agreements; outsourcing and services agreements; advertising, marketing and co-branding agreements.

We also offer legal support on the following:

- Preparation of tenders and handling of appeals procedures related to tenders as well as appeals against administrative decisions.
- Review of existing or potential agreements in terms of compliance with competition law.



RECENT DISTINCTIONS

AWARD WINNING

Client satisfaction is the real measure of success for the work we do. But we also value the external recognition gained through the awards we have won.



"A **TMT practice with top talent, deep sector-specific expertise and vast experience**".

Legal500, EMEA, 2021

"The **overall level of service is impressive**, solution-oriented and very customer-focused. It is a **regulatory powerhouse**".

Legal500, EMEA, 2021

"Nikolinakos & Partners Law Firm is **at the forefront of the telecoms, data protection and technology sectors**".

Legal500, EMEA, 2020

"Nikolinakos & Partners Law Firm offers an **impressive combination of telecoms regulatory and data protection / cybersecurity expertise**".

Legal500, EMEA, 2020

"Nikolinakos & Partners LLP is considered to be **'the number one team in telecoms and technology law'**, with a **'top-notch practice for data privacy and cybersecurity matters'**".

Legal500, EMEA, 2019

"This **TMT practice** is **"highly recommended for its deep specialisation, expert knowledge and practical experience"**.

Chambers & Partners, Europe, 2019

"This **TMT practice is formidable, extremely effective, detail-oriented and provides excellent strategic advice.**"

Chambers & Partners, Europe, 2019

"**Prominent practice with deep knowledge on data protection matters**".

Legal500, EMEA, 2018

With **'unique expertise'**, Nikolinakos & Partners is **'at the forefront of the telecommunications and technology sectors.'**

Legal500, EMEA, 2018

"Known as a **key player in the telecoms market.** ... Further expertise in **GDPR compliance** matters. Additionally acts for **clients from the TV and social media** sectors, with particular **experience in data protection law**".

Chambers & Partners, Europe, 2021

"The team is known as a **key player in the telecoms market**, frequently acting on litigation as well as **regulatory and competition proceedings ... considerable expertise in GDPR compliance matters**".

Chambers & Partners, 2020

"The practice **excels** on the dispute resolution, **GDPR**, licensing and **data protection** fronts".

Legal500, EMEA, 2020

"Lawyers at Nikolinakos & Partners Law Firm are hailed as **leaders in regulatory litigation and are also strongly recommended for TMT, antitrust and data protection disputes**".

Legal500, EMEA, 2020

"Known as a **key player in the telecoms market.** particularly for **handling a large number of formal proceedings before the Hellenic Telecommunications & Post Commission.** Also **well known to handle GDPR compliance matters**, as well as **digital media and e-commerce issues**".

Chambers & Partners, Europe, 2019

"Nikolinakos & Partners LLP has an **impressive dispute resolution team** with deep understanding of the local and international markets that is **extremely experienced before the regulatory authorities and administrative courts**".

Legal500, EMEA, 2019

"This **TMT Practice** combines **tremendous legal expertise** with **thoughtful business advice**".

Legal500, EMEA, 2017

“Nikolinakos & Partners' TMT practice has **specialist regulatory and competition law experience**”.

Legal500, EMEA, 2017

“Nikolinakos & Partners LLP is recommended for **TMT regulatory and data protection litigation and advice**”.

Legal500, EMEA, 2017

“The team is known as **a key player in the telecoms and IT markets**”.

Chambers & Partners, Europe, 2016

“**Prominent TMT practice with regulatory expertise in the telecoms and IT sectors**”.

Chambers & Partners, Europe, 2015

“Experienced in representing both **domestic and international clients** before **courts and regulatory authorities**”.

Chambers & Partners, Europe, 2014

“Their **TMT team** “has **deep and extensive knowledge**”.

Chambers & Partners, Europe, 2014

“**The Firm's TMT expertise ranks it not only among the top in Greece, but also at an EU level.**”

Legal500, Europe, 2013

“**Superb reputation for TMT matters**”.

Legal500, EMEA, 2012

“**The Firm's TMT expertise ranks it not only among the top in Greece, but also at an EU level.**”

Legal500, Europe, 2013

“**Top regulatory/competition team in the TMT sector in Greece**”.

Chambers & Partners, Europe, 2012

“This **TMT team is extremely effective, detail-oriented** and provides **excellent strategic advice**”

Legal500, EMEA, 2017

“**Strong on data privacy and cybersecurity**”.

Legal500, EMEA, 2017

“**Well known for advising on data protection, privacy and IT security**”.

Chambers & Partners, 2016

“Nikolinakos & Partners Law Firm provides **guidance on complex matters in an efficient and convincing manner. Its quality and client service are exceptional**”.

Chambers & Partners, Europe, 2016

“Nikolinakos & Partners' **'level of service is very high'** and **'industry knowledge is deep'**, particularly for **regulatory or disputes advice**”.

Legal500, EMEA, 2015

“... particularly recommended for its **high-quality advice in telecoms regulatory and competition law**”.

Legal500, EMEA, 2014

“Nikolinakos & Partners LLP has earned an **'outstanding' reputation, particularly within heavily regulated sectors** such as **TMT**”.

Legal500, Europe, 2013

“**The firm continues to impress with its regulatory and competition expertise**”.

Chambers & Partners, Europe, 2013

“**A leader in the electronic communications sector**”.

Chambers & Partners, Europe, 2012

contacts

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