



Technology, Media & Telecommunications

At KG we are committed to always observing the highest standards and are focused on innovation, integrity, efficiency and constant transformation in order to be ahead of developments. We are a go-to firm and a provider of global legal services for a number of technology companies at the forefront of legal developments in technology-related matters.

Our clients value our advice for its professionalism, responsiveness, and deep understanding of even the most demanding technical issues which solidly support their business perspective in practice.

“Navigating the digital landscape with integrity, expertise and innovative legal solutions. Empowering clients in the digital age.”

About

TMT was traditionally one of the firm's key sectors with our firm pioneering in the legal market in supporting major telecoms providers from the early stages of liberalization of the telecoms market to their subsequent rollouts operation restructurings and reorganizations.

Practice area

- We represent many high-profile clients in the TMT area, regularly work alongside international law firms and cover global aspects of technology transactions.
- We advise several leading IT and telecommunication clients as well as technology-oriented Venture Capital Firms and startups in their early funding stages until their exits.
- We represent national and international clients with respect to regulatory issues under the jurisdiction of the Hellenic Telecommunications and Post Commission ('EETT'), the principal telecommunications regulator in Greece, and the Body of European Regulators for Electronic Communications ('BEREC') in matters such as monitoring of compliance and granting of licenses for the provision of telecommunication services, the installation of electronic communication networks, the use of numbers, use of radio spectrum as well as other complex licensing matters, participation in public consultations launched by EETT, bidding procedures and hearing of complaints.
- We regularly provide detailed regulatory analysis of the key

obligations in the field of telecommunications in Greece for electronic communications service providers and electronic communication networks providers and in particular regulatory obligations of public electronic communications service providers and public electronic communication networks providers in accordance with the General Authorization Regulation Regime and other applicable laws. These include notification requirements, payment of fees, consumer protection law requirements, minimum contract requirements, VoIP service providers' obligations, emergency services and network security obligations and consequences of non-compliance with said obligations. We also advise on the applicable legal framework relating to the use, sub-allocation and transfer of numbers.

- We advise on e-Privacy requirements including questions of confidentiality of information and data retention.
- We provide advice on the Audiovisual Media Services Directive's transposition and implementation.



Landmark projects & work highlights

1. Advised on a multi-jurisdictional subsea cable project involving highly technical regulatory matters including amongst others, ownership models, telecommunications regulation of networks and services, data protection and corporate law issues.
2. Assessed the regulatory landscape for duct and dark fiber infrastructure in Greece.
3. Advised on the establishment of Gateway Earth Stations in Greece, the conclusion of teleport services agreement, assisted with the filings for the acquisition of General Authorization and the granting of Rights of Use of Radio spectrum before EETT and related complex regulatory matters.
4. Provided regulatory analysis concerning the provision of cloud services infrastructure in Greece and interpretation of the new Greek Law 4961/2022 on Emerging Technologies regulating the procurement of G-Cloud H-Cloud and RE-Cloud.
5. Provided a comprehensive outline of the regulatory licensing and contractual framework applicable to the deployment of Fiber to the Home network and the provision of wholesale access services.
6. Provided guidance on regulatory obligations in Greece pertaining to a cloud-based contact center solution.
7. Acted as the litigating arm of one of the three major Greek cellular service providers both in civil and criminal matters relating to the regulations and installations of cellular signal antennas.
8. Provided advice with regard to connected car services, conducting an assessment to determine whether the parties involved in providing the services qualify as ECS providers in Greece. Additionally, evaluated whether notification, authorization, or licensing requirements apply to these stakeholders when delivering the anticipated services in Greece.
9. Provided advice on the acquisition of General Authorization and the potential need to apply for numbering resources before EETT for the use of EU-wide unsteered roaming sim cards.
10. Prepared a detailed opinion on the protection of Satellite Communications Services providers against 5G providers in Greece following the auctioning of the 5G frequencies.
11. Advised on the applicable legislative framework relevant to the enforcement of privacy removal orders and the consequences of non-compliance as well as the obligation of electronic service providers to cooperate with the Government in matters related to public security and national defence orders.
12. Advised on the applicable Greek legal framework with regard to force majeure events and the handling of compensation claims for an outage in the provision of satellite internet services due to a cyberattack.
13. Advised on the regulatory regime governing the provision of SaaS identity verification services and in particular the applicable privacy laws such as the General Data Protection Regulation that require consent for the use of biometrics/facial recognition technologies as well as on the laws relevant to identity collecting processing and storing of government issued IDs.
14. Acted as the sellers' (investors and founders') legal advisors in the landmark M&A transaction of USD 360Mio for the sale of 100% of the shares of Instashop Limited to Delivery Hero which received special commendation by the country's Prime Minister.
15. Acted as legal advisors on an ongoing basis for a prominent multinational company specializing in m-commerce, providing comprehensive legal guidance on Greek regulatory laws. Reviewed EETT's Multimedia Information Regulation with respect to innovative services offered to subscribers of telecommunication service operators via the company's developed apps. Also represented the company in administrative and criminal litigation, addressing alleged regulatory violations and customer complaints.
16. Acted as legal advisors to the lending banks and shareholders involved with a Greek listed telecom and pay-tv company in relation to the management of their credit exposure. Conducted due diligence on technical and content agreements as part of this assignment.
17. Advised in relation to the preparation of a standardized documentation package for a company's investment portfolio, including term sheets, shareholder agreements, and convertible loans. Additionally, drafted and negotiated on an ad hoc basis Equity Subscription and Shareholders' Agreements and/or Convertible Loans per deal.
18. Provided ongoing regulatory support to a client across various matters, including advocating with the Competition Authority regarding the removal of a provision in the transportation law. Offered guidance on exemptions under the Payment Services Directive 2 and supported the launch of Uber-style services in South America.



**KYRIAKIDES
GEORGOPOULOS**
LAW FIRM



Our People

KG Law Firm's TMT Law practice provides regulatory consultation and monitors our clients' regulatory compliance in alignment with the electronic communications framework and its various aspects. Konstantinos Gr. Vouterakos heads the TMT sector and is further supported by specialist lawyers with skills covering all aspects of telecommunications, digital economy, postal services, and media. This expertise encompasses corporate/M&A, commercial transactions, regulatory compliance, finance, competition law, administrative law, cybersecurity, data privacy and protection, outsourcing, employment law, intellectual property, dispute resolution, Startups & Innovation, and tax advisory services.

“Professionalism, responsiveness and deep understanding of even the most demanding technical issues.”

Contact



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