



Technology, Media & Telecommunications

Practice Profile

ABOUT HSA

The legal profession is changing rapidly in light of market disruption, changing client expectations and technological developments. Established in 2003, HSA's focus on continuing evolution has enabled us to constantly adapt to emerging market dynamics and deliver consistent value to clients.

We are a full-service law firm that prides itself on combining knowledge, experience and expertise to create outcome-oriented solutions and ensure our clients stay ahead of emerging opportunities and risks. Our areas of expertise include Projects, Energy & Infrastructure; Banking & Finance; Restructuring & Insolvency; Corporate & Commercial; Regulatory & Policy; Defence & Aerospace; Dispute Resolution; Environment, Health & Safety; Real Estate; Securities & Capital Markets; Technology, Media & Telecommunications; Taxation and Investigations.

We are a law firm built around people. We embrace collaboration while advising our clients and assemble teams of experts to bring the right talent to address every client issue. Our belief in delivering legal advice that recognizes each clients' strategic goals and business requirements allows us to offer pragmatic and implementable support across our platform of practices and sectors.

We measure our success by the service we provide to clients, irrespective of the size, scope and scale of the matter at hand. We are a team of 30+ partners and over 150 professionals based out of four offices across India's major cities – Delhi, Mumbai, Bengaluru and Kolkata.



The key strength of the team is that there is partner involvement throughout the course of assignments which ensures quick turnaround of deliverables.

~ Chambers and Partners



HSA Advocates is an excellent law firm with proactive approach and exceptional team which provides prompt service and very clear opinions.

~ Legal 500



Praised for having 'great knowledge' of the practice area and for 'clear' communication of complicated legal matters to clients.

~ RSG India Report



TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

IN INDIA

The Technology, Media & Telecommunications (**TMT**) sectors remain as fascinating as ever, and organizations are taking significant steps to realize the potential of emerging technologies such as Internet of Things (**IoT**), machine learning and artificial intelligence.

India's USD 150 billion technology services industry has the potential to play a key role for global businesses by building a robust supply of talent, business models and frameworks for accelerating deployments. In addition to the business use cases, public sector can also leverage the product and talent ecosystem in the country and improve the quality of experience in citizen services.

Akin to technology sector, media industry is also experiencing rapid changes. Over the Top (**OTT**) growth and regional content library is expected to increase its share on OTT platform. It is predicted that production houses may use the OTT route to release content, such as movies, before their television premiers. Advertising revenue share from the digital platforms will increase as a fall out and the pace of growth will be exponential.

India has rapidly emerged as a preferred destination for global corporations seeking to explore TMT sector as well as do R&D for new and advanced technologies. The sector presents unique challenges such as issues relating to permanent establishment, transfer pricing, intellectual property, data privacy and protection and security along with incorporation of same into various contracts and agreements.

Start-ups are a key constituent of the technology ecosystem and India's dynamic market for technology enabled services provides an interesting opportunity for startups to provide localized solutions.

HSA Advantage

- Commercially sensitive understanding of attendant legal challenges developed through regular secondments to some of the largest TMT companies and consultants
- Experienced team with proven capabilities across all primary segments within the TMT space including e-publishing, big data, technology, IoT, cinematography, media and telecom
- Robust network of relationship with law firms in other jurisdictions to provide pertinent advice on matters relating to cross-border transactions

OUR

SERVICE OFFERINGS

Business strategy

- Market entry, risk assessment, business planning support
- Advisory support on Defence Procurement Procedure (DPP) and policies, program categorization and its impact on business strategy
- Due diligence and attendant transaction support
- Revenue structuring support
- Bid process assistance

Permits/consents/due diligence

- Gap-assessment and corrective measures for optimal compliance
- Advise on permits and consents required from various regulatory authorities under various environmental laws
- Proactive risk mitigation in respect of environmental and regulatory risks
- Suggestive and corrective measures on environmental irregularities and violations along with advising on appropriate solutions

Regulatory

- Obtaining the requisite regulatory approvals for setting up and carrying on operations in India
- Advising clients on the protection of intellectual property, information technology, confidentiality, enforcement of foreign awards/judgments, etc.
- Advisory support with respect to various structuring issues involved investing into Indian market, determining tax favorable jurisdiction for investment, permanent establishment and transfer pricing instruments
- Advise on Business models to mitigate legal/regulatory risks for undertaking businesses
- Advising on employment laws and drafting policy and procedures, employment agreements, etc
- Advisory support in respect of competition compliance

Documentation

- Drafting, negotiating term sheets, shareholders agreement, share purchase agreements, JV and other corporate agreements
- Drafting master service agreement, service level agreements, built-operate transfer agreements, software license and distribution agreements, end-user license agreements, reseller agreements, technology transfer agreements and other outsourcing agreements
- Drafting privacy policies, disclaimers, website terms to ensure compliance under Indian laws

Due diligence

- Legal due diligence of corporations from both investor and investee perspective
- Identification of critical issues for strategic and financial investor in companies engaged in TMT sector

Data protection

- Advisory on data protection laws and its implication on multinationals based on business model and nature of information processed/stored/collected
- Conduct training programs in Data Privacy and Corporate Compliance
- Advising on copyright protection and brand strategies

OUR PRACTICE

HIGHLIGHTS

ALLOT COMMUNICATIONS

On drafting and negotiating the supply and services contracts and advised on telecoms regulatory and tax matters as equipment supplier for Reliance Jio Infocomm 4G roll out in India

ADNET INFOSYSTEMS INDIA

On a range of commercial agreements relating to image-retouching, generation of metadata, preparing stock imagery and digital asset management solutions

ASKME/GETIT INFOSERVICES

On its diverse contracts, arrangements and transactions as may be entered into by its group companies, Askme/Askme Bazaar/Askme Pay/ Askme Grocery/ Mebelkart/Findit from time to time as part of its business

BG EXPLORATION AND PRODUCTION INDIA

On telecoms regulations relating to BG's VOIP and CUG network roll out connecting its offices in various jurisdictions including its head office in UK with its Indian offices through internet net telephony

CITRUS PAY

On all its corporate legal, contracting, investments and other related legal matters including for its tie up with pre-paid gift card company Qwikilver

FIRST DATA

On setting up a 24x7 call centre in Thane, New Delhi and IT/ITES unit in Pune, including obtaining International OSP and Domestic OSP licenses and advising on other regulatory and DoT matters and SEZ matters

On the acquisition of the entire merchant business of ICICI Bank, and also on the collaboration for setting up ICICI Merchant Services Ltd., a joint venture between First Data Corporation and ICICI Bank

GARTNER INDIA RESEARCH & ADVISORY SERVICES

On their shared services/outsourcing centres (including in Chennai, Pune and Gurgaon) including advising on licensing, regulatory/DOT matters

GUJARAT INTERNATIONAL FINANCE TEC-CITY AND GIFT SEZ

On project implementation related to GIFT City

HARRIS CORPORATION, USA

On providing legal advisory and assisting them with respect to setting up of a wholly owned subsidiary in India

HERO ELECTRONIX

On all its corporate legal, contracting, investments and other related legal matters

I SQUARED CAPITAL PTE LTD, SINGAPORE

On acquiring entire sub-sea cable business, data center business and Indian enterprise of business of Reliance Communications Limited comprising of (i) national long-distance services (**NLD**), (ii) international long-distance services (**ILD**) and (iii) unified access services (20 circles) (**UAS**)

ICICI VENTURE (IVEN)

One of the largest home-grown PE funds in India, backed by ICICI Bank in relation to a multi-layered transaction, being carried pursuant to the Scheme on the basis of which Qube Cinema will first demerge its business of providing technology solutions and services in the film, video and audio domains, including digital cinema advertising, into Qube Digital Cinema This will eventually be merged with UFO Moviez India after IVEN and UFO buy a stake in Qube Digital from private equity investors

INDUS TOWERS INDIA

On the effect of the charges payable by the remaining operators on an existing sharing operator under the Master Agreement

LAVA INTERNATIONAL

In raising USD 30 million from an affiliate of Chinese state-owned technology major Tsinghua Holdings

QUIPPO TELECOM INFRASTRUCTURE

On the acquisition of diverse mobile telephone transmission towers and related assets and equipment

RELIANCE MEDIA WORKS AND PHANTOM FILMS

In relation to complete buy out of Siddhartha Basu and associates from Big Synergy Media

RELIANCE BIG ENTERTAINMENT

In relation to its joint venture with Mr Rohit Shetty, Funango Entertainment and Friday Film works

STAR INDIA

In relation to acquisition of films, and drafting and review of contracts, as required by Star India from time to time

THE INDIAN FILM COMPANY

On various operational aspects in the media industry from a legal perspective and have, assisted with structuring, drafting and negotiating agreements with various artists, directors and other key personnel etc

VALUABLE GROUP

On the legal and regulatory framework governing broadcasting and cable television services in India

VERINT SYSTEMS

In relation to supply of equipment by a foreign vendor and the Department of Telecommunications' security restrictions/obligations which are placed on a TSP and/or foreign equipment/product/service suppliers

HSA

AT A GLANCE

Full-service capabilities

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|  BANKING & FINANCE |  PROJECTS, ENERGY & INFRASTRUCTURE |
|  COMPETITION & ANTITRUST |  PROJECT FINANCE |
|  CORPORATE & COMMERCIAL |  REAL ESTATE |
|  DEFENCE & AEROSPACE |  REGULATORY & POLICY |
|  DISPUTE RESOLUTION |  RESTRUCTURING & INSOLVENCY |
|  ENVIRONMENT, HEALTH & SAFETY |  TAXATION |
|  INVESTIGATIONS |  TECHNOLOGY, MEDIA & TELECOMMUNICATIONS |

GLOBAL RECOGNITION



STAY CONNECTED



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