

## IT, TELECOMS AND THE INTERNET

**Baker & McKenzie SCP** ◊  
**Bird & Bird** ◊

1

**Alain Bensoussan-Avocats**  
**Allen & Overy LLP**  
**DLA Piper** ◊  
**Derriennic Associés**  
**Féral-Schuhl/Sainte-Marie**  
**Gide** ◊  
**Latham & Watkins** ◊  
**Norton Rose Fulbright**

2

**Aramis** ◊  
**Astura**  
**August & Debouzy** ◊  
**Behring**  
**Cotty Vivant Marchisio & Lauzeral** ◊  
**Franklin** ◊  
**Herbert Smith Freehills LLP**  
**Hogan Lovells (Paris) LLP** ◊  
**Latournerie Wolfrom & Associés** ◊  
**Stehlin & Associés**

3

Firms are listed A-Z within tiers

◊ indicates firm displays contact details at the end of this chapter

**Féral-Schuhl/Sainte-Marie** provides 'added value' on major IT contracts and is excellent in IT disputes. IP, data, e-commerce and cyber security are also strong areas of expertise. The boutique advises major banks and corporations such as Vinci Park and Janssen-Cilag. The 13-lawyer team is led by: Christiane Féral-Schuhl, who is a cyber-arbitrator for the WIPO; Bruno Grégoire Sainte Marie; Etienne Papin; 'very tough negotiator' Olivier de Courcel, who is 'always keen to propose solutions and identify potential issues'; and the committed Olivia Luzi, who delivers 'straight-to-the-point advice'.

**Gide** provides 'excellent services' in the IT and data fields and assists major groups on the implementation of IT systems. It advised Vietinbank on overhauling its information system worldwide and on sensitive matters regarding the supply of financial data. The firm represents numerous telecoms operators and state entities in France and Africa, such as advising Millicom on networks and services licensing matters in Chad. Niel Telecom and Zain KSA are also clients. The team includes Thierry Dor, who creates 'trustful relationships with his clients', and telecoms experts Olivier Cousi and Rémy Fekete.

**Latham & Watkins'** team gives 'very pragmatic and reactive advice' and has 'a straightforward approach in negotiations'. It is instructed on complex, global IT and telecoms projects and manages high-stake litigation. Clients include LVMH, L'Oréal and Publicis. Myria Saarinen leads the practice alongside the 'fantastic', 'highly reliable' Jean-Luc Juhan.

Marc d'Haultfoeuille heads **Norton Rose Fulbright's** five-lawyer team, which assists prominent French clients including Axa, BNP and Carrefour with IT projects. The practice recently advised on a number of software infringement matters and represented El Telecom during the acquisition of Auchan Telecom. Of counsel Nadège Martin is also highly active.

**Aramis** is expert in e-payment platform systems and advised Wirecard on a 'Near Field Communication' payment programme with Orange. Benjamin May heads the team, which advises companies on implementing IT and telecoms systems and manages related litigation. It is representing Alstom in a data centre outsourcing dispute.

**Astura** provides 'highly satisfactory service' in complex IT contractual matters and projects. Practice head Matthieu Mélin is 'a true expert with acute knowledge of how IT companies work'.

The 'excellent, rapid and efficient' team at **August & Debouzy** advises large technology users and suppliers regarding large IT projects and litigation. It regularly assists Hybris with software licensing agreements. The team has become a major reference for data privacy work. Ikea, Lapeyre, Microsoft and Dalkia are clients. Mahasti Razavi and Florence Chafiol-Chaumont are highly regarded.

**Behring** provides 'excellent service' including 'excellent comprehension of the IT and telecoms business'. The four-lawyer team 'has great knowledge of the telecoms field and peculiarities of emerging countries'. It advises leading telecoms operators, as well as IT providers and users. Anne-Solène Gay, who co-founded the defunct law firm YGMA, has 'excellent knowledge of the industry' and is 'a fine negotiator and solution-oriented'.

Guillaume Seligmann heads **Cotty Vivant Marchisio & Lauzeral's** team, which produces 'high-quality work' and assists French corporations with IT and data projects. Clients include LVMH.

**Franklin** is 'a great, most helpful and responsive firm' that provides 'rapid and efficient' advice. It advises leading telecoms and internet companies and has strong contractual and litigation expertise. The team assisted Altice and Numericable with various matters, including Numericable's acquisition of SFR and on a €2.5bn litigation with Orange where it recently obtained a landmark decision restricting the telecoms authority's sanction powers. Encryption and online payment are also strong areas of expertise, and of counsel Laetitia de Pellegars 'knows in detail the world of online payment'. Practice head Bradley Joslove has 'artful contract negotiation skills'.

**Herbert Smith Freehills LLP** delivers 'excellent-quality work' and has 'very good industry knowledge' of the internet sector, wherein the firm advises leading companies on IP and data issues. Google, YouTube and Twitter are clients.

## OTHER RECOMMENDED FIRMS

**Alyanakian Avocats**  
**Bersay & Associés** ◊  
**CMS** ◊  
**Courtois Label** ◊  
**DS Avocats** ◊  
**De Gaulle Fleurance & Associés** ◊  
**Deprez Guignot & Associés**  
**Fieldfisher** ◊  
**Gilles Vercken Law Firm** ◊  
**Gramond & Associés**  
**Hugotavocats**  
**ITLAW Avocats**  
**Jones Day** ◊  
**K&L Gates LLP**  
**Kahn & Associés**  
**Lawint**  
**Lawways**  
**Lefèvre Pelletier & associés** ◊  
**Magenta**  
**NomoS**  
**Osborne Clarke** ◊  
**Pinsent Masons LLP** ◊  
**Simmons & Simmons LLP**  
**Staub & Associés**  
**Taylor Wessing** ◊  
**Teissonnière Sardain Chevê**  
**Watson Farley & Williams LLP**  
**White & Case LLP** ◊

Firms are listed A-Z

◊ indicates firm displays contact details at the end of this chapter

The six-lawyer team has strong litigation expertise and also advises major companies on the implementation of global data systems. Alexandra Néri is 'one of the best IP/IT lawyers in France'. Of counsel Sébastien Proust also ranks 'among the best advisers in France'. Olivier Haas joined **Jones Day**.

**Hogan Lovells (Paris) LLP** is regularly retained by leading internet companies regarding internet, data and domain name issues. Clients include eBay, Amazon and Facebook. The firm also advises large corporations on data privacy issues and has strong expertise in telecoms, where clients include Vodafone. Winston Maxwell is the key contact and Mikael Salmela is also active.

Headed by the experienced Marie-Hélène Tonnellier, **Latournerie Wolfrom & Associés'** IT, internet and data practice advises major groups such as Axa Groupe Solutions, FNAC and Bolloré, and recently assisted ERDF with establishing a new digital customer application. Telecoms practice head Téréence Cabot regularly assists Free.

**Stehlin & Associés** advises leading Anglophone IT and internet providers and users on IT and data issues. Practice head Frédéric Lecomte and Elise Weisselberg are the names to note.