



## Phillip R. Marchesiello

MANAGEMENT COMMITTEE MEMBER

Office Washington DC

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Phil develops practical solutions to challenging business and legal issues raised by FCC and state public utility commission rules and policies. His combination of transactional, policy, and compliance experience across the media, telecommunications, and technology sectors enables Phil to understand and effectively navigate the regulatory and commercial environments that shape his clients' businesses objectives.

Often working closely with his clients' in-house and outside corporate teams, Phil helps negotiate enterprise-level information technology and telecommunications agreements, as well as infrastructure deployment contracts, including right-of-way access and pole attachment agreements for small cells and 5G infrastructure; structuring transactions to comply with applicable regulatory requirements. He also manages the FCC and PUC regulatory approval processes for transactions. He believes in a collaborative approach to negotiations that provides his clients with as much legal and business-side protection as possible while still getting to "yes."

Phil also represents communications companies before the FCC in policy advocacy, licensing, and compliance matters, including clients in the equipment manufacturing, Telecommunications Relay Services, inmate calling services, high-speed communications links, submarine cable deployment and licensing, and Mobile Satellite Service sectors.

### PRACTICE AREAS

Telecommunications and Media  
Voice Communications  
Video Distribution Regulation  
International and Space Communications  
Transactions  
Transportation and Emerging Technologies  
Internet of Things

### BAR ADMISSIONS

Virginia, 2001  
District of Columbia, 1999  
Maryland, 1997

### EDUCATION

J.D. magna cum laude, Georgetown University Law Center, 1997  
B.A. (Economics) cum laude, St. Mary's College of Maryland, 1994