



Advertising, marketing and promotions

Our nationally recognized advertising team helps media companies and major brands produce and distribute content, structure and negotiate sports, entertainment and digital marketing deals, and navigate the ever-changing legal landscapes that affect how their advertising, marketing and promotional campaigns are activated across all media. We represent major consumer brands, major film studios, broadcast and cable television networks, online and mobile video distribution channels, retailers and their respective advertising, marketing and promotions agencies in all aspects of sports marketing, entertainment marketing and interactive marketing, as well as in innovative branded entertainment and e-commerce initiatives.

Among our clients are high-profile major consumer brands across every professional sport (NFL, NBA, MLB, NHL, MLS and NASCAR) in the United States, major motion picture studios, and broadcast and cable television networks.

Our transactional advertising practice includes structuring and negotiating media planning and buying agreements and league-level and team-level sports marketing and sponsorship agreements; preparing endorsement agreements with athletes, influencers and Hollywood celebrities; structuring and activating commercial co-venture campaigns; preparing and negotiating joint promotion alliances for product launches and tent-pole motion picture releases, e-sports telecasts, virtual reality productions and other innovative content initiatives; and analyzing and licensing copyright, trademark, publicity and other intellectual property rights associated with such projects.

We also assist with structuring and activating social media campaigns, branded entertainment initiatives and customer loyalty programs; licensing and protecting intellectual property rights; reviewing and clearing advertising copy for use in online and offline media; and negotiating creative agency engagement agreements.

In addition, we advise clients on compliance with state and federal regulations governing online and mobile gaming, fantasy sports initiatives and some of the highest profile sweepstakes promotions and competitions in the country.

Because every advertising campaign and content distribution project involves some level of consumer privacy, as well as the occasional employee privacy issue, we work closely with our Data Protection and Privacy team to navigate the US and non-US privacy and data protection laws and regulations that regulate the collection, use, sharing and protection of such data.

CAPABILITES

- Negotiating sports marketing agreements and structuring the corresponding campaigns
- Negotiating endorsement agreements on behalf of major retailers and consumer brands with athletes, social media influencers

RELATED SERVICES

- Intellectual Property and Technology

RELATED SECTORS

- Media, Sport and Entertainment

and A-list celebrities from the sports, fashion, music and entertainment industries

- Negotiating entertainment marketing agreements and structuring the corresponding campaigns in connection with tent-pole film releases
- Structuring online, mobile and branded entertainment initiatives
- Navigating the state, federal and international privacy laws implicated by such initiatives and campaigns
- Preparing creative agency and media planning and buying agreements and the statements of work corresponding to complex campaigns
- Structuring national commercial co-venture campaigns in which the purchase of a product also benefits a nonprofit or charitable organization
- Advising on compliance with state and federal regulations governing online and mobile gaming, fantasy sports, virtual currencies, digital goods and some of the highest profile sweepstakes promotions and competitions in the country
- Resolving disputes that arise between competitors in connection with national advertising through negotiation, litigation and National Advertising Division (NAD) proceedings

INSIGHTS

Publications

Who's that bot? California requires clear disclosure starting 7/1/2019

20 June 2019

A California law attempts to tackle the problem of automated online accounts that simulate conversation – and that are used to confuse or deceive.

***District of Columbia v. Facebook*: General Consumer Protection Statute can serve as vehicle for state attorney general seeking redress for data privacy violations**

12 June 2019

This case should be carefully examined by entities that collect data for a number of reasons.

In-venue streaming and broadcasting of live sporting events – key legal issues for sports clubs and leagues

25 MAR 2019

Approaches to consider for US sporting event organizers seeking to combat peer-to-peer broadcasting of live events.

DOJ reverses its 2011 Opinion, concludes Wire Act prohibitions “sweep beyond sports gambling”

18 JAN 2019

An opinion that will have a significant effect on the Internet gaming and lottery industries.

5 antitrust trends to watch in 2019

14 JAN 2019

2018 was a memorable year for antitrust law and all signs point to 2019 being equally memorable.

FTC finds keyword search advertising agreements anticompetitive

19 NOV 2018

A decision that could have far-reaching implications for retailers and manufacturers engaged in direct online sales.

Copyright in esports: a top-heavy power structure, but is it legally sound?

27 SEP 2018

Central to the esports industry are novel intellectual property issues arising from the structure of the esports ecosystem.

NEWS

Six-partner group joins DLA Piper across key markets and practice groups from coast to coast

18 July 2019

DLA Piper announced today the addition of a six-partner group whose members will be part of the firm's Corporate, Intellectual Property and Technology, and Litigation practices. The partners will be based in San Francisco, Los Angeles, Silicon Valley and New York.

DLA Piper to advise ITW Global Leaders' Forum on blockchain-based telecoms platform

2 July 2019

DLA Piper has been appointed to advise the ITW (International Telecoms Week) Global Leaders' Forum (GLF) on the launch of a special purpose vehicle that will develop a live, blockchain-based platform.

DLA Piper's Mark Radcliffe named to the *National Law Journal's* list of Technology Trailblazers

10 June 2019

DLA Piper is pleased to announce that Mark Radcliffe, a Silicon Valley-based partner, has been named to the *National Law Journal's* list of Technology Trailblazers.

DLA Piper's Gina Reif Ilardi named to the *New York Law Journal's* inaugural list of New York Trailblazers

20 MAY 2019

DLA Piper is pleased to announce that Gina Reif Ilardi, the co-chair of the firm's National Advertising team, has been named to the *New York Law Journal's* inaugural list of New York Trailblazers.

DLA Piper announces launch of Artificial Intelligence practice

14 MAY 2019

DLA Piper announced today the launch of its Artificial Intelligence practice, which will focus on assisting companies as they navigate the legal landscape of emerging and disruptive technologies, while helping them understand the legal and compliance risks arising from the creation and deployment of AI systems.

Andrew Serwin joins DLA Piper's Intellectual Property and Technology practice in San Diego

7 MAY 2019

DLA Piper announced today that Andrew Serwin has joined the Data Protection, Privacy and Security subgroup of the firm's Intellectual Property and Technology practice as a partner in San Diego.

DLA Piper lawyers and practices ranked in latest Chambers edition

30 APR 2019

DLA Piper today announced that 158 of the firm's lawyers and 64 of its practices were ranked in *Chambers USA's* 2019 guide.

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Thomas Dombrowsky named to NTIA Commerce Spectrum Management Advisory Committee

26 APR 2019

DLA Piper is pleased to announce that Thomas Dombrowsky has been named to the Commerce Spectrum Management Advisory Committee (CSMAC) of the US Department of Commerce's National Telecommunications and Information Administration.

DLA Piper announces partnership promotions for 2019

1 APR 2019

DLA Piper is proud to announce that 77 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2019 in the United States and May 1, 2019 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 43 different offices throughout 20 countries.

DLA Piper hosts leading business and diplomacy conference

14 MAR 2019

DLA Piper's London office has hosted the Annual Conference of the International Diplomatic and Business Exchange (IBDE).

Nancy Victory named to the *National Law Journal's* 2019 list of Intellectual Property Trailblazers

4 MAR 2019

DLA Piper is pleased to announce that Nancy Victory, co-chair of the firm's global Telecom practice, has been selected as a 2019 Intellectual Property Trailblazer by the *National Law Journal*.

DLA Piper announces launch of Blockchain and Digital Assets practice

26 FEB 2019

DLA Piper announced today the launch of its Blockchain and Digital Assets practice, which will offer strategic advice on a global basis to address the needs of companies implementing blockchain technology solutions and creating and deploying digital assets.

DLA Piper recognized for fourth consecutive year as a top outsourcing advisor

26 FEB 2019

DLA Piper is pleased to announce that the firm has been selected for the 2019 Best of the World's Best Outsourcing Advisors list by the International Association of Outsourcing Professionals (IAOP).

DLA Piper joins Governing Council for Hedera Hashgraph

20 FEB 2019

DLA Piper has joined the initial group of Governing Council members for Hedera Hashgraph, a next-generation public ledger designed to have highly diversified governance and the most distributed consensus at scale. The announcement was made at Hedera Hashgraph's first annual summit in Seoul, Korea.

As part of the council, DLA Piper will help oversee changes to the software run by millions of Hedera distributed nodes over time. The governing council has been established to ensure stability and guaranteed continued decentralization to the Hedera Hashgraph distributed public ledger.

Michael Furrow and Brian O'Reilly join DLA Piper's Intellectual Property and Technology practice in New York

20 FEB 2019

DLA Piper announced today that Michael Enzo Furrow, Ph.D., and Brian David O'Reilly have joined the firm's Intellectual Property and Technology practice as partners in New York.

Edward J. McAndrew joins DLA Piper's Intellectual Property and Technology practice in Wilmington and Washington, DC

19 FEB 2019

DLA Piper announced today that Edward J. McAndrew has joined the firm's Intellectual Property and Technology practice as a partner based in Wilmington and Washington, DC.

DLA Piper bolsters Data Protection practice

4 FEB 2019

DLA Piper in Germany has hired Intellectual Property & Technology of counsel Prof Dr Jürgen Taeger, who joined the firm's Cologne office with effect from 1 February 2019.

Tracy Shapiro joins DLA Piper's Intellectual Property and Technology practice in San Francisco

7 JAN 2019

DLA Piper announced today that Tracy Shapiro has joined the firm's Intellectual Property and Technology practice as a partner in Northern California.

Michael Jay joins DLA Piper's Intellectual Property and Technology practice in Los Angeles

3 JAN 2019

DLA Piper announced today that Michael Jay has joined the firm's Intellectual Property and Technology practice as a partner in Los Angeles.

DLA Piper lawyers ranked in *Chambers FinTech*

14 DEC 2018

DLA Piper is pleased to announce that the firm was ranked in the USA Legal 2019 edition of *Chambers FinTech*.

Five DLA Piper partners recognized in *Variety's* 2018 Dealmakers Impact Report

5 DEC 2018

DLA Piper is pleased to announce that five of its partners have been selected for *Variety's* 2018 Dealmakers Impact Report. The list honors the year's most accomplished dealmakers across all sectors of the entertainment industry who "keep the wheels of Hollywood turning, the content flowing and the money coming in."

David Markman joins DLA Piper's Media, Sport and Entertainment sector in Los Angeles

14 NOV 2018

DLA Piper announced today that David Markman has joined the firm's Media, Sport and Entertainment sector and Intellectual Property and Technology practice as a partner in Los Angeles, and will also serve as co-chair of the firm's Entertainment Transactions practice.

DLA Piper achieves victory for group of home builders in patent infringement suit

9 NOV 2018

DLA Piper recently achieved a significant victory for Pulte Homes, Inc., Lennar Corporation (formerly The Ryland Group, Inc. and CalAtlantic Homes), Shea Homes, and Taylor Morrison, Inc., defendants in a decade-long patent infringement suit.

Seasoned entertainment and media attorneys Tom Ara and Robert Sherman join DLA Piper as co-chairs of Entertainment Finance practice, Ara to chair Entertainment Transactions practice

25 OCT 2018

DLA Piper announced today that accomplished attorneys Tom Ara and Robert Sherman have joined the firm to lead the Entertainment Finance and Transactions practices based out of the firm's Century City office in Los Angeles.

Larissa Bifano named to the *Massachusetts Lawyers Weekly's* 2018 Top Women in Law list

18 OCT 2018

DLA Piper is pleased to announce that Larissa Bifano, a partner in DLA Piper's Boston office and co-chair of the Patent Prosecution practice, was named to the *Massachusetts Lawyers Weekly's* 2018 Top Women in Law list.

Eric Grossman named to the *Washingtonian* magazine 2018 Tech Titans list

24 SEP 2018

DLA Piper is pleased to announce that Eric Grossman has been named a 2018 Tech Titan on the *Washingtonian* magazine's list of the "the most important and innovative people in Washington's digital economy."

DLA Piper adds Michael Dougherty and Tony Pezzano to Intellectual Property and Technology practice in New York

19 SEP 2018

DLA Piper announced today that Michael Dougherty and Tony Pezzano have joined the firm's Intellectual Property and Technology practice as partners in New York.

DLA Piper advises Nemetschek on acquisition of MCS Solutions

31 AUG 2018

DLA Piper has advised the software supplier Nemetschek SE on the acquisition of the real estate and facilities technology firm MCS Solutions in Belgium, Sweden, India and the USA. The acquisition sees Nemetschek SE gain access to the rapidly growing market in building management.

Ferillia Roberson recognized on 2018 National Bar Association 40 Under 40 list

23 JUL 2018

Ferillia Roberson has been named to the National Bar Association's 2018 list of 40 Under 40 Nation's Best Advocates.

Eric Hagen joins DLA Piper's Intellectual Property and Technology practice in Los Angeles

12 JUL 2018

DLA Piper announced today that Eric Hagen has joined the firm's Intellectual Property and Technology practice as a partner in Los Angeles.

DLA Piper wins Legal Adviser of the Year and recognized as UK Top Performer 2018 by Global Sourcing Association

25 MAY 2018

DLA Piper's Global Co-Head of Technology Sector, Kit Burden, was last night named Legal Adviser of the Year at the Global Sourcing Association (GSA) UK Top Performers and Professional Awards, held at the Hilton Manchester Deansgate

DLA Piper announces new US and regional Intellectual Property and Technology practice and subgroup leaders

1 MAY 2018

DLA Piper is pleased to announce that Boston-based partner Larissa Park has been named co-head of the firm's Patent Prosecution practice, partners Matthew Satchwell and Keith Medansky have been named co-heads of the Chicago Intellectual Property and Technology practice and partner Nicholas Papastavros has been named head of IPT in Boston.

Mark Fowler named to the *Daily Journal's* Top Intellectual Property Lawyers list

18 APR 2018

DLA Piper is pleased to announce that Mark Fowler, global co-chair and US chair of DLA Piper's Patent Litigation practice, has been selected as a Top Intellectual Property Lawyer by the *Daily Journal*.

DLA Piper announces partnership promotions for 2018

3 APR 2018

DLA Piper is proud to announce that 62 lawyers have been promoted to its partnership. The promotions are effective as of 1 April 2018 in the United States and 1 May 2018 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 42 different offices throughout 20 countries.

Tamany Bentz joins DLA Piper's Intellectual Property and Technology practice in Los Angeles

19 MAR 2018

DLA Piper announced today that Tamany Bentz has joined the firm's Intellectual Property and Technology practice as a partner in Los Angeles.

DLA Piper wins significant victory for 7-Eleven

16 MAR 2018

DLA Piper won a significant victory for its client, 7-Eleven, in a putative class action that was filed against 7-Eleven in the United States District Court for the Central District of California.

Mark Fowler named a *National Law Journal* 2018 Intellectual Property Trailblazer

6 MAR 2018

DLA Piper is pleased to announce that Mark Fowler, global co-chair and US chair of DLA Piper's Patent Litigation practice, has been selected as a 2018 Intellectual Property Trailblazer by the *National Law Journal*.

DLA Piper names Thomas Zutic chair of Trademark, Copyright & Media practice in Washington, DC

06 MAR 2018

DLA Piper has announced that partner Thomas Zutic has been named chair of the firm's Trademark, Copyright & Media practice in Washington, DC.

DLA Piper adds Clayton Thompson and Jake Zolotorev to Intellectual Property and Technology practice in Silicon Valley

27 FEB 2018

DLA Piper announced today that Clayton Thompson and Yakov "Jake" Zolotorev have joined the firm's Intellectual Property and Technology practice as partners in Northern California.

DLA Piper expands Media, Sport and Entertainment capabilities with addition of Ben Mulcahy and Gina Reif Ilardi

26 FEB 2018

DLA Piper announced today that Ben Mulcahy has joined the firm's Intellectual Property and Technology practice as a partner in Los Angeles and Gina Reif Ilardi has joined the IPT practice as a partner in New York.

DLA Piper advises Harrison Street on Crosslane joint venture

5 FEB 2018

Global law firm DLA Piper has advised leading real estate investment firm Harrison Real Estate Capital LLC, on its joint venture with Crosslane Property Group UK, a real estate company specialising in purpose built student accommodation (PBSA) across the UK and Continental Europe.

R. David Whitaker joins DLA Piper's Intellectual Property and Technology practice in Chicago

5 FEB 2018

DLA Piper announced today that R. David Whitaker has joined the firm's Intellectual Property and Technology practice as a partner in the Chicago office. His arrival follows that of his colleague, Margo H.K. Tank, who recently joined the firm as a partner in the Washington, DC, office.

Businesses still not fully aware of Data Protection issues

31 JAN 2018

DLA Piper has released its second Data Privacy Snapshot report, finding that once again, company global privacy programs have gaps in meeting increasingly demanding global privacy principles. Significantly, it appears that many companies are falling short of data protection obligations under the General Data Protection Regulation (GDPR), which will start to apply from 25 May 2018.

Margo Tank joins DLA Piper's Intellectual Property and Technology practice in Washington, DC

29 JAN 2018

DLA Piper announced today that Margo Tank has joined the firm's Intellectual Property and Technology practice as a partner in the Washington, DC, office.

John Beahn joins DLA Piper's rapidly growing Telecom practice in Washington, DC

17 JAN 2018

DLA Piper announced today that John Beahn has joined the firm's Telecom practice as a partner in the Washington, DC, office.

DLA Piper names new global and US co-chairs for Intellectual Property and Technology practice

8 JAN 2018

DLA Piper has named Frank Ryan co-chair of the firm's global Intellectual Property and Technology practice and Ann Ford co-chair of its US IPT practice, both effective January 1.

DLA Piper prepares report on the protection of IP rights in insolvency proceedings for INSOL International

20 NOV 2017

DLA Piper is pleased to announce the release of a special report titled "The Protection of Intellectual Property Rights in Insolvency Proceedings." The firm prepared the report on behalf of INSOL International, a global federation of national associations for accountants and lawyers who focus on turnaround and insolvency.

DLA Piper launches Global Contract Laws v2.0

7 Nov 2017

DLA Piper has launched a newly updated version of its *Global Contract Laws* online resource. *Global Contract Laws v2.0* covers laws from more than 50 countries, including the UK, the US, Australia, China, and Germany, as well as new countries in Asia and South America.

DLA Piper named one of the most innovative law firms in Europe by the Financial Times Innovative Lawyers Europe Report 2017

6 OCT 2017

DLA Piper is one of the top five most innovative law firms in Europe according to the Financial Times Innovative Lawyers Europe report 2017.

Now in its twelfth year, the FT Innovative Lawyers Report assesses lawyers on their innovation both for clients and in their own businesses. It is one of the top legal rankings in Europe and the accompanying awards are widely regarded as the best researched in the market.

DLA Piper adds leading entertainment and IP litigator Douglas Emhoff in Los Angeles, Washington, DC

25 SEP 2017

DLA Piper announced today the addition of Douglas Emhoff as a partner in the firm's Intellectual Property and Technology practice and its Media, Sport and Entertainment sector. Emhoff will be based in DLA Piper's Los Angeles and Washington, DC, offices.

Larissa Park of DLA Piper named top IP attorney by Patexia

21 SEP 2017

Larissa Park, a partner in DLA Piper's Boston office, was recently named the best-performing IP attorney by intellectual property company Patexia Inc.

DLA Piper launches new platform for *Guide to Going Global* series

20 SEP 2017

DLA Piper has launched a new platform featuring its *Guide to Going Global* series, an online resource designed to help companies operating and growing their international businesses.
