



**Nancy J. Victory**

**Partner**

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Nancy has extensive experience in communications policy. She advises a broad cross-section of the industry on the business implications of regulatory policy and represents these entities before the Federal Communications Commission (FCC), Congress, and the administration.

Nancy has particular experience in wireless and satellite issues, including spectrum allocation, licensing, compliance, and policy matters. She also has substantial experience in telephony policy matters, particularly where new technology or changing market conditions conflict with the historic regulation. She regularly counsels clients on a wide variety of regulatory compliance matters and has substantial experience in representing clients in FCC enforcement proceedings. She also has extensive experience with non-U.S. ownership issues and with Team Telecom clearance and ongoing compliance.

Nancy also has extensive transactional experience, having taken a lead role in securing FCC approval for transactions ranging from small license transfers to the largest communications mergers of the last decades. During 2013, she provided regulatory advice on deals worth \$165 billion combined. Nancy has particular expertise with respect to non-U.S. ownership issues.

Rated by *Chambers USA* as one of Washington, DC's "Leading Lawyers" in her field, Nancy is praised by a client for being "creative and able to find solutions to almost any complexity presented to ensure smooth transition through the FCC approval process" (2018). *Chambers USA* further notes that she is "a well-regarded practitioner who acts in major communications deals" (2015) and "she is adept at advising clients in connection with communications policy, particularly in satellite and wireless matters, and is a significant figure on the DC circuit" (2014). She was recently shortlisted for The Deal's Technology and Telecom Lawyer of the Year award, which recognizes attorneys who "set the trends that impact business globally."

## EXPERIENCE

- Member, State Department Advisory Committee on International Communications and Information Policy (2009-Present). Named by Ambassadors Phillip Verveer and Daniel Sepulveda to provide advice in the formulation of United States communications and information policy, positions, and proposals for multilateral and bilateral consultations, and negotiations on communications and information policy issues

## RELATED SERVICES

- Technology  
Transactions and  
Strategic Sourcing
- Telecom

## RELATED SECTORS

- Media, Sport and  
Entertainment

- Chair, FCC Independent Panel Reviewing the Impact of Hurricane Katrina on Communications Networks (January-June 2006). Named by FCC Chairman Kevin Martin to head the panel reviewing the impact of the hurricane on telecommunications and media infrastructure and make recommendations to the Commission regarding ways to improve disaster preparedness, network reliability, and communication among first responders
- Chair, FCC Advisory Committee for the 2007 World Radiocommunication Conference (2003-2007). Named by FCC Chairman Michael Powell to head efforts to assemble US industry positions on spectrum use issues in preparation for the conference
- Assistant Secretary of Commerce for Communications and Information and Administrator of the National Telecommunications and Information Administration (2001-2003). Appointed by President Bush to serve as his advisor on domestic and international communications policy and manager of the federal government's use of spectrum. Managed 250-person agency comprised of policy staff, grant administrators, spectrum engineers, and lab facilities. Achievements included:
  - Launch of comprehensive spectrum management reform effort, including Presidential memorandum calling for recommendations to improve spectrum management and historic memorandum with the FCC for closer coordination and use of spectrum
  - Addressed spectrum needs of new technologies by devising plans to make 90 MHz available for advanced (3G) wireless services and 255 MHz available for unlicensed wireless use
  - Contracted with private sector companies for management of .us and .edu top-level domains and assisted with legislation signed by the President creating a safe space for children on the Internet (.kids.us)

## CREDENTIALS

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### Admissions

- District of Columbia
- New York

### Recognitions

- Recognized as a 2018 "MVP" in Telecommunications by *Law360*
- Named by *The Legal 500 US* as a "Leading Lawyer" in Telecom Law in the area of Telecom and Broadcast Regulatory Law (2018-2019)
- Listed by *Chambers USA* as one of "America's Leading Lawyers for Business" in Telecom, Broadcast & Satellite (2008-2019)
- Named by *The Deal* as Finalist for Lawyer of the Year, Technology & Telecom Dealmakers (2018)
- Recommended by *The Legal 500 United States* in Telecom and Broadcast Regulatory Law (2009-2014, 2017-2019) and Telecom and Broadcast Transactional Law (2015, 2017-2019)
- Named by *Law360* as a Technology MVP (2013)
- Named by *Lawdragon* as one of "500 Leading Lawyers in America" (2014) and as one of "3000 Leading Lawyers in America" (2010-2011)
- Included in *The Best Lawyers in America* directory for Communications Law (2014-2019)
- Named one of DC's "Top 100 Lawyers" (2016), "Top 50 Women Lawyers" (2016, 2018-2019), and "Super Lawyers" (2012-2019) for Communications by *Super Lawyers* magazine
- Named one of "Washington's Best Lawyers" (2011, 2013) and one of "Washington's Top Lawyers" (2009) by *Washingtonian* magazine
- Named in the *Legal Media Group's* Expert Guides: Guide to the World's Leading Women in Business Law for her work in Telecommunications (2012)
- Included in the *Legal Media Group's* Expert Guides: Guide to the World's Leading Telecommunications Lawyers (2011)
- Inducted into the Minority Media & Telecommunications Council Hall of Fame (2007)
- AV Peer Review Rating, Martindale-Hubbell's highest ranking by peers for general ethical standards and legal ability

### Education

- J.D., Georgetown University Law Center  
*cum laude*  
*Georgetown Law Review*
- A.B., Princeton University  
with honors

## Memberships

- Law360 Telecommunications Editorial Advisory Board
- Federal Communications Bar Association (FCBA)
- US Chamber of Commerce, Telecommunications and E-Commerce Committee

## INSIGHTS

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## Publications

- Co-author, "Understanding Arcane Policy Decisions About Spectrum," *Law360*, January 31, 2017

## Events

- Panelist, "The 1996 Telecom Act: Where We've Been and Where We're Going," ABA Antitrust Section Feb 8 2017