



Nancy J. Victory

Partner

CO-CHAIR, GLOBAL TELECOM PRACTICE

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Nancy has extensive experience in communications issues and transactions. She advises a broad cross-section of the telecommunications and media industry on the business implications of regulatory policy and represents these entities before the Federal Communications Commission (FCC), the National Telecommunications and Information Administration (NTIA), Congress, CFIUS, Team Telecom, and state public utility commissions.

Nancy has particular experience in wireless and satellite issues, including spectrum allocation, licensing, compliance, and regulatory requirements. She also has substantial experience in telephony and broadband regulatory matters, particularly where new technology or changing market conditions conflict with the historic regulation. She regularly counsels clients on a wide variety of FCC and state compliance matters and has substantial experience in representing clients in enforcement proceedings.

Nancy also has extensive transactional experience, having taken a lead role in securing FCC approval for transactions ranging from small wireless or broadcast license transfers to the largest communications mergers of the last decades. She recently served as lead regulatory counsel to T-Mobile and Deutsche Telekom in securing federal, state and international regulatory approvals for T-Mobile's merger with Sprint, which was recognized by TMT Finance as their "2020 Telecom Deal of the Year – Global." Nancy's role included briefing the T-Mobile Board, developing merger advocacy and messaging for the transaction, responding to extensive regulator inquiries and third-party opposition, and negotiating commitments required for FCC approval. Nancy has particular expertise with respect to non-U.S. ownership issues, having regularly represented companies before Team Telecom and CFIUS, negotiated mitigation agreements where required, and counselled companies with respect to ongoing compliance.

Rated by Chambers USA as one of Washington, DC's "Leading Lawyers" in her field, Nancy is praised by a client for being "dedicated, outstanding and razor sharp," while another notes that she "is very organized and smart, and able to get an enormous amount of work done in an abbreviated timeframe." (2020) Chambers USA further notes that she has "substantial experience in handling regulatory and antitrust matters, including issues arising from market-leading M&A across a range of sectors." (2020) She was also named a "Leading Lawyer" by The Legal 500, where she was described by one client as ha[ving] superior judgment even in the rarified air of high-priced counsel, and ha[ving] unmatched experience compared to even the most senior telecom partner in other DC firms. Her work product is always excellent and she always delivers as promised. She is outstanding." (2020)

RELATED SERVICES

- Technology Transactions and Strategic Sourcing
- Telecom

RELATED SECTORS

- Media, Sport and Entertainment

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
- 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

Admissions

- District of Columbia
- New York

Recognitions

- Listed by Chambers USA as one of "America's Leading Lawyers for Business" in Telecom, Broadcast & Satellite (2008-2020)
- Named by The Legal 500 US as a "Leading Lawyer" in the area of Telecoms and Broadcast: Regulatory (2018-2020)
- Recommended by The Legal 500 United States in Telecoms and Broadcast: Regulatory (2009-2014, 2017-2020) and Telecoms and Broadcast: Transactional (2015, 2017-2020)
- Recognized as a 2018 "MVP" in Telecommunications by Law360
- Named by The Deal as Finalist for Lawyer of the Year, Technology & Telecom Dealmakers (2018)
- 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" for Communications (2012-2019) 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

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

INSIGHTS

Publications

FCC agenda meeting to evaluate items of interest for manufacturers and operators of radiofrequency equipment

1 December 2020
Key details of agenda items.

New executive order regarding foreign ownership in US telecom

8 April 2020
The executive order creates a long-awaited framework for what has previously been an informal review of FCC license applications with few parameters.

- 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

NEWS

DLA Piper's Telecom practice named a *Law360* 2020 Practice Group of the Year

23 December 2020
DLA Piper is pleased to announce that *Law360* has named the firm's Telecom practice a Practice Group of the Year for 2020.

DLA Piper wins TMT Finance M&A Global Telecom Deal of the Year

8 December 2020

DLA Piper is pleased to announce that they have received the TMT Finance M&A Global Telecom Deal of the Year for their representation of T-Mobile and Deutsche Telekom in the T-Mobile-Sprint merger.

DLA Piper advises InstarAGF in its acquisition of LS Networks

19 October 2020

DLA Piper represented InstarAGF Asset Management Inc. in its definitive agreement to acquire LS Networks.

DLA Piper advised T-Mobile and Deutsche Telekom on regulatory and litigation matters from start to finish in merger with Sprint

1 April 2020

DLA Piper advised T-Mobile US, Inc. and Deutsche Telekom AG on regulatory and litigation matters from start to finish in the historic merger of T-Mobile and Sprint.

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*.
