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# CHAMBERS EUROPE

Europe's Leading Lawyers  
for Business

2009

The Client's Guide

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TMT: Information Technology	
Leading Firms	
<b>Band 1</b>	
Bird & Bird AARPI	
<b>Band 2</b>	
Alain Bensoussan	
Baker & McKenzie SCP	
Féral-Schuhl/Sainte Marie	
Latham & Watkins LLP	
<b>Band 3</b>	
De Gaulle Fleurance & Associés	
Derriennic & Associés	
Franklin	
Kahn & Associés	
Leading Individuals	
<b>Band 1</b>	
Féral-Schuhl Christiane	Féral-Schuhl/Sainte Marie
Lemarchand Stéphane	Bird & Bird AARPI
<b>Band 2</b>	
Bricard Rémy	Baker & McKenzie SCP
d'Haultfoeuille Marc	DLA Piper UK LLP
Grégoire Sainte Marie Bruno	Féral-Schuhl/Sainte Marie
Joslove Bradley	Franklin
Kahn Daniel P.	Kahn & Associés
Perbost Fabrice	Kahn & Associés
<b>Band 3</b>	
Bensoussan Alain	Alain Bensoussan
De Gaulle Louis	De Gaulle Fleurance & Associés
de Girard Pierre-Menno	Reinhart Marville Torre
de Roquefeuil Benoît	Alain Bensoussan
Goussu Grégoire	Proskauer Rose LLP
Horn Julien	De Gaulle Fleurance & Associés
Mole Ariane	Bird & Bird AARPI
Néri Alexandra	Herbert Smith
Szuskin Laurent	Latham & Watkins LLP
Up-and-coming individuals	
Liard Bertrand	White & Case LLP
Masson David	Salans
Menant Olivier	Herbert Smith
Seligmann Guillaume	Cotty Vivant Marchisio & Lauzeral
Valentin Frank	De Gaulle Fleurance & Associés

Alphabetical order within each band. Band 1 is the highest.

p.328) focuses on M&A, large contracts and competition litigation for French and international clients. On the IT front, the firm wins significant mandates, such as advising Veolia Environnement, the world leader in environmental services, on the implementation of its global AGORA project for the international integration of SAP, with a total contract value of EUR300 million. The team has a strong outsourcing practice and a good track record handling data privacy issues, where notable instructions include major work for a leading hotel chain. **Rémy Bricard** (see p.329), who specialises in complex IT and telecoms contracts and litigation, is acknowledged as an important player in the sector.

### Bird & Bird AARPI

An authority in TMT, the firm enjoys a sterling reputation in telecoms thanks to its particularly prominent team. The lawyers, who act for major telecoms operators such as SFR and BT, have represented several public authorities of late and were instructed by the Conseil général des Hauts-de-Seine to advise on the establishment of a high-speed telecoms network. The lawyers also act for international governments, such as advising the Republic of Tunisia on drafting a second wire line licence for next-generation services.

"The undisputed leader" in telecoms, partner **Frédérique Dupuis-Toubol** focuses on regulatory, competition and litigation issues. Clients extol her "dynamism, strategic approach and reliability." The IT team comprises 15 lawyers who undertake a significant amount of contractual work, which is a core practice area of the "excellent and responsive" **Stéphane Lemarchand**. In the past year, he advised Michelin on a EUR1 billion global outsourcing agreement with IBM. The firm has also developed its Internet litigation practice, taking on a number of liability cases on behalf of major clients. **Ariane Mole**, an acclaimed data privacy expert, heads a specialist team of four who are fully dedicated to such issues. The firm's TMT team works hand in hand with the IP, public law and competition departments, and its clients include Google, YouTube, Capgemini and SFR.

### Carbonnier Lamaze Rasle & Associés

The firm's IP, media and new technologies practice is well regarded, especially for its prowess in litigation. The lawyers work for TV and radio broadcasters, newspapers and publishing companies, and handle a fair share of copyright work. **Michel Rasle** (see p.341) is singled out as an excellent litigator, with clients such as Arte and RFI.

### Chemouli, Dazurier & Associés

With a 12-strong team, this French boutique has a diverse media client base consisting of international companies and start-ups. The lawyers' broad skills encompass the film, television, radio, print media, advertising, sports and entertainment industries. Well known for representing Canal+, **Pierre-Louis Dazurier** is a highly respected lawyer and an excellent litigator.

### Clifford Chance Europe LLP

See firm profile p.1341

While Marc d'Haultfoeuille's departure from Clifford Chance has had an impact on this TMT practice, the department maintains an excellent reputation in the media sector. The whole team is involved in media work, often joining forces with the firm's IP and corporate groups to offer clients a rounded service. For example, lawyers from across departments worked together to advise a European consortium on the acquisition of Endemol. The lawyers are also sought after for their expertise in sports law, a core practice area of partner **Yves Wehrli** (see p.345), who is considered "a leading figure in the field." The team acted for the French football league on the sale of media rights, while other clients include Rugby World Cup Ltd, the French football federation and France Galop, the governing body of horse-racing in France. On the regulatory front, the team advises Apple and NRJ Radio. **Victoriano Melero** (see p.338) is praised for his technical prowess and advises clients across the media, telecoms and IT fields.

### Darteville Benazeraf Merlet Dubest

Dedicated to the printed media sector, this boutique firm is widely acclaimed for its leading work for book publishers and is the exclusive adviser to French publishing house Gallimard. The team includes the well-respected **Josée-Anne Benazeraf**, whose visibility and expertise are highlighted by peers.

### De Gaulle Fleurance & Associés

The cornerstone of this full-service firm is its IP/IT practice, which offers clients first-rate dual expertise.

Active in both litigation and consultation, three partners and 12 associates make up the TMT team and advise prominent clients from the media and IT sectors. The lawyers, who recently acted for Microsoft on entertainment and copyrights matters, handle contentious cases involving software counterfeiting and assist many international clients with contract issues. The team is also singled out for its strong media practice, where highlights include advising prominent clients such as DreamWorks, Twentieth Century Fox and Marathon on copyrights and trademark infringement. The lawyers are additionally involved in production and pre-production deals and handle a regular flow of related litigation. "Dynamic, commercial and talented," **Louis De Gaulle** is an IP expert who specialises in sensitive litigation. **Julien Horn** is highly visible in copyright, trade mark and motion picture litigation, while the "excellent and hard-working" **Frank Valentin** continues to impress clients with his expertise and reliability.

### Deprez Guignot & Associés

Renowned in the market for representing French TV channel M6, Deprez Guignot & Associés has a well-established communication law practice and is also active in IP, advertising and unfair competition. "Dynamic and thorough," the lawyers act for broadcasters, advertising agencies and media producers. **Pierre Deprez** has a good track record in litigation, with clients commenting: "He's always on the ball and is extremely good with judges." He also has a well-regarded advertising law practice. **Vincent Fauchon** focuses on Internet law and impresses clients with his "to-the-point and intelligent work."

### Derriennic & Associés

This "superb French outfit" specialises in IT, Internet, telecoms, multimedia, IP and competition matters. The lawyers also receive warm market praise for their "great litigation skills" and are noted for their assistance to both public sector clients and companies from the banking, insurance, tourism and media sectors. The firm, which mainly acts for domestic clients, attracts key companies from the new information and communication technology field. The team is experienced in contract drafting and negotiation and advises clients on all the regulatory aspects of IT. **Jean-Noël Derriennic** is the key contact.

### DLA Piper UK LLP

See firm profile p.1349

The recent hire of respected IT specialist Marc d'Haultfoeuille, formerly at Clifford Chance, has boosted DLA's TMT practice. A versatile lawyer, d'Haultfoeuille's "strong TMT experience and technical expertise" are major selling points. He covers e-commerce, encryption and data protection issues, and is also sought after for outsourcing deals, assisting companies with their international outsourcing contracts in IT and telecoms. The firm already houses **Patrick Boiron**, who heads the entertainment, media and commercial department. His "calm, direct and self-assured" approach is highly valued by clients. The team handles all aspects of the media sector, from joint ventures to dispute resolution, and advises film producers, broadcasters, book publishers and newspapers. Prominent clients include NBC and Sony Pictures Entertainment.

TMT: Media	
Leading Firms	
<b>Band 1</b>	
Gide Loyrette Nouel AARPI	
Latham & Watkins LLP	
Nomos	
<b>Band 2</b>	
Chemoull, Dauzier & Associés	
Clifford Chance Europe LLP	
De Gaulle Fleurance & Associés	
Deprez Guignot & Associés	
Hogan & Hartson MNP	
Wilhelm & Associés	
<b>Band 3</b>	
Carbonnier Lamaze Rasle & Associés	
Darteville Benazeraf Merlet Dubest	
DLA Piper UK LLP	
Hugot Avocats	
Salans	

Leading Individuals	
Senior Statesmen	
Bitoun Jacques <i>Bitoun &amp; Associés</i>	
Bousquet Louis <i>Bousquet</i>	
Pecoraro Anne-Marie <i>Aklea</i>	
<b>Band 1</b>	
Boiron Patrick <i>DLA Piper UK LLP</i>	
Cousi Olivier <i>Gide Loyrette Nouel AARPI</i>	
Dauzier Pierre-Louis <i>Chemoull, Dauzier &amp; Associés</i>	
Dunaud Patrick <i>Latham &amp; Watkins LLP</i>	
Lauvaux Eric <i>Nomos</i>	
Maxwell Winston <i>Hogan &amp; Hartson MNP</i>	
Wilhelm Pascal <i>Wilhelm &amp; Associés</i>	
<b>Band 2</b>	
Benazeraf José-Anne <i>Darteville Benazeraf Merlet Dubest</i>	
De Gaulle Louis <i>De Gaulle Fleurance &amp; Associés</i>	
Deprez Pierre <i>Deprez Guignot &amp; Associés</i>	
Melero Victoriano <i>Clifford Chance Europe LLP</i>	
Wehrl Yves <i>Clifford Chance Europe LLP</i>	
<b>Band 3</b>	
Coisne Martine <i>Martine Coisne, Sole Practitioner</i>	
Dellie Gérard <i>Salans</i>	
Drai Emmanuel <i>Latham &amp; Watkins LLP</i>	
Fauchoux Vincent <i>Deprez Guignot &amp; Associés</i>	
Hugot Jean-Philippe <i>Hugot Avocats</i>	
Le Prêtre Jean-Michel <i>Orrick Rambaud Martel</i>	
Rasle Michel <i>Carbonnier Lamaze Rasle &amp; Associés</i>	
Zylberstein Jean-Claude <i>Zylberstein &amp; Halpern</i>	
Up-and-coming individuals	
Valentin Frank <i>De Gaulle Fleurance &amp; Associés</i>	
<i>Alphabetical order within each band. Band 1 is the highest.</i>	

### Féral-Schuhl/Sainte Marie

This "brilliant boutique" is seen as a reference point in the market for all IT work and is distinguished by its strong team of data privacy experts. The firm's core business is IT, where 15 dedicated lawyers tackle issues such as white-collar crime and cybercrime, trade mark law involving domain names, and security matters involving e-signatures and encryption. The lawyers, who have further experience in the banking and aeronautic sectors, are also handling an increasing number of outsourcing deals and representing software companies in counterfeiting and competition-related litigation. **Christiane Féral-Schuhl** is praised for her "responsiveness, creativity and unwavering professionalism," while **Bruno Grégoire Sainte Marie** is applauded for his ability "to fully understand the issues faced by his clients."

### Franklin

See firm profile p.351

This firm is a popular choice with international companies and has become a market favourite for Franco-Indian work. In response to increasing demand, the firm created an Indian desk two years ago, a strategy that has been strengthened with the hire of experienced Indian attorney Prashant Mara in the Paris office. The firm also attracts a large number of Japanese companies and has recently been instructed by Hitachi and Toshiba to advise on contracts and encryption. The lawyers work for several leading software companies, providing assistance with advisory, pre-litigation and contract-related matters. They also work extensively in telecoms – France Telecom is a long-standing client – and have a significant Internet-related client base. Clients here include eBay, which the team represents in data privacy issues. **Bradley Joslove** (see p.336) is well regarded for his "proactive and personable style." With a focus on outsourcing, this US-qualified lawyer is the firm's head of TMT and wins praise for his IT and telecoms expertise.

### Gide Loyrette Nouel AARPI

See firm profile p.352

This French firm attracts a high-profile corporate finance client roster, comprising both domestic and international companies, and is esteemed for its "versatile lawyers and breadth of understanding of TMT issues." Although the IT practice saw the departure of Grégoire Goussu to Proskauer Rose, the firm remains a "definite leader" in the media sector, where it has been handling a growing amount of film work, particularly involving production financing and distribution. The lawyers were notably involved in the co-production of the animated film 'Persepolis', which was part financed by an American distributor. "Multi-talented and determined," **Olivier Cousi** leads the 17-strong TMT team. He is renowned for his advice on IP and entertainment law and has a strong regulatory practice. Telecoms is another of Gide's fortes, and Cousi is also active in this sector, assisting international and French telecoms operators wishing to develop their activities in Africa and Eastern Europe.

### Hogan & Hartson MNP

See firm profile p.1353

A leading media and telecoms firm, this outfit enjoys a fantastic reputation in the French market. "It combines all the expertise and resources of a big firm with the personal attention you get at a niche operation," clients remark. The "efficient and no-nonsense" lawyers work for ARCEP and BITP, the French and Belgian regulatory authorities, and advise global satellite operators on regulatory issues in France. They also have expertise in state aid, data privacy and copyrights and are distinguished by their "strong transatlantic experience." Clients include MySpace. **Winston Maxwell** (see p.338) is the team's key name and is warmly recommended by clients for his dedication, creativity and great contacts. He is also active in the media sector and works for film production companies and several US film stars.

### Hugot Avocats

This young firm, acknowledged for its "pleasant and responsive lawyers," provides litigation and advisory services to a mix of international and domestic clients. Proficient in IP, media and IT, the lawyers

handle a large number of liability disputes for Internet companies and are also involved in more traditional litigation, including counterfeiting cases, on behalf of prominent French clients from the fashion industry. **Jean-Philippe Hugot** (see p.335) is a skilled litigator and an expert in media and emerging technologies. He is valued for his "knowledge, flexibility and tailor-made advice." His brother and co-leader of the firm, **Olivier Hugot**, specialises in consultations and advice to international companies and is another key contact.

### Kahn & Associés

Founded 20 years ago, this French boutique focuses on IT and is hailed by clients as a "fabulous firm with straightforward, responsive and dedicated IT experts." The growing team of seven IP and IT specialists handles pre-litigation and litigation, and contract negotiations and drafting. With a large international client roster, the firm represents equipment suppliers, software publishers and service providers. It also works for Internet and telecoms clients and has expertise in outsourcing deals. The lawyers are additionally sought after by banks for e-signature and data privacy matters. **Fabrice Perbost** "assesses all the risks and gives me all the options to make an informed decision. I rely on him totally," one client enthused. **Daniel Kahn** is the founder of the firm and a renowned corporate, M&A and technology law expert.

### Latham & Watkins LLP

This versatile TMT team displays strengths on all fronts. It represents global and domestic clients, and has a much-admired international focus and an "extensive understanding of the sector," sources say. Its sterling media practice is headed by **Patrick Dunaud** and **Emmanuel Drai**. The lawyers' media expertise spans the film, television, radio and press sectors, and their first-rate client base includes Disney, TF1 and Warner Bros. Praised for its "efficiency and responsiveness," the media team is involved in transactional and litigation matters and shines in IP. The firm also enjoys an excellent reputation for its work in IT, where it advises financial companies, service providers, manufacturers and international clients. Led by the "pragmatic and dedicated" **Laurent Szuskin**, the IT group is adept at representing clients before the regulatory authorities in cases involving e-commerce and personal data, and it also handled several sophisticated outsourcing deals in the past year. The "dynamic and bright" **Christophe Clarenc** is widely recognised for his outstanding expertise on the competition aspects of the telecoms market. He advises France Telecom on antitrust and regulatory issues and heads the firm's prominent telecoms practice.

### Nomos

This impressive media firm is the undisputed leader in the music sector. The lawyers have an extensive knowledge of the industry, which enables them to "anticipate client queries and fill them in on all the new issues in the field." The 11-strong team is commended for its innovative solutions and acts for leading music and film production companies, radio and TV broadcasters, and prominent websites. The firm also has an IP focus and is able to handle litigation, contract drafting and negotiations in the media sector. **Eric Lauvaux** is a "the go-to lawyer for all music man-