

Alan G. Fishel

COMMUNICATIONS & TECHNOLOGY PRACTICE LEADER

Alan is nationally recognized for his transactional and advocacy skills.



Industries

Media & Entertainment
Sports

Practices

Communications & Technology
Complex Litigation
Corporate & Securities
Government Relations
Privacy, Cybersecurity & Data Protection

Education

Duke University School of Law JD, with honors, 1986
Franklin & Marshall College BA, magna cum laude, 1981

Offices

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Alan leads both the firm's Communications & Technology group and its Technology Transactions group, and is a member of the firm's Corporate and Securities group and Cybersecurity & Data Protection group.

Alan handles transactional matters relating to, among other things, technology and telecommunications agreements, many other types of service agreements, sales agreements, manufacturing agreements, and construction agreements. He has a strong success rate representing clients in FCC proceedings and other advocacy matters. Alan frequently provides interactive workshops and presentations, as well as webinars, to in-house counsel regarding topics such as (1) how to most effectively draft many types of provisions and agreements, (2) how to find the material flaws in contracts; (3) how to become an excellent negotiator, avoid negotiating mistakes, respond to common negotiating lines, and handle difficult negotiators; and (4) how to most effectively work with the business teams at your company. Alan also launched Find the Flaws™ in June of 2018, which are free, regularly-scheduled, webinars designed to help attorneys, contract specialists, and others with their contract drafting and issue-spotting skills.

Client Work

Alan's clients consists of all types of entities that have significant transactional needs, including both customers and providers of technology, telecommunications, and wireless services; health care companies, auto parts companies, property management companies, non-profit associations, equipment manufacturers, operators of research and education networks, and education institutions. Alan:

- Helps clients revise their standard form agreements to make them more protective, yet also more conducive to quicker and easier negotiations.
- Drafts and negotiates a wide variety of agreements, including cloud service agreements, software license agreements, contracts concerning telecommunications, cable, and wireless services, many other types of

service agreements, sales agreements, manufacturing agreements, and construction agreements.

- Represents professional sports teams, commercial office building owners, hotel owners, and other entities in connection with their receipt of in-building wireless services and in conjunction with rooftop antenna leases.
- Represents clients before the FCC on matters concerning equipment authorization issues, unlicensed devices, universal service, e-rate, pole attachments, public rights-of-way, public safety, national security issues, voice over IP, the Telephone Consumer Protection Act, wireless and data services, cable services, cable programming, and emerging technologies.
- Played an instrumental role in his clients' successful efforts to convince the largest college sports conferences to move from the bowl championship series structure to a college football playoff.

Publications, Presentations & Recognitions

Alan was recognized as a leading telecommunications lawyer by *Legal 500* for 2011, 2012, 2013, 2014, 2015, 2016, 2017, and 2018.

In light of Alan's work, the Association of Corporate Counsel chose Arent Fox to be its exclusive law firm content provider for ACC's negotiation portal for several years, and Alan was the lead attorney in connection with providing the substance for that portal.

Alan was recognized by a client with an award for his contributions to the work that led to the client receiving the only national infrastructure grant given under the BTOP program, which was for more than \$62 million.

Alan has been the Recipient of the *Washington Lawyers' Committee Vincent E. Reed Award* for his community service work.

Alan has presented at numerous Association of Corporate Counsel conferences over many years in prominent speaking positions and has published many legal articles, including the cover article for last October's *ACC Docket* entitled "Five Secrets to Successfully Negotiating with ... Your Own Side."

Life Beyond the Law

Alan created an award-winning geography game, GeoPlunge, which has been played by thousands of children in the Washington, DC school system over the past 15 years. Twice a year, hundreds of children play in GeoPlunge tournaments at the Smithsonian's National Portrait Gallery and other DC locations; tournaments are run by Arent Fox, the DC public school system, and the Washington Lawyers' Committee. Many businesses coach teams in connection with these tournaments. The former Chancellor of the DC public school system has stated that the GeoPlunge tournaments are "incredible to see" and GeoPlunge "has a catalytic effect" on our students while providing an "opportunity [that] is huge for our students." The non-profit with which Alan is involved also recently launched a US history game called HistoryPlunge in collaboration with the Smithsonian's National Portrait Gallery.

Bar Admissions

District of Columbia

Maryland

Court Admissions

US Court of Appeals, 4th Circuit

US Court of Appeals, 6th Circuit