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Law Seminars International Presents:

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NEGOTIATING DATA CENTER CONTRACTS

When One Size Doesn't Fit All: How To Negotiate Your Own Data Center Deal

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May 17, 2011

Call in from Anywhere!

TeleBriefing starts at 10:00 am Pacific / 1:00 pm Eastern

Who Should Dial In

Attorneys, executives, IT professionals, broadband and cloud computing providers, and anyone involved in data management.

Why You Should Dial In

Infrastructure companies providing data centers and fiber networks are once again in vogue. This is unsurprising: The explosive growth of broadband Internet, cloud computing, smart mobile devices, and video has brought new demand for the infrastructure supporting both broadband traffic and its storage. The providers of data centers and fiber networks are becoming major players in the new broadband marketplace -- one that includes infrastructure providers, customers, and "middlemen" (e.g., data center lessees that sublease the rights to use the space to third parties.)

As the perils of cloud computing (security breaches, lost data) become all the more apparent, getting your own data center space has become an increasingly attractive option. But how best to structure such a deal? And what are the potential pitfalls that you need to be aware of?

In this one-hour TeleBriefing, the first of a two part series on infrastructure contract negotiation, our distinguished panel of experienced experts will discuss the key elements of data center negotiation -- from both the landlord's and the occupant's perspectives -- with emphasis on practical, nuts and bolts deal points.

What You Will Learn

- Advantages of having your own data center space
- How to evaluate a good data center deal
- Terms and termination
- Dealing with risk

What Attendees Have Said About Similar Programs

- *" Very thoughtful presentations and excellent diversity on the panel."*
- *" The speakers and moderator were very knowledgeable and spoke helpfully from firsthand experience. Invaluable!"*
- *" Very well-organized and informative. I look forward to future TeleBriefings!"*

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Agenda

Tuesday, May 17, 2011

10:00 am Negotiating Data Center Contracts

Introduction & Overview

Walt Saprnov, Esq., Moderator
Saprnov & Associates, P.C. / Atlanta, GA

Provider Perspective

Hunter Newby, Chief Executive Officer
Allied Fiber LLC / New York, NY

Strategy and Implementation

Scott Fogle, President and Co-Founder
Advocate Networks, LLC / Atlanta, GA

Legal Considerations

Frank Langella, Esq.
Saprnov & Associates, P.C. / Atlanta, GA

11:00 am Q & A (for up to 30 minutes)

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Tuition

\$125 to dial in

\$175 to dial in and receive continuing education credit

\$50 for each additional person on the line who wishes to receive credit

Financial aid is available to those who qualify. Contact our office for more information.

Cancellation & Substitution

You may substitute another person at any time. If you are unable to join the call, you can download the audio and materials later or we'll send you an audio CD and written materials for an additional \$10.

Continuing Education Credits

This TeleBriefing qualifies for 1.0 Washington CLE credit. For CLE credits in other states:

We will apply for credits in the following states: AK, AL, AZ, AR, BC, CA, GA, IL, IN, LA, ME, MO, MS, NC, ND, NM, NV, NY, OR, PA, RI, SC, TN, UT, VA, VT, WI, WV, WY

You can self-apply for credits in: CO, FL, HI, ID, MN, MT, NE, NJ, NY, OK, TX.

CLE credits currently are not available in: DE, KS, OH.

If you need other types of credits, please call.

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Dial In Info

The dial-in number and a link to the materials will be emailed to you the day before the TeleBriefing. All orders are processed within one business day of receipt.

If You Cannot Attend

You may download the entire audio and materials for \$125 or obtain an audio CD and printed materials for an additional \$10. Both options include the written materials. Downloads are available within 48 hours after the TeleBriefing or from the date we receive

payment. We will ship a CD order via UPS ground within two weeks after the TeleBriefing or from the date we receive payment.

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Our Distinguished Panel

Walt Saprnov, a partner at Saprnov & Associates, P.C., has represented enterprise, service provider and other clients in telecommunications transactions and regulation or over 30 years. He been named in the "International Who's Who of Telecom Lawyers". The Firm has extensive experience in data center negotiations -- with recent transactions concluded in New York, London, and Amsterdam.

In the last ten years, Scott Fogle, and his partner, Tim Wise, have grown Advocate Networks to serve over 400 enterprise and service provider clients with a great team of people. Focusing on consulting in the communications and data center markets, and managed TEM services, Advocate Networks has earned a reputation for quality, integrity and results. The company has been recognized for 4 consecutive years (2007, 2008, 2009 and 2010) as part of the INC 5000 Fastest Growing Private Companies in the United States.

Frank Langella, Firm Counsel at Saprnov & Associates, has experience in telecommunications transaction matters for enterprise and service provider clients, including outsourcing, licensing, lease and co-location agreements. Mr. Langella was formerly VP Legal, NYSE Euronext. He advises clients on a wide variety of domestic and international technology, regulatory, commercial and corporate matters.

Hunter Newby, a 15-year veteran of the telecom networking industry, is the Founder and CEO of Allied Fiber. Mr. Newby possesses an extensive breadth of experience within the industry. Prior to founding Allied Fiber, Mr. Newby was the Chief Strategy Officer and a Director of the Telx Group, Inc. In addition to physical layer interconnection, Mr. Newby is a recognized authority on Internet and Ethernet exchanges and VoIP Peering.

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