

# EXPERIENCE THE **DIFFERENCE**

Best in Class

**Telecom Compliance Solutions**

Backed by Unparalleled

**Legal Expertise**



THE  
**COMPLIANCE**  
GROUP

**M&D** MARASHLIAN  
& DONAHUE, PLLC  
THE **COMMLAW** GROUP



# A New Kind of Law Firm

Built for the communications and information technologies industries' boundless future

## OUR APPROACH

The *CommLaw* Group provides focused, cost-effective legal and regulatory counsel to the Telecom, VoIP, Broadband, Wireless, and Cloud Communications companies that are driving the digital revolution.

## OUR TEAM

The *CommLaw* Group is home to a talented team of attorneys possessing a diverse range of in-depth experience serving the various legal, compliance and advisory needs of domestic and global communications services providers, equipment manufacturers, Internet, and information technology companies. Our attorneys work together to provide clients with the valuable intangibles needed to navigate this complex and rapidly-evolving industry: commitment to service, innovative analysis and problem solving, and strategic, business-minded thinking.

Our consultative brand of legal representation helps our clients master the opportunities that

generate growth and puts them on a sustainable, affordable path to compliance.

## OUR REPUTATION

The *CommLaw* Group shares in the same competitive and entrepreneurial spirit as our clients. We are nimble, adaptive, and champions of competition and innovation. Our intimate knowledge of the evolving legal, regulatory, and business forces - which are ever-present challenges standing in the pathway to our clients' success - helps us see around corners and solve problems before they emerge.

## OUR FEES

The *CommLaw* Group provides clients with the most effective representation possible, but unlike many of our Big Law peers, we do it without the astronomical rates and billable hour requirements that typically accompany their services. Our fee structure results in overall outside counsel expenditures up to 50 percent less than many of our closest competitors in the sector.

### MARKETS SERVED

- Broadband Service Providers
- Local Telecom
- Long Distance Telecom
- VoIP
- Wireless
- Cloud Computing
- Internet Applications
- Internet of Things (IoT)
- Software as a Service (SaaS / CaaS / IaaS / UCaaS)
- Drones (UA)
- Infrastructure
- Radio Frequency (RF) Emitting Devices

### PRACTICE AREAS

- Regulatory**
  - USAC Compliance, Audit Preparation, and Defense
  - USF Reporting | Form 499
  - 911 | E-911
  - CALEA
  - TCPA Compliance
  - Market Entry/Exit
  - Risk Monitoring and Analysis
- Tax**
  - Taxes and Fees Analysis
  - Nexus Analysis
  - Product Catalog Optimization
  - Specialized Taxes and Fees Analysis
- Privacy & Security**
  - Data Privacy
  - CPNI
  - Cyber Security
  - GDPR

### CONCENTRATIONS

- Infrastructure Access / Right of Way / Railroad Right of Way
- Accessibility - ADA and CVAA Compliance
- Advocacy and Access to Government
- Canadian Registration (CRTC) and Licensing (BITS)
- Dispute Resolution and Litigation
- RF Equipment Authorizations
- Spectrum Auctions

# Managing your federal, state, and local telecom compliance is complicated.

We're ready to put you on a path custom-tailored to fulfill your company's unique compliance needs.

The *Compliance* Group combines the unrivaled expertise of its seasoned compliance professionals with state-of-the-art database technologies and business processes to ensure that your company is filing correctly, paying fees and taxes in an accurate and optimized way, and meeting all of your obligations in a rapidly changing compliance landscape.

**Providing outsourced regulatory, corporate, and tax compliance-management services for Telecommunications, VoIP, Broadband, Cloud, and other Information Technology companies.**

## UNPARALLELED ACCURACY & EXPERIENCE

With over 20 years' experience serving the industry, we combine knowledgeable consultants, technology-enhanced solutions, and white-glove service to manage your company's compliance; and we do it timely, accurately, and affordably!

Our consultants are trained to look for 'red flags' *before they become problems*. Issue escalation training ensures that if something doesn't look quite right, our team knows when and how to pull in an expert and avoid either planting or detonating a landmine.

## LONG-TIME PARTNERSHIPS & LASTING RELATIONSHIPS

Our focus on long-term partnerships means each of our clients has a consultant personally assigned to their account, ensuring a one-on-one connection for answering questions and staying updated. This dedication to service, combined with our lead consultants' combined century of experience, has resulted in lasting relationships and earned us the reputation as the most trusted compliance solution in the marketplace.

## AN AFFORDABLE PATH TO COMPLIANCE

The secret to our success is our unique ability to provide a full spectrum of scalable solutions tailored to meet the demands of each company we serve. From small MSPs and tiny WISPs all the way to Fortune 100 global telecom providers, we have delivered on our promise to make trustworthy, ethical, and reliable compliance services available to companies of all shapes, sizes and budgets.

## SERVICES AVAILABLE

### New Market Entrants

- Registered Agent Services
- FCC Registration
- Secretary of State Certificates
- Public Utility Commission Registrations
- Mapping to tax engine
- Product/Service catalog optimization
- USAC SPIN Form 498 preparation and filing
- Filer ID Form 499

### Managed FCC Compliance

- Preparation and filing forms 499A, 499Q
- Preparation and filing form 477
- CPNI Certification
- CVAA Certification
- CALEA SSI Plan
- Broadband Data Collection Reporting
- Global Market Entry

### Managed State Level Compliance

- Secretary of State Compliance Reporting
- Local Compliance Reporting

### Telecom Tax Compliance

- Tax Permitting
- State and Local Tax Returns Prep, Filing, and Remittance
- Escrow Account
- Monthly Ledger Reconciliation
- Exemption Management
- Tax Renewals and Final Returns

### Compliance Risk Management

- Quarterly monitoring of taxes and regulatory fees
- Specialized compliance team support
- Data Driven Management and balancing of Compliance risks and costs

Our uniquely personalized and ethical approach to regulatory compliance delivers an unmatched level of service for communications providers who can see through “Easy Button” sales pitches and recognize that real compliance requires the attention of true professionals

The unique relationship between Marashlian & Donahue, PLLC, The *CommLaw* Group and its affiliated outsourced compliance consultancy, The *Compliance* Group, provides wraparound support for companies operating in the heavily regulated and taxed communications services industry.



WWW.COMMLAWGROUP.COM  
1430 SPRING HILL ROAD, SUITE 310  
MCLEAN, VA 22102  
(703) 714-1302



WWW.COMPLIANCEGROUP.COM

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