

## Negotiating Agreements



Good agreements are bridges. They connect diverse parties with different needs to common objectives and long-term, big-picture opportunities. They link ideas to creatively solve clients' unique problems. They help local economies develop and connect to the globe. Spiegel & McDiarmid LLP lawyers understand how to build these bridges — and how to rebuild them as client needs and circumstances evolve.

### Energy Industry

Through transactional contracts and litigation settlements, the firm has successfully represented its clients in negotiations related to nearly every aspect of the energy industry, including:

- Purchases and sales of energy, capacity, and related products and services — including long-term firm capacity, unit power, system power, full-requirements, fixed quantities, cost-based formula rates, market rates, Edison Electric Institute (EEI) and International Swaps and Derivatives Association (ISDA) form contracts, energy-management services, and renewable energy resources and credits;
- Joint construction, ownership, and operation of generation and transmission facilities;
- Interconnection and interchange;
- Compensation for the use of client-owned generation and transmission assets; and
- Rate case settlements to set wholesale market rules and gas and electric transmission prices.

### Telecommunications Industry

The firm has successfully negotiated a wide variety of communications-related agreements. These include agreements for right-of-way use, cable franchising, dark fiber leases and indefeasible rights of use, pole attachments, wireless site leases, broadcast station purchases and sales, and programming.

