



RACHEL B. ZUBLATT

Of Counsel

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Rachel Zublatt is a business-minded legal counselor who advises international telecommunications carriers and providers of capacity, connectivity, hosting and the Internet of Things (IoT) services on a variety of commercial matters. Rachel previously served for more than six years as General Counsel and Chief Compliance Officer of an international telecommunications and technology company and brings her industry knowledge and “insider” legal perspective to support our clients.

In her role as in-house counsel and as outside legal advisor, Rachel has negotiated and drafted hundreds of master services agreements for the procurement and sale of network capacity, colocation and connectivity. She also advises clients on applicable telecom regulatory and data privacy matters and has broad experience in general corporate and transactional matters, including corporate financing, acquisitions and asset dispositions.

REPRESENTATIONS INCLUDE

- Negotiated for procurement of dark fiber and capacity services (lit fiber and wireless) with global carriers in the United States, Canada, Mexico, Brazil, Europe and Asia.
- Negotiated master services agreements for sale of connectivity, capacity and managed services with global banks, telecom carriers and financial trading customers in the United States, Canada, Mexico, Brazil, Europe and Asia.
- Negotiated data center agreements for colocation on behalf of operators and customers.
- Led data center acquisitions and dispositions including acquisition at 60 Hudson Street in New York, N.Y., and advised on \$1.1 billion sale of global data centers.

PRACTICE AREAS

Commercial Law

Data, Privacy & Cybersecurity

Telecommunications

EDUCATION

Vassar College, B.A.

New York University School of Law,
J.D.

ADMISSIONS

New York
