

## Randy S. Segal

Partner

Northern Virginia

Silicon Valley

Washington, D.C.

### Biography

With 18 years of in-house general counsel experience, Randy Segal brings a unique perspective to every matter she handles, both as outside counsel and as someone who has walked in her clients' shoes.

With a focus on satellite, wireless, drone, and technology transactions, Randy provides commercially practical solutions in industries where technological change is ever-present. Randy's practice often involves multi-level chess games, where every move needs to be considered from a multitude of angles to be successful.

Randy's practice is reflected in three segments. First, as co-leader of the Space and Satellite practice, Randy handles transactions from day-to-day matters to the most complex international transactions for industry operators, investors, and technology providers. She has been involved in taking companies public, advising on acquisitions, divestitures, and complex cross-border joint ventures, as well as large satellite system development, deployments and funding.

Second, as adviser to technology investors and their portfolio companies, Randy has advised on transactions focused on big data analytics, wireless systems, spectrum licenses, artificial intelligence, drone



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### Practices

Business Structures

Commercial

Complex Contracting

Joint Ventures

Mergers and Acquisitions

Private Equity

Space and Satellite

Unmanned Aircraft Systems

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### Industries

technology, and other innovative technologies.

Third, Randy provides advice to global clients, working seamlessly across borders to develop tailored solutions for the most complex of legal regimes. Randy's transactional and advisory experience spans the most complex of international programs and legal issues across North and South America, Europe, Asia, and the Middle East.

## Representative experience

International satellite procurement and deployment counsel for Mexsat satellite program.

Corporate, commercial and satellite counsel for earth observation and data analytics company.

Private equity investments in wireless, big data analytics, telecommunications infrastructure and satellite companies.

International procurement counsel for multiple global procurements, including Bank Rakyat Indonesia, Visiona Tecnologia Espacial (Brazil) and Yahsat.

Commercial UAS (drone) counsel in variety of spectrum, technology, and other collaborative initiatives.

## Awards and rankings

- Mentor of the Year, *Space & Satellite Professionals International*, 2018
- Excellence Award, *Women in Space*, 2018
- Corporate/M&A (Northern Virginia), *Chambers USA*, 2012-2019
- Telecom, Broadcast & Satellite (District of Columbia), *Chambers USA*, 2014-2019
- Telecoms and Broadcast: Transactional, *Legal 500 US*, 2012-2015, 2018-2019
- Technology: Transactions, *Legal 500 US*, 2012-2015

TMT

Aerospace, Defense, and  
Government Services

Diversified Industrials

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## Areas of focus

Technology Contracts

Procurement

Emerging Companies and Venture  
Capital

Cross-border Mergers and  
Acquisitions

Carve-outs, Spin-offs, and Split-offs

Joint Ventures and Strategic  
Alliances

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## Education and admissions

### Education

J.D., Columbia Law School, James  
Kent Scholar, Harlan Fiske Stone  
Scholar, 1981

M.S., Cornell University, 1978

B.S., Cornell University, Ford  
Foundation Grant Recipient, 1977

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- Telecoms & Media, *Who's Who Legal 100*, 2013-2014
- M&A: Large Deals (\$1bn-5bn), *Legal 500 US*, 2011

## Latest thinking and events

- Press Releases
  - Hogan Lovells Represents NextNav in Raising US\$120 Million to Launch Phased 3D Geolocation Services Across U.S.
- Hogan Lovells Publications
  - TMT Horizons 2019
- Hogan Lovells Publications
  - Contracting for SmallSat mega-constellations: A brief how-to guide
- Analysis
  - AI and Your Business: A Guide for Navigating Legal, Policy, Commercial, & Strategic Challenges Ahead
- Awards and Rankings
  - Hogan Lovells partner Randy Segal honored by Space & Satellite Professionals International as 2018 Mentor of the Year
- Hogan Lovells Publications
  - ADG Insights: Artificial Intelligence *ADG Insights*

## Bar admissions and qualifications

Virginia

California

District of Columbia

New York

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## Accolades

"Randy Segal is our go-to person. She has worked as an in-house attorney which gives her an edge. She's good at talking to the management of companies and she's been able to mediate many of the issues that come in because of that expertise."

*Chambers USA*

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"Efficient, responsive, insightful."

*Legal 500 US: Media, Technology, and Telecoms, 2018*

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"Randy is extremely bright and has a remarkable knowledge of the law and an equally remarkable capture of the law, applying the law with...business objectives in mind. She doesn't just tell you what you can and can't do, but offers a strategic fit to [y]our business needs."

*Chambers USA*

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"Randy is just the best, she's super energetic, super creative, super fast and her throughput is amazing — you need someone because you have a problem to solve and she's just there right away telling you what to do. She is also great to interact with, a ball of energy and one of the great things she does is develop warm relationships with the clients she works with."

*Chambers USA*

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