



## Harsh Walia

Partner

Ashoka Estate, 12th Floor  
24 Barakhamba Road  
New Delhi 110 001  
India

T: +91 11 4151 5454

F: +91 11 4151 5318

E: [harsh.walia@khaitanco.com](mailto:harsh.walia@khaitanco.com)

### Practices:

Corporate and Commercial  
Joint Ventures and  
Collaborations  
Mergers and Acquisitions  
Private Equity  
Corporate Regulatory

### Education:

LL.B., Delhi University (2004)  
B.A. (Humanities), Delhi  
University (2001)

### Professional Affiliations:

Bar Council of Delhi  
Supreme Court Bar Association

### Sectors:

Manufacturing  
IT and ITES  
Hospitality  
Real Estate  
Media  
Renewable Energy  
Automotive  
Education  
Agriculture  
Ecommerce

Harsh Walia is a Partner in the Technology, Media and Telecom Practice Group in the New Delhi office. His practice focusses on dealing with regulatory, transactional and commercial contracting aspects in the TMT sector.

Harsh has advised both Indian and foreign clients in plethora of regulatory areas such as data protection, intermediaries, telecom licensing, video streaming, satellite connectivity, CUG, spectrum sharing and trading, EMF emission norms, virtual network operators, M2M communications, VAS services, internet telephony, OTT services, other service providers.

Harsh has previously worked in-house with large multinational companies and has hands on experience in handling bespoke and complex contracts involving parties in different jurisdictions. He has dealt with large procurement and supply contracts on behalf of telecom companies, media houses and IT companies. Contracts related to software, hardware, managed services, sharing of passive and active infrastructure, interconnection of networks, roaming agreements, marketing & distribution agreements, outsourcing are some of the contracts he has been dealing for his clients.

### Representative Matters:

In his areas of expertise, Harsh has represented and advised the following clients:

- **Reliance Jio** (i) on regulatory issues pertaining to cable landing station and negotiated a USD 25 million agreement for taking fiber pair on IRU basis from India to Singapore, and (ii) for the launch of mobile services in India;
- **Microsoft** on regulatory issues related to Cloud based communication systems
- **Salesforce.com Inc** on regulatory aspects of SDWAN connectivity, interconnection between data centres and OSP centres
- **Maxis Group** on regulatory issues in merger of Aircel with RCOM and conducted telecom regulatory due diligence for



reporting licensing and spectrum issues to top management of Aircel;

- **BMW** on IoT services for offering a special feature in cars to be sold in India;
- **Reliance Communication** on telecom regulatory issues pertaining to merger with Sistema;
- **Microsoft** on internet telephony-based services in India
- **A US based MNC** on deployment of Aeronautical Mobile Satellite System (AMSS) in India and met senior officers from Department of Telecommunication for it;
- **IBM** on the deployment of Distributed Antennae System (DAS) in India;
- **Siemens Healthcare** on mandatory testing and certification of telecommunication equipment
- **A US based MNC** on virtual network operator license, VoIP calls, acquisition of numbers.
- **A Chinese handset manufacturer** on issues related to launch of new apps and cloud services;

#### **Publications and Presentations:**

- Authored the India chapter on **Telecoms, Media and Internet Laws and Regulations 2019** for ICLG;
- **"OTT Services and Net Neutrality"** in Business World magazine;
- **"Safeguarding data: the interplay between forthcoming data protection framework and communication sector regulations"** in Financial Express;
- Publication of a **series of five articles** in relation to Personal Data Protection Bill, 2018 in VCCircle;
- **'Is DISHA inspired by Europe's general data protection act?'** on Moneycontrol.com;
- Presented on **"OSP Regime - Time to start afresh!"** at the National Conference on OSP held by CMAI, TEMA and BPO Council of India;

Harsh has been interviewed by (i) Asian Age & Deccan Chronicle Newspapers on issue related to *"Call Drop in India"* and (ii) MLex (an international media organization providing insight & analysis on regulatory issues globally) on *"Privacy Issues in India"*;