


MICHAEL R. ROMANO



EXPERIENCE

NTCA–The Rural Broadband Association

Executive Vice President

Senior Vice President

Arlington, VA

July 2022-Present

August 2010-July 2022

- Manage five association departments, with responsibility for public policy advocacy, business opportunities, member engagement, education and conference operations, human resources, and information technology.
- Serve as the primary spokesperson on behalf of approximately 850 members on key issues and association priorities before Congress, the FCC, and other agencies related to issues affecting the broadband industry and marketplace.

Morgan Lewis (formerly Bingham McCutchen, LLP)

Of Counsel

Washington, DC

June 2007-August 2010

- Advised telecommunications, media, and technology clients in complex commercial and corporate transactions, regulatory matters, and dispute resolution efforts.
- Negotiated equipment and software licenses and sales, agreements related to communications and network services, consulting and outsourcing arrangements, teaming arrangements, and agent and distributor programs.
- Advised clients regarding investments in telecom and tech firms and assisted such firms in seeking capital through equity investments, debt financing, and governmental grant and loan programs.
- Represented clients in litigation relating to network interconnection disputes and online marketing and consumer protection requirements.

GTT Communications (formerly Global Internetworking)

Vice President & General Counsel

McLean, VA

April 2004-May 2007

- Oversaw legal and regulatory affairs of publicly traded technology company with offices in five countries, reporting to the Chief Executive Officer.
- Served as General Counsel of privately held predecessor until special purpose acquisition.
- Advised clients regarding contractual, regulatory, and other legal and policy obligations and opportunities, including securities regulation and compliance, human resources, structuring of transactions, government contracting, and product development.
- Negotiated agreements relating to communications and network services, equipment and software licenses and sales, real estate leases, consulting services, teaming arrangements, distributor programs, and dispute settlements.
- Provided guidance to clients with respect to corporate planning, new market opportunities, systems development, and other strategic initiatives.

America Online

Counsel – Intellectual Property

Dulles, VA

August 2003-April 2004

- Negotiated transactions for software and systems development and integration, software and other intellectual property licensing agreements, and professional and technical services arrangements.
- Analyzed and provided legal advice to business units and business development clients with respect to structuring of transactions, intellectual property matters, end user and commercial licensing matters, and product development requirements.

Level 3 Communications

Broomfield, CO and McLean, VA

Various Positions – Legal Department

March 2000-August 2003

- Held successively higher managerial positions in the legal department.
- Analyzed and provided advice with respect to policy issues associated with deployment of new communications and information products and services.
- Analyzed and addressed legal and regulatory matters arising in commercial and corporate transactions, managed state regulatory affairs for the company, and supported federal efforts.
- Negotiated and implemented traffic exchange and interconnection contracts and settlements.
- Led multi-state litigation efforts arising from company interaction with other telecom carriers, including drafting of pleadings and serving as lead counsel in hearings.

Swidler Berlin LLP

Washington, DC

Associate

March 1997-March 2000

- Represented clients before state regulators and the Federal Communications Commission.
- Negotiated interconnection and intercarrier compensation agreements on behalf of clients.
- Drafted comments for filing with regulators with respect to various policy matters, including network interconnection rights, universal service reform, service quality, pricing, billing and collection issues, number portability, and number administration.
- Advised clients on matters ranging from regulatory aspects of transactional planning to certification and compliance issues.

EDUCATION

Georgetown University Law Center

Washington, DC

Juris Doctor, awarded February 1997, *Cum Laude*

Middlebury College

Middlebury, VT

Bachelor of Arts, awarded May 1993, *Cum Laude*

Departmental Honors for History and Honors for Thesis Work