

Steven M. Kaufman

Partner

Washington, D.C.

Biography

A Corporate partner and Satellite practice co-head, Steve Kaufman uses industry knowledge and versatility to negotiate and close many types of deals globally.

For 18 of his 30 years at the firm, Steve served as outside general counsel for satellite clients, leading strategic joint ventures, "bet-the-company" contracts, financings, and M&A.

What Steve does best: understanding complex business issues and translating them into legal documents. If a client can describe something, Steve can draft it. Working from complicated to simple, he has many times reduced a lengthy contract into a few pages of bullet points, showing the client what it needs and how to obtain it. He has even written a business and financing model for parties in the form of an agreement. Many clients comment that the business guidance from Steve is as valuable as the legal advice.

Steve relies on his familiarity with issues common to satellite and communications companies to give him an edge in negotiations. This experience produces extra benefits when Steve deals with specialized satellite contract terms, targeted warranties, creative covenants, use of insurance to close gaps, license and spectrum issues, and even finance and accounting matters. According to *Chambers* Steve Kaufman is "a real



Phone

+1 202 637 5736

Fax

+1 202 637 5910

Email

steven.kaufman@hoganlovells.com

Practices

Corporate

Mergers and Acquisitions

Space and Satellite

Blockchain

Industries

Aerospace, Defense, and
Government Services

TMT

Areas of focus

Automotive Regulatory

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

authority and somebody who will always know the answer."

In advising clients, Steve emphasizes practicality, striving to achieve the client's business objectives for the transaction, whether economic, risk reduction, regulatory/compliance, or transaction speed. This carries over into deal management as well as negotiations, where he willingly takes the lead. Steve and Satellite practice co-head Randy Segal are regulars at the satellite conferences, making connections among clients and even adverse parties. He is listed in *Chambers*, *Super Lawyers*, and *Legal 500*.

Representative experience

Represented and advised manufacturer/JV partner/investor in many facets of cutting-edge OneWeb satellite program.

Negotiate satellite contracts for a major manufacturer with its U.S. customers.

Represented Asian customer in satellite procurement, from RFP through negotiated contract.

Represented Middle Eastern satellite operator in satellite, launch and ground system procurements.

Serving as commercial and M&A counsel for national telecom network for railroad industry to implement train safety.

Served as lead outside counsel for a satellite radio company in 15 equity and debt financings and commercial projects over nine years.

Satellite and commercial counsel to inflight internet company.

Represented satellite maritime company in several M&A disposition transactions.

Lease acquisition of capacity for full satellite for African customer.

Cross-border Mergers and Acquisitions

Joint Ventures and Strategic Alliances

M&A and Joint Ventures

Private Equity and Venture Capital
Rail

Telecommunications and Wireline

Education and admissions

Education

J.D., Harvard Law School, cum laude, 1984

B.A., Yale University, summa cum laude, 1981

Bar admissions and qualifications

District of Columbia

California

Massachusetts

Accolades

Attracts high praise for his ability to "provide clear, concise and practical advice."

Chambers USA

"His understanding of the hi-tech industry and his ability to

Served as merger and acquisitions counsel for two major satellite companies over a 10-year period.

Lease acquisition of satellite capacity for South American customer.

Awards and rankings

- Telecom, Broadcast & Satellite (District of Columbia), *Chambers USA*, 2011-2020
- Media, Technology, and Telecoms: Telecoms and Broadcast: Transactional, *Legal 500 US*, 2013-2019
- Communications, Aviation, and Aerospace, Business/Corporate, *Washington, D.C. Super Lawyers*, 2014-2017, 2019
- Media, Technology, and Telecoms: Technology: Transactions, *Legal 500 US*, 2012-2015

Latest thinking and events

- Hogan Lovells Publications
 - COVID-19 as a contractual force majeure event: A simple checklist for New York contracts
- 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
- Press Releases
 - Hogan Lovells represents OptiNose in public offering
- Publications
 - Artificial Intelligence and your space business: A guide for the smart navigation of the challenges ahead
- Hogan Lovells Publications
 - Preparing for the space innovations of today and tomorrow

understand and solve complex legal problems is best in class."

Chambers USA

"Knows how to listen very, very well and is very, very good at drafting."

Chambers USA, 2019

"Steven is a great lawyer and adviser, very strategic, with a broad view of the satellite business's ups and downs. He is patient, objective and a clear communicator."

Chambers USA 2017
