

## Niki Frangos Tuttle

Partner

Denver

### Biography

When Niki Tuttle began advising the cable television industry in the early 1990s, watching television was a linear experience. Over the years, Niki has played a role in the evolution of how we view content, which today means choosing the content we want to watch, when we want, and on the device of our choice.

The depth and breadth of Niki's experience in negotiating content distribution agreements across platforms, including cable, satellite, telco, mobile, and broadband, allows her to offer practical solutions to resolve sticking points. Whether the business model is linear, pay-per-view, video-on-demand, electronic-sell through, TV Everywhere, over-the-top, interactive applications or the next thing on the horizon, Niki understands the challenges and works closely with her clients to develop programming strategies to accomplish their specific objectives.

Niki's background and industry knowledge extends specifically to sports. Niki works with a combination of content distributors, professional sports teams, and team sponsors to negotiate in-market rights agreements, out-of-market distribution agreements, and sponsorship agreements, bringing insight to clients based on her cross-platform experience dealing with the various aspects of sports-specific issues.



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### Practices

Commercial

Complex Contracting

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### Industries

TMT

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### Areas of focus

Content Licensing, Distribution, and Carriage

Sponsorship

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## Representative experience

Represented large multichannel video programming distributor in connection with multi-platform agreements with Scripps Networks.

Represented Classic Bicycle Racing in connection with national and international rights agreements for the 2015 USA Pro Challenge cycling race.

Represented IPTV distributor in connection with a content distribution agreement with MTV Networks.

Represented multichannel video programming distributor in connection with multi-platform content distribution agreements with ESPN Networks.

Represented multichannel video programming distributor in connection with multi-platform content distribution agreements with MLB Advanced Media.

Represented multichannel video programming distributor in connection with multi-platform content distribution agreements with ABC Cable Networks.

Represented multichannel video programming distributor in connection with multi-platform content distribution agreements with Turner Networks.

## Awards and rankings

- People's Choice Communications / Media Law Lawyer, *Barrister's Best, Law Week Colorado*, 2016
- "Best of the Bar," Telecommunications, *Denver Business Journal*, 2003

## Latest thinking and events

- Hogan Lovells Publications
  - TMT Horizons 2019
- Hogan Lovells Publications
  - "TV Everywhere" Key to Cable Operator Strategy *GMC Quarterly*

## Education and admissions

### Education

J.D., University of Colorado School of Law, 1984

B.A., University of Colorado, 1981

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### Memberships

Member, Colorado Bar Association

Member, Denver Bar Association

Member, Forum on Communications Law, American Bar Association

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### Bar admissions and qualifications

Colorado

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- Hogan Lovells Publications
  - Global Media and Communications Quarterly, The Future of Television *GMC Quarterly*