

Marashlian & Donahue, LLC— The *CommLaw* Group

*A Cutting-Edge Communications and Information Technology
Law Firm for the 21st Century Client*



“**M**a Bell and rotary phones are relics from a bygone era. So is the traditional law firm model,” says Jonathan Marashlian, Managing Partner at The *CommLaw* Group, a Washington, D.C.-area law firm that specializes in servicing the complex and varied demands of the burgeoning communications and information technology sectors of the U.S. and global economy.

From the moment the “Internet Era” collided with the Great Recession, consumers of legal services have demanded fundamental changes to the way lawyers deliver professional services. Clients expect value, exceptional customer service, and expertise without ego—and they want it all delivered efficiently, in a practical manner, and for predictable fees. From the ground up, The *CommLaw* Group is engineered to serve the modern-day client.

Soon after the dot-com bubble burst in 2001, Marashlian set out to create the unique, “Full Spectrum” business model that today is composed of The *CommLaw* Group (legal) and The *Compliance* Group (consulting) family of firms. His goal was to introduce a full-service professional services organization that is capable of delivering everything from complex, high-stakes legal services—at no less than a one-third discount when compared to firms just across the Potomac River—all the way down to commoditized, subscription-based pseudo-legal

services that address the basic, day-to-day compliance needs of the regulated and heavily taxed communications industry.

The firm’s hallmark is its promise of a truly unique attorney-client relationship, summed up by two simple words: “Customer Service.” Delivering value in a responsive, thoughtful, and individually tailored manner to each client is engrained in The *CommLaw* Group’s DNA. The firm has the honors to prove it, being named Customer Service Law Firm of the Year in the U.S. for three consecutive years. While many feel lawyers are a necessary evil, clients consider The *CommLaw* Group more of a business partner.

Today, The *CommLaw* Group is providing its “Full Spectrum” of professional services to an ever-expanding audience of clients thanks to the explosion of Internet, broadband-based technologies, and “over the top” content providers. While the firm’s roots are in communications, it has branched into nearly every facet of the Internet ecosystem and now covers everything from data protection and privacy, general business law, and broadcast and new media to intellectual property and representation of domestic and global communications equipment manufacturers, to name just a few.

States Marashlian, “Clients need experts who can help them navigate the gray areas, understand and appreciate the risks, consequences, and comparative costs of their options; they don’t find value in black-and-white regurgitations of what the law states. In the dynamic and rapidly evolving communications and info-tech sectors, where technological change frequently outpaces the government’s ability to keep pace, clients demand experienced counsel to guide their business to safe shores. We deliver pragmatic advice that’s considerate of the practical realities of each unique client. We’re a niche firm, and we bring our experiential knowledge of the industries we represent, specialized skills, and the ability to identify solutions to complex matters to the table for our clients, day in and day out.”

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