



ANDY FRIEDMAN

Partner

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Throughout his career, Andy has provided practical and efficient legal counsel to technology businesses, including providers of software, hardware and complex services, and both public and private, venture-backed companies. Andy routinely negotiates the various agreements that affect a company's daily operations, including software licensing, product and service delivery, channel relationships, reseller, OEM and similar arrangements, as well as vendor agreements. Seasoned by decades in business law, he also advises companies in connection with financings, real estate transactions, employment matters, intellectual property protection, corporate governance, and several other general business areas. Andy has extensive experience with international transactions and operations, having worked with companies doing significant business in several foreign countries.

Andy joined Outside GC in 2008. Since then, he has served clients in many technology-related industries as their general counsel or main contracts counsel, including his former employers, Crossbeam and Moduslink, and Fidelis, Cloud Technology Partners, Neohapsis, WiTricity and Localytics. Andy's current clients include [Acceleration Partners](#), [AltioStar Networks](#), [Crayon](#), [InsightSquared](#), [Localytics](#) and [PureB2B](#).

Before joining Outside GC, Andy was General Counsel of Crossbeam Systems, the provider of a scalable hardware platform that facilitates the consolidation and simplification of security services delivery in large networks. Prior to Crossbeam, Andy was Associate General Counsel of Moduslink Corporation and its predecessor, Modus Media International, a provider of outsourced supply chain and logistics services for hardware, software and other technology companies with extensive worldwide operations.

EDUCATION

J.D., Harvard Law

School, *magna cum laude*.

B.A., Brown University, *magna cum laude*

SECTORS AND SERVICES

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[Software, SaaS & Hardware](#)

[E-Commerce & Digital](#)

[Advertising](#)

[Retail & Consumer Products](#)

CREDENTIALS

Bar Admissions

Massachusetts

Previously, Andy was Director of Legal Affairs for NetGenesis, a public company provider of software and related services for analysis of on-line business. Andy began his career as a corporate associate at Foley Hoag, where he represented various companies -- including start-ups, later stage and public companies, as well as venture capital firms - in a variety of transactions including formation and other start-up-specific legal matters, private financings, public offerings, M&A and other strategic transactions, and licensing, as well as with regard to various other corporate and IP-related legal matters.

Andy received his BA magna cum laude from Brown University and his JD magna cum laude from Harvard Law School.

When he is not advising clients, Andy can be found several nights a week on the tennis court, or attempting to make something that sounds like music on the guitar. Andy is a director at Jewish Big Brothers Big Sisters of Greater Boston and Plugged In Teen Band Program in Needham. Andy lives in Weston with his wife Allison and his children Alex and Casey.