



MICHAEL MENDELSON

Partner

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Michael is a veteran general counsel and board secretary, international business executive, mechanical engineer, and entrepreneur. With over 20 years of experience prior to joining Outside GC, Michael has worked extensively with telecom, IT, aerospace, defense, manufacturers, high technology companies, and start-ups of all kinds. Michael is a strategic advisor and creative problem solver, as much as he is an attorney. Michael adds value to his clients objectives by applying a business-focused approach to their challenges and opportunities.

Michael's areas of concentration include:

- Outside General Counsel to start-ups, SMEs, and high-growth companies
- M&A, Early Stage Financing, and Venture Capital Negotiations
- Cross-Border Transactions
- Corporate Governance and Board Secretary Services
- US and International Commercial Contracts
 - Sale of goods and services
 - Procurement of goods and services
 - Sales agent and distribution agreements
 - Strategic partnerships and alliances
 - Manufacturing/OEM agreements
 - R&D agreements
 - Consulting agreements
 - Software and IP Licensing
 - Confidentiality/NDA
 - Executive compensation agreements

EDUCATION

Boston College Law School, J.D.
Fletcher School of Law and Diplomacy,
M.A.L.D.
Tufts University, B.S.M.E., *cum laude*

SECTORS AND SERVICES

[Government & Export Control](#)
[Mergers and Acquisitions & Finance](#)
[Technology Transactions](#)
[Software, SaaS & Hardware](#)
[Media, Entertainment & Sports](#)
[Telecommunications](#)

CREDENTIALS

Bar Admissions

New York
District of Columbia
Massachusetts

- Federal Government Contracts
 - Prime and Sub-Prime
 - RFP and FAR/DFAR analysis
 - BAA and TAA Compliance
- International Government Tenders
- Export Control Compliance and Licensing
- Sanctions Compliance and Licensing
- Supply Chain Contracting, Regulation, and Compliance
- National Security and FOCI Compliance
- Antibribery and Corruption Compliance
- Ethics Investigations

Michael has held several executive and senior legal positions for multinational companies including Smiths Detection, CPA Global, and Intelsat. Michael previously practiced law at Wissing Miller, LLP, a New York-based boutique IP and technology firm, and in the Washington, DC Office of Jones Day, a leading global law firm. He is a past-Chair of the American Bar Association Space Law Committee and former member of the New York State Bar Association Corporate Counsel Executive Committee. Michael has been interviewed on National Public Radio for his insights on the commercial space industry and is a regular speaker at international legal and business conferences. Michael was a Red Cross Volunteer in the aftermath of 9/11 in Washington, DC.

Michael graduated from Tufts University with a B.S. in Mechanical Engineering (cum laude), from the Fletcher School of Law and Diplomacy with an M.A.L.D., and from Boston College Law School with a J.D. He recently undertook advanced coursework in finance and securities at Georgetown University Law School, focusing on cryptocurrency regulation.

In his spare time, Michael enjoys mountain hiking, horseback riding, practically any outdoor adventure, learning languages, and history. He also loves rugby (did he mention rugby?) although mostly as a spectator these days.