



Andrew P. Erdmann

Partner

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Andrew advises clients on M&A and private equity transactions, including public company mergers and tender offers, purchases and sales of private businesses, formations and dispositions of joint ventures, and other strategic and financial investments. He also regularly provides general legal counsel to clients with respect to corporate governance, corporate finance, securities, commercial contract and legal compliance matters.

Over the course of his career, Andrew has led and worked on deal teams that have negotiated and closed transactions ranging from several million to several billion dollars in value. Those transactions have involved clients in a wide variety of industries, including software, technology, life sciences, health care, communications, sports, entertainment, asset management, professional services, beverages, retail, manufacturing, infrastructure, energy (including renewable energy), oil and gas, financial services and real estate.

Clients and colleagues appreciate Andrew's technical skill, practical approach to solving complex problems, ability to apply his breadth of experience to unique situations, unwavering commitment to serving as a team player, and dedication to realizing client objectives. He regularly acts as a catalyst for completing transactions, while protecting clients' investments and goals at every turn.

Andrew has worked as a senior attorney in corporate law and business development for Medco Health Solutions, Inc., where he provided legal advice and support in connection with mergers and acquisitions, joint ventures, strategic alliances, and other business development opportunities, with primary responsibility for international initiatives.

Prior to entering the legal profession, Andrew worked for PwC, where he provided clients with tax consulting and compliance services and developed and marketed new tax planning solutions, including a web-based product for delivering tax consulting services.

EXPERIENCE

- > Represented PVH Corp., one of the world's largest apparel companies, in the sale of its Speedo North America business to Pentland Group, the parent company of Speedo International Limited, for \$170 million in cash, subject to a working capital adjustment.
- > Represented NexPhase Capital, LP, an operationally-focused, independent private equity firm, in a strategic partnership with DealerOn Inc., a leading provider of websites, social media marketing, SEO, SEM and internal lead management for car dealerships.
- > Represented W20 Group, a New Mountain Capital portfolio company and provider of analytics-driven, digital-first marketing services and communications to the healthcare sector, in connection with W20 Group's acquisition of several businesses, including Arcus Global Media LLC, a medical communications consulting company with expertise in oncology, hematology, transplants and rare diseases and Radius Medical Animation LLC a scientific creative agency that designs interactive and immersive digital media for educational purposes within the healthcare and pharmaceutical industries.
- > Represented TRANZACT, and its executive management team, a provider of comprehensive, direct-to-consumer sales and marketing solutions for leading insurance carriers in the United States, in its \$1.4 billion sale to Willis Towers Watson, a leading global advisory, broking and solutions company.
- > Represented Aceto Corporation, an international company engaged in the development, marketing, sale and distribution of human health products, pharmaceutical ingredients and performance chemicals, in the \$411 million sale of its chemical business assets, plus the payment of cure costs and the assumption of certain liabilities, through a Court-supervised process under Section 363 of the Bankruptcy Code.

NEWS & INSIGHTS

In the Media

- > January 6; January 24, 2020

Lowenstein's role representing independent private equity firm **NexPhase Capital, LP** in its newly announced strategic partnership with DealerOn, Inc., a leading website and digital marketing company serving the retail automotive industry, was mentioned in **citybizlist**, **Automotive News**, **The Banks Report**, **Cision PR Newswire**, and **AutoSuccess**. The Lowenstein deal team included **Christopher C. Henry**, **Andrew P. Erdmann**, **Alexander Brooks**, **Matt Savare**, **Theodore C. Sica**, **Michael Walutes**, **Julie Levinson Werner**, **Eric Jesse**, **Megan Monson**, **Bianka V. Barraza**, **Chelsea P. Ferrette**, **Carly S. Penner**, **Bryan Sterba**, **Matthew Tippy**, **Vikram Paul**, and **Serena Ward**. **View Lowenstein's news**

announcement about this transaction.

- > January 9-14, 2020
Lowenstein's representation of **PVH Corp.** [NYSE:PVH] in its definitive agreement to sell its Speedo North America business to Pentland Group for \$170 million in cash is highlighted in **Law360**, **Bloomberg Law**, **Retail Dive**, **Financial News**, and the **Global Legal Chronicle**. The Lowenstein deal team included **Marita A. Makinen**, **Andrew P. Erdmann**, **Doreen M. Edelman**, **Andrew E. Graw**, **Darren Goodman**, **Mary J. Hildebrand**, **Matt Savare**, **Michael Walutes**, **Jeffrey M. Shapiro**, **Jack Sidorov**, **Abbey E. Baker**, **Manali Joglekar**, **Justin Gindi**, **Sophia Mokotoff**, **Nicole Rae Morales**, **Bryan Sterba**, and **Vikram Paul**. The PVH team included Mark Fischer, Jeffrey Hellman, and Meredith Felz (Legal), along with Dana Perlman and Lina Yoo (In-house Deal Makers). *(subscription required to access certain content)* [View Lowenstein's news announcement about this transaction.](#)
- > November 9, 2019
Lowenstein's representation of **W2O**, the leading independent provider of analytics-driven, digital-first marketing communications to the health care sector, in the acquisition of Arcus Medica, a recognized leader in medical and scientific communications, highlighted in the **Global Legal Chronicle**. The Lowenstein deal team included **David L. Goret**, **Marita A. Makinen**, **Andrew P. Erdmann**, **Matthew Tippy**, **Eugene R. Cheval**, **Tracy F. Buffer**, **Michael Walutes**, **Sophia Mokotoff**, **Megan Monson**, **Matt Savare**, **Bryan Sterba**, **Mary J. Hildebrand**, **Manali Joglekar**, **Carly S. Penner**, **Amy Komoroski Wiwi**, and **James C. Shehan**. [View Lowenstein's news announcement about this transaction.](#)

EDUCATION

- > Wake Forest University School of Law (J.D. 2005); articles editor, *Wake Forest Law Review*
- > James Madison University (B.B.A. 1999)

ADMISSIONS

- > New York
- > New Jersey