



Andrew P. Erdmann

PARTNER

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Andrew Erdmann's technical skills, practical approach to solving complex problems, and collaborative attitude has made him a valuable resource for clients. He represents companies in private equity and M&A transactions, including purchases and sales of private businesses, public company mergers and tender offers, formations and dispositions of joint ventures, and other strategic investments. He also provides general legal counsel to clients on corporate governance, securities, corporate finance and legal compliance issues.

Andrew has experience working in a variety of industries, including software, technology, professional services, consumer products, life sciences, asset management, media, and energy and has led and worked on deals ranging from several million to several billion dollars in value.

Focus Areas

Private Equity and M&A

Buyouts, Growth
Equity and M&A

Representative Engagements

NexPhase Capital, LP

- Acquisition of Empower Community Care, a leading global behavioral health enablement platform providing proprietary, evidence-based services and software to support at-risk youth, families, and communities, from Northlane Capital Partners.
- Investment in Insurance Systems, a provider of enterprise software solutions to the property and casualty insurance industry.
- Investment in Aztec Software, an educational software company focused on the adult education and workforce training and certification markets, including various add-on acquisitions.*
- Acquisition of DealerOn Inc., a leading provider of websites, social media marketing, SEO, SEM and internal lead management for car dealerships, including various add-on acquisitions.*

Solamere Capital

- Various acquisitions and other matters for portfolio company Vensure Employer Services, a professional employer organization (PEO).*
- Various growth equity and other investment transactions.*

Other Private Equity Transactions

- Treville Capital in its investment in Embark, a business advisory firm specializing in finance, accounting and technology.*
- Sightway Capital in the sale of its majority interest in Integrated Specialty Coverages (ISC), a program administrator, building end-to-end insurance products by connecting its broad network of insurance markets and retail/wholesale distribution channel, to KKR & Co. Inc.*

- New Mountain Capital in a number of transactions, including add-on acquisitions and dispositions for its ILC Dover, Real Chemistry and Tinuiti portfolio companies.*
- Arena Investors in its investment in Pacific Production Services, a leading film permitting agency, and Pacific Traffic Control, a business providing traffic control solutions for film production, special events, and construction zones.*
- The sale of Kurtzman Carson Consultants LLC, a premier legal services provider specializing in corporate restructuring, class action and mass tort administration, and trustee and fiduciary services, to GCP Capital Partners.*
- Investment in LRN Corporation, a leading provider of ethics and compliance education, learning technology, data analytics and strategic solutions, by Leeds Equity Partners.*

Other M&A Transactions

- The Estée Lauder Companies Inc. (NYSE: EL) in its two-phase agreement to increase its ownership of DECIEM Beauty Group Inc., the Canadian-based, vertically integrated, multi-brand beauty company, with the completed first phase investment reflecting a total enterprise value of approximately \$2.2 billion.*
- PVH Corp., one of the world's largest apparel companies, in sales of its Speedo North America business and Warners, Olga and True & Co. businesses.*
- Sale of End-to-End Analytics, a boutique analytics and data science consultancy, to Accenture (NYSE: ACN).*
- American City Business Journals (ACBJ), a leading publisher of local business information, in its investment in BizEquity, a provider of business valuation software.*
- 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.*
- Infineum USA LP, a specialty chemicals company producing petroleum additives for lubricants and fuels, in its agreement to acquire Entegris, Inc.'s (NASDAQ: ENTG) Pipeline and Industrial Materials business (PIM), including the Flowchem, Val-Tex, and Sealweld brands and a broad range of Drag Reducing Agents (DRAs) for pipeline operations (terminated).*

*Andrew handled these transactions prior to joining Choate

Professional & Community Involvement

- Member, American Bar Association (Business Law Section, M&A Subcommittee)

Education & Credentials

- Wake Forest University School of Law, JD (2005) Articles Editor, *Wake Forest Law Review*
- James Madison University, BBA (1999)

Admissions

- New Jersey
- New York