

Andrew Stephen Edelen

Partner

212 468 4874

aedelen@dglaw.com



Areas of Focus

Corporate + Transactions | Mergers & Acquisitions, Divestitures, Joint Ventures and Strategic Alliances

“In complex transactions, I stay focused on the things that truly matter — my client’s business objectives and getting the deal done efficiently.”

Overview

Andrew Edelen structures and negotiates complex transactions that help advertising agencies and digital media and technology companies achieve critical business goals. His practical, strategic guidance lets them manage risks in mergers and acquisitions, equity financings, joint ventures, and strategic alliances.

Andrew advises on both the buy side and the sell side of M&A transactions, providing valuable perspective on the interests of all parties. Clients value his ability to pinpoint the most critical issues in purchase, shareholder, employment and operating agreements, including privacy, compliance and employee concerns as well as deal terms. He also frequently helps companies structure equity incentives for key employees, consultants, influencers and other business partners.

With experience advising both early-stage companies in formation and fundraising, and mature businesses making investments and acquisitions, Andrew provides valuable insights for clients throughout their life cycles. He focuses on efficient solutions and clear communication to ensure that they are fully informed when making important decisions. Andrew is particularly skilled at walking clients through complicated transactions, focusing on the issues that matter and the objective of getting deals done.

A business-minded counsellor, Andrew crafts pragmatic solutions that align with client goals. He adeptly coordinates resources across the firm as needed to address all aspects of complex scenarios.

Earlier in his career, Andrew was an associate at Simpson Thacher & Bartlett, where he represented private equity firms and public companies in significant M&A transactions.

Representative Experience

- Represented a leading U.S. developer, manufacturer, distributor and seller of nutritional supplements and wellness products in its acquisition of a nutritional supplement manufacturing, distribution and fulfillment company.
- Counseled a digital publishing company on its sale to a global media company listed on the London Stock Exchange, in exchange for cash and shares.
- Represented a B2B search engine and analytics platform in multiple financing rounds designed to help the company scale its proprietary search engine technology, accelerate product development, and grow its engineering and sales functions.
- Counseled a new NFT-focused social media platform with financial backing from several high-profile investors in the crypto/NFT space through its formation and early stage financing rounds.
- Represented an online travel shopping company in strengthening its presence in Canada through the acquisition of the nation's largest vacation rental website.

Insights + Events

Alert

Paycheck Protection Program Flexibility Act of 2020
June 8, 2020

Publication

D+G Memorandum: Coronavirus Aid, Relief and Economic Security Act (the CARES Act)
April 1, 2020

Alert

Coronavirus Aid, Relief and Economic Security Act: What You Need to Know
April 1, 2020

Credentials

Education

Duke University School of Law (J.D., *magna cum laude*, Order of the Coif, 2013)

- Editor-in-Chief, *Law and Contemporary Problems*

Vassar College (A.B., 2005)

Bar Admissions

New York