

Jeffrey

Partner

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Jeff Andrews' broad transactional practice focuses on outsourcing, sourcing and technology transactions. He is best known for structuring and negotiating complex domestic and international information technology and business process outsourcing agreements. Jeff, chair of the firm's technology transactions practice, has assisted clients in outsourcing all major business functions and operations. He has negotiated opposite every major multinational and Indian outsourcing service provider. His clients span a wide range of industries, including energy, financial services, consumer products, retail, manufacturing, pharmaceuticals, commercial aviation and telecommunications.

Jeff also is experienced in structuring and negotiating sourcing and technology transactions, having represented both buyers and providers of goods and services in hundreds of transactions. His experience includes complex procurement, cloud (including SaaS, PaaS and IaaS), licensing, maintenance and support, development, ERP/CRM implementation, systems integration, OEM, hosting, and other marketing, distribution, and strategic alliance agreements. Finally, Jeff is experienced in assisting clients with data privacy matters, including working with them to develop and implement privacy solutions that are compliant with applicable laws and regulations both domestically and abroad.

Legal rankings publications have taken notice of Jeff's practice. He has been ranked by Chambers & Partners' *Chambers Global* in Outsourcing (2011-2025) and *Chambers USA* in Technology: Outsourcing (2008-2024). Jeff has also been recognized by such groups as Legalease's *The Legal 500 United States* (Technology: Outsourcing, 2010-2023; Technology: Transactions, 2013-2014, 2018-2020) and BL Rankings' *Best Lawyers* (Technology Law, 2011-2023). *Chambers USA* describes Jeff as "a top-drawer lawyer" (2010), who provides "very practical advice" (2008) to clients and is "described as one of the best

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outsourcing lawyers in the field” (2011). Clients interviewed by *Chambers USA* laud him as “*absolutely outstanding*” (2008), that he has a “*great ability to translate complex operational requirements into a good contractual structure*” (2010), and that he is “*a tough negotiator*” (2015). In addition, Jeff was recognized by *Best Lawyers* as Lawyer of the Year in Technology Law in Houston for 2014, 2016, 2020 and again for 2023.

Credentials

Education

- Tulane University, J.D., 1997
- Union College, B.A., 1994

Bar Admissions

- Texas

Chambers Global

- Outsourcing, 2011 – 2025

Chambers USA

- Nationwide Outsourcing, 2008 – 2024
- Texas Technology: Outsourcing, 2008 – 2024

The Legal 500 United States

- Technology: Outsourcing, 2010 – 2024
- Technology: Transactions, 2013 – 2014, 2018 – 2020

BL Rankings

- *Best Lawyers*, Technology Law, 2011 – 2025
- *Best Lawyers*, IT Outsourcing Law, 2024 – 2025
- Houston Lawyer of the Year, Technology Law, 2014, 2016, 2020, 2023

Resources

Privacy Shield Invalidated by ECJ

Update

Be a Better Negotiator of Cloud Contracts

Article

Publications & Speeches

- "Be a Better Negotiator of Cloud Contracts," *Legal Dive*, August 2024.
- "Keep Quiet and Carry On Under the EU Trade Secrets Directive," *IP Magazine*, September 2016.
- "Dangerous Waters in the Safe Harbour," *IP Magazine*, February 2016.