



## Andrew M. Brown

### Partner

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Andrew is the Managing Partner of Levine, Blaszak, Block & Boothby, LLP ("LB3") and also serves as Chairman of LB3's consulting affiliate, TechCaliber Consulting ("TC2"). He represents medium and large cap companies in both their strategic planning and contract negotiations for information and communications technology ("ICT") products and services and related technologies. He has been involved in some of the largest enterprise communications deals for network services negotiated on behalf of the firm's clients spanning all the major industry verticals, including financial services, manufacturing, pharmaceutical, hospitality, commercial airline, and logistics.

Andrew regularly negotiates agreements with the major ICT vendors for global voice and data network services, managed services, network equipment, and all associated services and technologies. He has also negotiated numerous enterprise agreements for local and wireless services, and counsels large enterprise customers on the competitive sourcing, deployment and contracting of emerging technologies, such as SD-WAN, and the execution of network transformation and "Internet First" strategies.

Andrew has significant experience in the field of public safety and homeland security communications. He was instrumental in the development and negotiation of a nationwide emergency toll-free number for the nation's poison control centers, represented the City of New York as lead outside counsel in the development and negotiation of a state-of-the-art enhanced 911 public safety answering center and supporting communications infrastructure, and advised the Las Vegas Metropolitan Police Department in their multi-million dollar acquisition of a digitized public safety radio system. He also frequently advises corporate clients on the legal requirements and best practices for providing employee access to 911 and E911 services, including legal and technical challenges associated with the implementation and use of softphones, Voice over Internet Protocol (VoIP), and wireless and cloud-based LANs/PBXs.

In regulatory matters, Andrew advocates the interests of large enterprise customers in a variety of federal regulatory proceedings at the Federal Communications Commission. He serves as co-counsel to the Ad Hoc Telecom Users Committee, a membership-based coalition of large enterprise customers, which focuses on ensuring competitive markets for the services purchased by large businesses and educating its members on emerging ICT technologies, best practices and current market developments.

While in law school, Andrew won the William Minor Lile Moot Court competition and was Executive Editor of the Virginia Journal of International Law. He is recognized in Who's Who Legal as a Global Leader in Telecoms & Media.

## Bar Admissions

- California
- District of Columbia
- District of Columbia Court of Appeals
- New York
- Supreme Court of California
- U.S. Court of Appeals, 10th Circuit
- U.S. Supreme Court

## Education

- University of Virginia School of Law, J.D.
- Georgetown University, B.S.

## Memberships

- Federal Communications Bar Association/The Tech Bar

## Related Practices

- Communications Regulatory Advice and Advocacy
- Information Technology Advisory Services

- Network Services Transactions