



## Jeffrey B. Andrews

Partner

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### About Jeff

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 (2011-2024) and *Chambers USA* in Technology: Outsourcing (2008-2023). 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 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.

### Recent Notable Matters

**North America's largest single provider of funeral, cremation and cemetery services** — structuring and negotiating an outsourcing transaction for finance and accounting services with a leading Indian provider

**Major provider of operations and maintenance services for water and wastewater utilities** — structuring and negotiating a system installation and integration agreement

**Major provider of operations and maintenance services for water and wastewater utilities** — structuring and negotiating an outsourcing transaction for payroll services

**Leading supplier of silicones and silicon-based technology** — structuring and negotiating a master services agreement for application development and maintenance services with a leading Indian provider

**Major electric utility** — structuring and negotiating a master services agreement for application development and maintenance services with an Indian provider

**Major electric and water utility** — structuring and negotiating a system installation and integration agreement with a leading provider

**Major electric and water utility** — structuring and negotiating a CRM license with a leading software vendor

**Largest commercial airline in the United States** — structuring and negotiating master services agreements for application development and maintenance services with two Indian providers

**Leading drug development service company** — structuring and negotiating an outsourcing transaction for finance and accounting services with a leading Indian provider

**Major water and wastewater utility** — structuring and negotiating a CRM license with a leading software vendor

**Leading energy services company** — structuring licensing and distribution agreements for an online marketplace

**Major electric utility** — structuring and negotiating an outsourcing transaction for procurement and warehousing services

**Major electric utility** — structuring and negotiating supply chain transactions with fifteen different suppliers

**Major retailer** — structuring and negotiating an outsourcing transaction for human resources services

**Major electric utility** — structuring and negotiating a critical license agreement for geographic information systems mapping software

**Major consumer products company** — structuring and negotiating an outsourcing transaction for finance and accounting services, including the transfer of a captive service center in Costa Rica

**One of North America's largest manufacturers of transportation, construction and industrial products** — outsourcing transaction for IT services

**Real estate services provider** — structuring and negotiating license and royalty agreements for software and other intellectual property that underpin the provider's operations

**Major electric utility** — structuring and negotiating a sourcing transaction for engineering services

**Major electric utility** — structuring and negotiating a sourcing transaction for field services valued at roughly \$1.6 billion

**Global communications company** — global restructuring of an IT services outsourcing transaction for network services valued at more than \$7 billion and involving the transfer of employees in nearly 30 countries

**Major manufacturer of heating, ventilation, and air conditioning products** — structuring and negotiating two transactions for engineering services with two Indian providers

**Global bank** — structuring and negotiating a business process outsourcing transaction for cashiering, custody, purchase and sales, margin, processing, and account transfer services

**Major retail electric provider** — structuring and negotiating an outsourcing transaction for CRM installation, implementation, and integration services valued at roughly \$60 million

**State of Texas (acting through its Department of Information Resources)** — landmark outsourcing with IBM valued at \$850 million

## **Publications and Speeches**

“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.

## Education

The University of Texas School of Law, J.D.  
1997

Trinity University, B.A.  
1994

## Noteworthy

*Chambers Global*, Outsourcing, 2011 - 2024

*Chambers USA*, Nationwide Outsourcing, 2008 - 2023; Texas Technology: Outsourcing, 2008 - 2023

*The Legal 500 United States*, Technology: Outsourcing, 2010 - 2023; Technology: Transactions, 2013 - 2014, 2018 - 2020

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

## Bar Admissions

Texas