

## Andrew Lustig

Partner



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Reston

Emerging Companies  
Cyber/Data/Privacy  
Mergers and Acquisitions  
Venture Capital  
National Security  
Software  
Technology  
Unmanned Aerial Vehicles  
Private Equity  
Cybersecurity  
Spacetech and Satellite  
CooleyREG

Andrew Lustig focuses on private equity investments, mergers and acquisitions and the general corporate representation of high-growth technology companies in both the commercial and government marketplace. His practice includes a wide range of industry sectors including information technology, national security, cybersecurity, data analytics, software and telecommunications. He also represents a number of leading venture capital and private equity firms.

Andy's mergers and acquisitions experience includes representing buyers and sellers in billions of dollars' worth of transactions. Andy has led numerous M&A transactions that have won awards for corporate growth and dealmaking excellence. He also specializes in structuring and negotiating transactions such as stock and asset acquisitions and divestitures, mergers, auctions, recapitalizations, spin-offs and consolidations. His venture capital and private equity experience includes numerous seed, angel, venture, mezzanine and growth equity financings.

Representative transactions include:

- Blackbird Technologies' \$420 million acquisition by Raytheon
- Kinsail's acquisition by Accela
- Digital Reasoning's \$24 million financing led by Goldman Sachs
- A private equity-backed buyer's roll-up in the Unmanned Aerial Vehicles space

Andy is a founder and board member of [MissionLink](#), a nonprofit trade association that promotes the common interests of small, emerging and mid-sized technology and technology services companies in the defense, intelligence and national security industry. MissionLink and Andy have been featured in The Washington Post, the Washington Business Journal, The Washington Times, Modern DC Business and Bisnow. He is recognized by Best Lawyers in America for Mergers & Acquisitions Law, Leveraged Buyouts and Private Equity Law, and Corporate Law and by Chambers USA for Corporate/M&A in Northern Virginia. In 2016, DCInno named Andy a "50 on Fire" winner, recognizing him as the top innovator and dealmaker in the DC investment community. In 2011, the Washington Business Journal/ named Andy one of the Washington region's brightest business leaders in its annual "Top 40 Under 40" award list.

## Education

William & Mary Law School

JD , 1998

University of Virginia

BA , 1995

## Admissions & Credentials

Texas

Virginia

## Rankings & Accolades

Chambers USA: Corporate/M&A – Virginia: Northern (2020 – 2025)

Best Lawyers in America: Lawyer of the Year - Leveraged Buyouts and Private Equity Law (2021)

DCInno 50 on Fire (2016)

Washington Business Journal: Top 40 Under 40 (2011)