Andrew K. Hughes

Partner

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Andrew guides clients in the technology, services, aerospace and defense manufacturing, and health care sectors through multimillion-dollar acquisitions, sales, and restructurings.

OVERVIEW

Andrew advises lower middle-market private equity firms, their portfolio companies, and large public companies in acquisitions, sales, and restructurings. He also provides general counsel to growth-stage companies, helping them navigate complex legal landscapes.

REPRESENTATIVE MATTERS

Technology

- Represented Innovative Driven, a provider of end-to-end solutions across the information lifecycle, including information governance, eDiscovery, and managed review services, in its acquisition of DLS Discovery, a Delaware-based litigation support provider with a focus on the unique needs of the Delaware Court of Chancery.
- Represented B2B Gateway, a provider of services facilitating data connectivity between manufacturers, suppliers, and retailers, in its sale to TrueCommerce.
- Represented Becklar, LLC, the parent company of both Freeus (a manufacturer and distributor of personal medical emergency monitoring devices) and AvantGuard Monitoring Centers (a provider of personal medical emergency and building alarm monitoring services), in an investment transaction with BV Investment Partners.
- Represented PTC Inc., a NASDAQ-listed company providing SaaS solutions in the internet of things, augmented reality, computer-aided design, and product lifecycle management, in its acquisition of Onshape Inc., a SaaS product development platform, for approximately $470 million.
- Represented PTC Inc. in its acquisition of Frustum Inc., a software company using artificial intelligence to generate design options, for approximately $70 million.
- Represented ABCYA.com, LLC, a developer of online educational games for kids, in its sale to IXL Learning, Inc.

Services

- Advised Keystone Partners, LLC, a Boston-based portfolio company of Silver Oak Services Partners, in its

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acquisition of The Ayers Group, a leader in executive coaching, leadership development, and outplacement services, from Kelly Services, Inc.

- Represented Silver Oak Services Partners, a lower middle-market private equity firm focused exclusively on leading business, health care, and consumer services companies, in several transactions, including the:
  - Recapitalization of Quality Liaison Services of North America, Inc., a provider of representation and quality assurance services for OEMs and suppliers across a variety of industries, in partnership with management and co-investors.
  - Acquisition of Vecta Environmental Services, LLC, a provider of in-plant industrial services in the southeastern U.S., in partnership with management.
  - Recapitalization of Drive Automotive Services, LLC.
  - Sale of portfolio company BBG, Inc., a commercial real estate appraiser, to Incline Equity Partners.
  - Recapitalization of Keystone Partners, a provider of comprehensive outplacement, career management, executive coaching, and leadership development services.
  - Sale of The Tranzonic Companies, a supplier of disposable maintenance, cleaning, personal care, and safety products to the “away-from-home” marketplace, to PNC Riverarch Capital.
  - Recapitalization of Brilliant Staffing, a provider of temporary and permanent finance, accounting, and IT professionals, in partnership with management and co-investors.
  - Sale of Construction Labor Contractors, a leading provider of temporary staffing of skilled tradesmen for the commercial construction market, to Tradesmen International, a portfolio company of private equity funds managed by Blackstone Capital Partners.

Aerospace and Defense Manufacturing and Other Manufacturing

- Represented Table Talk Pies, a family owned food manufacturing business, in its sale to Rise Baking Company, a leading bakery manufacturer.
- Advised Quantic Electronics in several transactions involving the manufacturers of electronic components used in the aerospace and defense industries, including its acquisition of Technical Research and Manufacturing, Inc., and the acquisition of Planar Monolithics Industries, Inc.
- Advised Evans Capacitor Company, a manufacturer of electronic components used in the aerospace and defense industries, in its acquisition by Arcline Investment Management.
- Represented Stevens Manufacturing, a manufacturer of precision parts used in the aerospace and defense industries, in its acquisition by Essex Industries.
- Advised J.H. Whitney, a lower middle-market private equity firm, in its acquisition of Southern Aluminum, a manufacturer of linen-less aluminum tables.
- Advised Hitachi Construction Machinery Co., Ltd., a manufacturer of construction vehicles and equipment, in its acquisition of H.E. Parts International, LLC, a producer of replacement and improvement component parts for large construction and mining vehicles, for approximately $240 million.
- Represented Hitachi Construction Machinery Co., Ltd., as U.S. counsel in its acquisition of Bradken Limited, a manufacturer and distributor of casting products for the mining industry, for approximately $690 million (AUS).

Health Care

- Advised Geriatric Medical & Surgical Supply, LLC, a portfolio company of Silver Oak Services Partners, in its acquisition of DDP Medical Supply, a leading distributor of medical and diabetic supplies.
- Represented Silver Oak Services Partners in its recapitalization of Caring People, a home health care provider, and several later add-on acquisitions.
- Advised Superior Vision, a provider of vision and eye health solutions, in its sale to CenterBridge Partners.
- Advised Genoa Healthcare, a network of pharmacies, in its sale to Advent International.

AWARDS

- *IFLR1000*, Capital markets; Corporate and M&A (2025)

TOP AREAS OF FOCUS

- Corporate
- Mergers + Acquisitions
- Private Equity
- Technology

ALL AREAS OF FOCUS

- Corporate
- Health Care Transactions
- Mergers + Acquisitions
- Private Equity
- Technology

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Board of trustees, Providence Foundation

EDUCATION AND CERTIFICATIONS

EDUCATION

- Boston College, J.D., *magna cum laude*, 2001
- Georgetown University, B.A., *magna cum laude*, 1998

BAR ADMISSIONS

- Massachusetts
- Rhode Island

SPEAKING ENGAGEMENTS

- Speaker, “Navigating Moguls in PE,” Tuck School of Business: Private Equity and Venture Capital Conference, February 9, 2024.
- Speaker, “Evolving Landscape of Distressed M&A Activity,” MCLE, March 23, 2022.