



Benesch's diverse Retail & E-Commerce team represents companies spanning Fortune 500 brands and luxury retailers to manufacturers, e-commerce start-ups, and brick-and-mortar boutiques. We understand the challenges of a rapidly evolving market and provide comprehensive legal and business services, allowing our clients to focus on what matters most: running their businesses.

To stay relevant and competitive, brands must distinguish themselves in a crowded marketplace, considering how they can create value, mitigate risk, and anticipate threats while protecting and enhancing their customer experience. Marketing and advertising, employee engagement, compliance, and consumer data protection are just a few areas where strategic business opportunities can become crippling vulnerabilities if not managed with precision. Retailers need a law firm that moves as quickly as they do and attorneys who consider the economic, legal, global, and regulatory factors that play into every business decision.

The attorneys who make up Benesch's Retail & E-Commerce Group have decades of experience defending retailers in high-stakes litigation, advising on new regulations, anticipating risks, identifying emerging opportunities, and positioning them to compete in a global, digital-first marketplace. Consequently, we provide a valuable industry perspective and deep historical knowledge of the business and legal regime. Many other law firms accommodate retail and e-commerce clients through other practice areas; Benesch is one of the only firms in the country to offer a dedicated Retail & E-Commerce Practice Group in which

several attorneys work exclusively for retailers. And because we work with so many retailers, we are often the first to know about new issues hitting the retail industry. This allows us to warn other clients once we learn about litigation trends or other risks and help our clients proactively implement protective measures.

Members of our group have been named **Retail & E-Commerce "MVPs" by Law360**, are on the **Board of Directors of the California Retailers Association**, and are frequently called upon by organizations such as the **National Retail Federation** for their thought leadership. Several members of our team joined Benesch after previously serving in in-house roles at prominent retailers and e-commerce companies (including Uber, Hyatt Hotels, Groupon, sweetgreen, Walgreens, FTD, and GOLO).

In a rapidly transforming industry, Benesch's Retail & E-Commerce Group stands out for its forward-thinking approach. We help our clients stay ahead of the curve by not only reacting to changes in the retail landscape, but also anticipating them. From navigating the complex privacy issues and data breaches to advising on advertising and marketing strategies, our attorneys are equipped to tackle the industry's greatest challenges.

BENESCH KNOWS **RETAIL & E-COMMERCE**



1000+

SUCCESSFUL ENGAGEMENTS WITH RETAILERS, E-COMMERCE COMPANIES, AND MANUFACTURERS

Our clients span luxury brands, big-box stores, multi-level marketing companies, e-marketplaces, and direct-to-consumer start-ups, so we bring depth and breadth of experience to clients across multiple industries, including cosmetics and fashion, grocery chains, boutique and global hotel groups, and restaurants.



400+

HIGH-STAKES CLASS ACTION SUITS DEFENDED OVER THE PAST DECADE

Today's retailers, hospitality companies, and e-commerce operations face more litigation risks than ever before. Benesch's attorneys help our clients anticipate and identify threats before litigation, and defend companies from allegations of data breach, false advertising, product liability, and more.



120+

RETAIL INDUSTRY CLIENTS WHO ENTRUST THEIR LEGAL MATTERS TO BENESCH

Our attorneys advise clients on matters spanning advertising, privacy, ADA compliance, private equity, real estate, marketing, promotions, and more. With decades of combined experience, it's no wonder that so many Fortune 500 companies and luxury brands partner with Benesch.

RETAIL & E-COMMERCE SECTORS



Apparel & Footwear

We represent many of the best-known fashion retailers that one would expect to see in any shopping mall, including department stores, boutiques, and luxury retailers. We regularly advise and defend these clients on issues relating to product advertising, including allegations of deceptive pricing, “Made in the USA,” sustainability, and textile disclosures, as well as automatic renewal and accessibility issues.



Cosmetics & Beauty

As a regulated industry, the beauty industry is subject to a wide range of unique concerns. Several of the country’s most prominent cosmetic and beauty brands trust us to advise them on product-related issues, regulatory compliance, and other topics, such as PFAS, influencers, social media, and subscriptions. We have also defended these clients against significant, bet-the-company litigation relating to their most profitable products.



Luxury Brands

While lawsuits against high-end brands may look similar to those against other retailers, these companies have unique sensitivities and priorities. Many of the world’s most iconic fashion houses have trusted us to represent their brands in litigation and regularly seek our advice and counsel on retail-related issues. As a result, the Luxury Law Alliance routinely looks to Benesch to advise on litigation trends and developments.



Start-Ups

Our finger is on the pulse of the changing retail landscape, making us a trusted resource to numerous retail start-ups of all stages and across industries. We frequently advise on innovative, new-to-the-market offerings to help start-ups ensure they comply with existing laws and regulations.



Sporting Goods/Outdoors

Our team is the go-to marketing counsel for many of the country’s most prominent retailers of outdoor and sporting-goods equipment, and we regularly advise these clients on issues relating to sustainability claims, PFAS, endorsements, and product warranties.



Food, Restaurants & Grocery Stores

We work with many of the country’s best-known food vendors, including fast-food chains, corner stores, grocery stores, and high-end restaurants. Our work includes defending these clients in litigation and advising them on a broad range of retail and food-related issues, including FDA-related matters and food-transportation regulatory issues.



Furniture

Big-ticket items such as furniture come with unique risks, including a heightened risk of mass arbitrations, potential warranty issues, and delivery-related/last-mile complications. We are fluent in these issues, as we represent several of the country’s largest furniture retailers, including big-box stores, start-ups, e-commerce giants, and higher-end home-décor retailers.



Media and Streaming

We have defended numerous prominent media companies against claims alleging they disclosed subscriber information to third parties. We have a deep understanding of the industry and the relevant technological issues, including the use of data cooperatives, Facebook Pixel, etc., and have successfully extracted numerous clients from potentially devastating privacy litigation.



Cannabis/CBD

We regularly provide counsel to cannabis/CBD retailers on issues of regulatory compliance, risk avoidance, company formation, contracts and licensing, corporate transactions, advertising and product packaging, brand strategy, and intellectual property protection. We also perform legal due diligence for investors in the cannabis space and guide hemp, health, and beauty-brand clients in navigating CBD and FDA laws.

RETAIL & E-COMMERCE TEAM



Stephanie A. Sheridan
Executive Committee Member;
Chair, Retail & E-Commerce;
San Francisco Partner-in-Charge
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One of the preeminent retail and e-commerce attorneys in the country, Stephanie was one of the first lawyers to build a retail-focused practice aimed at providing a “one-stop shop” for retailers across the industry. Since then, she has defended and advised dozens of the most iconic retail brands, spanning luxury brands, department stores, big-box stores, hotels, and restaurants, in addition to many of the country’s most promising start-ups.

Named a Law360 “MVP in Retail & E-Commerce” for four consecutive years and the only law firm representative on the Board of the California Retailers Association, Stephanie helps clients build and maintain marketplace dominance while proactively addressing the multitude of federal, state, and local consumer protection laws.



Meegan Brooks
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Meegan is a trial lawyer who has been defending and advising retailers, e-commerce companies, and manufacturers for her entire career. She has defended hundreds of threatened or filed consumer class actions across the country and has played a key role in numerous industry-shaping decisions, including wins at the Ninth Circuit, California Court of Appeal, and New Jersey Supreme Court. Meegan is especially well-known for her decade-long work defending over 70 actions concerning retailers’ pricing, promotions, and fees, which includes defending the only pricing case to go to trial in the last decade (where her team won), the only pricing case to win on the merits at summary judgment, and the only pricing case to have a dismissal affirmed at the Ninth Circuit. She has also defended retailers against a broad range of other consumer-facing claims, including PFAS, greenwashing, “Made in the USA,” textile claims, automatic renewals, warranties, and more.



Mark S. Eisen
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Mark’s national practice focuses on defending companies against consumer fraud and statutory class actions. He defends cases alleging theories of false labeling and deceptive practices, biometric privacy claims, TCPA claims, and ADA website accessibility claims.



David M. Krueger
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David focuses his practice advising and defending companies against individual and class action lawsuits, with a particular emphasis on federal statutes involving consumer protection and privacy laws (TCPA, VPPA, FCRA, FDCPA, etc.), as well as similar state law claims implicating business practices with respect to consumer privacy (CIPA, FCCPA, etc.).



Michael D. Meuti
Partner
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Michael is the Chair of the firm’s Appellate Team. He brings a practical approach to litigation, representing businesses and individuals in high-stakes litigation and government investigations. His practice spans various industries, including clients in retail and e-commerce, energy, consumer products, manufacturing, financial services, consumer marketing, healthcare, and food service.



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LITIGATION

Class Action Defense

We have defended more than 400 consumer class actions—more than any other litigation team in the country—brought under a broad array of consumer statutes in cases involving claims of consumer fraud, deceptive pricing, false advertising, federal and state privacy law, and automatic renewal law violations, among others. Our team also has extensive experience in litigating cases involving the ADA, “Made in the USA” claims, return policies, gift card laws, call recording laws, and alleged violations of California’s Proposition 65. Well-versed in California law and its various regulations, we are often retained as California defense counsel.

We are formidable courtroom opponents, with extensive experience litigating cases through trial. We know what will and won’t work in litigation and in supporting our clients’ business goals. From gathering information and crafting arguments that portray a client’s business advantageously to formulating winning strategies and presenting and arguing cases, we understand the nuances of how a case will play out. The result is more experience-driven, cost-effective, dependable advice based on a clear understanding of the industry and the applicable laws, which often leads to solutions that sidestep court altogether or achieve courtroom wins.

Consumer Products Litigation

Our team members have many decades of experience defending products-related cases, including in numerous trials. We regularly defend companies in litigation brought under Proposition 65 and have obtained some of the best decisions in the growing wave of cases involving per- and polyfluoroalkyl substances (PFAS). We have also defended numerous bet-the-company cases involving product defects, overseen product recalls with the CPSC, and advised clients on how to mitigate risk when faced with potential defects.

Public Enforcement Matters

In addition to regularly defending retailers in consumer class actions, Benesch represents numerous prominent brands in litigation, investigations, and other matters brought by local and state prosecutors. Recent examples of our work in this area include:

- Prevailed after a two-week bench trial in a deceptive pricing case prosecuted by the City Attorney of Los Angeles on behalf of the State of California, after five years of litigation.
- In a government enforcement action brought by the state of California, obtained a Court of Appeal decision laying the groundwork for finding that California’s former price law violates the First Amendment; in response, the government dropped that significant claim under that statute.
- Representing multiple e-commerce companies with respect to investigations by the California Auto Renewal Taskforce (CART) into their subscription programs.
- Represented two retailers in separate matters brought by California’s Greenwashing Taskforce, alleging that clients falsely advertised products as “biodegradable,” “plant-based,” and “plastic-free.”

LITIGATION

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Appeals

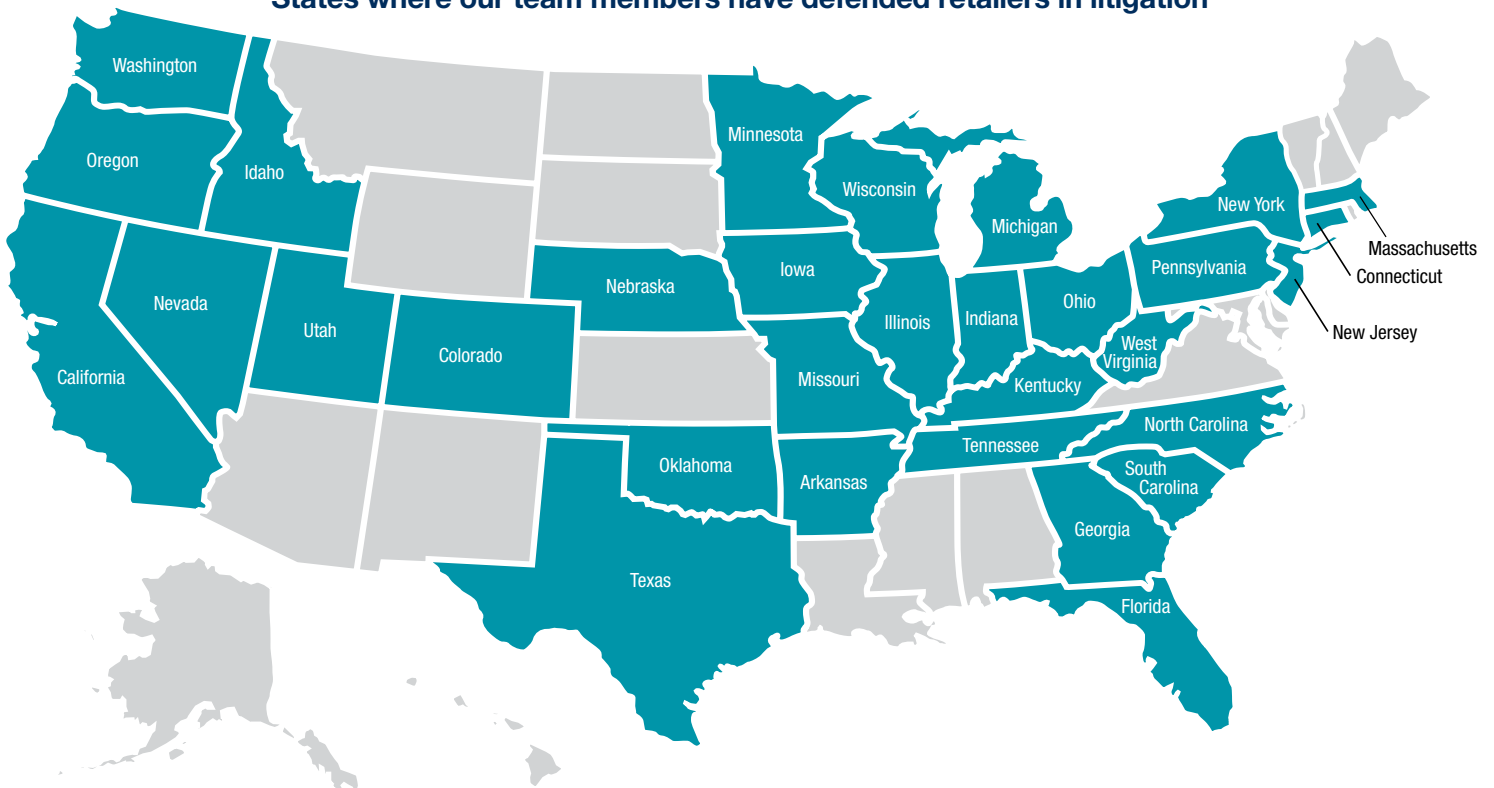
Benesch's appellate attorneys serve as a resource at the trial court level by preserving key issues for appeal and helping to tailor the litigators' arguments to the broader legal themes that resonate with appellate tribunals. On appeal, our Appellate Team protects our litigators' hard-fought victories and helps our clients correct bad decisions by trial courts, often taking over for other firms. Benesch has won numerous significant decisions for retailers on appeal and is frequently asked to represent industry groups like the National Retail Federation as amici. For example:

- Persuaded the New Jersey Supreme Court to reverse the Appellate Division by holding that consumers cannot bring consumer fraud claims of deceptive pricing based on the claim that they did not receive as good a deal as they expected.
- Prevailed at the Ninth Circuit, where the Court upheld dismissal of deceptive pricing claims notwithstanding allegations that other retailers sold the same item for more.
- Persuaded California Court of Appeal that California's Former Pricing Law likely violates the First Amendment by restricting free speech.

Defending retailers across the country for nearly two decades

Benesch's Retail & E-Commerce Group spans across the country, with a strong roster of attorneys whose practices are focused solely on retail industry issues. From our most junior associates to our most senior partners, our team members bring a deep understanding of the industry and its unique needs to everything we do—whether litigating in court or advising on risk-mitigation strategies.

States where our team members have defended retailers in litigation



RETAIL-RELATED ADVISING

Benesch advises numerous retailers on a daily basis on a broad range of issues concerning marketing, privacy, products, and other consumer-facing issues. Retailers frequently ask us to identify risks stemming from new business endeavors or other one-off questions, and we pride ourselves on providing prompt, practical guidance. Our retail advising is infused with a litigation perspective, which helps us gauge and get ahead of potential risks. Also, because we work with so many retailers, we can help retailers benchmark as compared to what their competitors are doing.



Marketing, Advertising & Promotions

Creative marketing and smart, engaging promotions are critical in our hyperconnected world. However, these activities can present significant legal risks for companies, and a strong line of sight into local, state, and national regulations is key. We regularly advise clients on related activities, such as labeling, marketing, advertising, and promotional campaigns, including phone call and text messaging laws, sweepstakes rules, gift card restrictions, daily-deal sales issues, and use of customer data collected through marketing efforts. Our clients turn to Benesch to ensure their marketing and advertising activities are fair, compliant, and impactful.

- **Outside Marketing Counsel** for several household brand names, which routinely involves reviewing and revising pricing policy; advising on online and in-store marketing campaigns; representing the company in government actions for weights and measures violations; advising on changes to return policy; advising on changes to website terms and conditions; and advising on influencer negotiations and related agreements.
- **Go-To Sweepstakes Counsel** for over a dozen retailers nationwide, including a globally recognized sporting goods franchise, a well-known online food ordering and delivery platform, and a trending fast-fashion retailer. Benesch partners with retailers' marketing teams to design the promotional format of the sweepstakes, draft "Official Rules," and counsel clients through the run of all sweepstakes, including the application of alternative methods of entry and development of winner's forms. We monitor changes to the multitude of state gaming laws and Federal Trade Commission guidelines to ensure up-to-date implementation of our clients' sweepstakes.
- **Preparing or Overhauling Pricing Policies** for dozens of prominent retailers and providing in-person trainings to several retailers' business teams on the new policies.
- **FTC Endorsement Guides Counsel** for the largest retailer industry group in the country to prepare comments on several proposed regulations, including proposed FTC rules on consumer reviews and testimonials, and fee disclosures, and updates to the Endorsement Guides.

Product Compliance

Benesch has served as outside products counsel for manufacturers across industries, including clothing and apparel, toys, cosmetics, personal care products, cell phone cases, furniture, and small home appliances. We regularly review and revise product labeling to comply with a broad range of regulatory requirements. Additionally, we advise on warranties, sample retention, and other product-related policies and procedures.

PRIVACY AND TECHNOLOGY

Compliance

Modern retailers must navigate a host of privacy and consumer protection laws, implementing safeguards against increasingly sophisticated cybersecurity threats while appropriately leveraging customer data to inform strategic business decisions. Benesch's Data Privacy & Security attorneys understand this delicate balance and confidently advise clients on a wide range of security and privacy matters, helping clients design and implement data-management protocols; design and implement data protection programs compliant with the growing number of U.S. state data protection laws; review existing practices, policies, and notices to ensure compliance; and respond with urgency to breaches and lawsuits that arise. Recognizing the need for immediate action when a security breach occurs, Benesch offers its clients access to a 24-hour, 7-day-a-week data breach hotline, providing support and assistance when our clients need it most.

Online Tracking

As state legislatures turn their attention to online privacy, plaintiffs' attorneys have likewise begun targeting retailers alleging invasion of privacy and wiretapping claims involving online tracking technologies, including the use of third-party cookies, website and email pixel technology, chat recording, and session replay technology, to name just a few. Our team has defended and defeated dozens of individual and class action lawsuits alleging unlawful online tracking, and we have helped clients avoid these lawsuits by providing compliance counseling regarding their online practices and disclosures. By monitoring developments in online tracking technology, and related litigation trends, we remain poised to help clients avoid these lawsuits and, if necessary, defend online tracking claims. We also counsel clients on best practices with respect to cookie consent, cookie banner notices, privacy notice disclosures, and other website practices to better guard against these types of claims.

Website Accessibility

In recent years, we have seen a significant spike in the number of cases stemming from ADA compliance and accessibility on company websites. Our team has briefed several novel motions to dismiss for lack of personal jurisdiction on the basis that accessing a website in a given jurisdiction does not create personal jurisdiction. Attorneys in our Retail & E-Commerce Practice are well attuned to what arguments can be raised in which jurisdictions as well as when it benefits the client to reach a nuisance resolution rather than risk a tag-along suit. Our proactive approach makes plaintiffs' counsel consider whether pursuing further litigation is worth risking the viability of their practice. The result has been the resolution of these matters on extremely favorable terms for our clients.

We have defended more than 200 retailers in more than 300 filed or threatened lawsuits nationwide alleging violations of federal and state disability laws, such as the Americans with Disabilities Act (ADA), California's Unruh Act, and New York's Human Rights Law.

PRIVACY AND TECHNOLOGY

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TCPA

Benesch has been counseling clients on telemarketing matters and defending TCPA claims for more than a decade. We have successfully defended hundreds of cases in dozens of state and federal jurisdictions coast-to-coast, at all levels of litigation, including trial courts, appellate courts, state supreme courts, and before the FCC, and we have defeated dozens of putative class action lawsuits, including by using offensive motions to deny class certification. We likewise have worked with clients to avoid future lawsuits through proactive compliance counseling, particularly relating to the use of third-party lead sources, appropriate consent forms for contact, and reviewing text message and phone call policies and practices. Our successes in this field occurred because our attorneys know both the law and the technology that is the cornerstone to compliance counseling and a successful defense.

Retailers need attorneys who understand their business, their customers, and their competitors.



Michael Vatis

Partner
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Michael is a deeply experienced appellate litigator with a track record of success in the U.S. Supreme Court, federal courts of appeal, and state appellate courts. He has worked on several appeals and amicus briefs for retailers and industry groups and is a trusted resource for retailers faced with data breaches. Mike served eight years in the government with leading operational and policy roles in the areas of cybercrime, cybersecurity, counterterrorism, counterintelligence, and critical infrastructure protection. He was the founding head of the FBI's computer crime and infrastructure protection program; Associate Deputy Attorney General for national security matters in the Department of Justice; and Special Counsel in the Office of General Counsel at the Department of Defense.



Ryan T. Sulkin

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Ryan regularly advises clients with respect to complex technology transactions, including SaaS, cloud, software development, professional services, and outsourcing arrangements. He provides risk-based and actionable legal counsel to clients on data privacy and cybersecurity matters across a wide range of data-rich, highly regulated industries, including financial services, payments, retail, hospitality, healthcare, higher education, and technology. Ryan's cybersecurity experience includes designing security programs to protect trade secrets and building data governance programs that have addressed the proper management of trade secrets. He regularly advises clients with respect to CCPA, CPRA (and similar laws emerging in numerous U.S. states), GDPR, HIPAA, GLBA, TCPA, FCRA, COPPA, CAN-SPAM, PCI-DSS, NYDFS, data breach notice laws, and cross-border matters involving global laws and regulations. Prior to joining Benesch, Ryan worked in-house at Hyatt Hotels Corporation.

SUPPORTING PRACTICE GROUPS

Transportation & Logistics



Benesch's nationally recognized Transportation & Logistics Practice Group works with clients in the retail and consumer products sectors to help them optimize their supply chains in connection with transportation, logistics, and warehousing. Representative clients run the gamut from some of the world's largest big-box retailers to middle-

market and emerging retailers in various verticals (including clothing/apparel, hardware, home and garden, food and pharmaceuticals, automotive and fuel, and many others). Our practical, operations-oriented team provides our clients with multidisciplinary solutions—drafting and negotiating services contracts, developing metrics that properly incentivize service providers, designing private fleets, resolving business disputes, assisting with international trade compliance, providing regulatory advice, helping with in-transit freight finance, and generally providing day-to-day business advice and counsel.



Jonathan R. Todd

Partner and Vice Chair, Transportation & Logistics Practice Group
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Jonathan's nationally recognized practice targets the risks and opportunities that businesses encounter when goods move through domestic and international supply chains. All providers and users of supply chain services face challenges in transportation and logistics, warehousing and distribution, customs and trade, and procurement and business operations, as well as the disputes that follow. Jonathan represents the retailers, manufacturers, distributors, carriers, brokers, and forwarders that contribute at every step of the end-to-end supply chain in those matters.

Intellectual Property

Benesch's Retail & E-Commerce Group includes attorneys from our Intellectual Property Practice Group who regularly engage in the prosecution and defense of IP claims for clients of various sizes and industries. Our attorneys make it their mission to help clients protect and optimize their intellectual capital by securing trademark and copyright protections and intellectual property rights. When necessary, they also prosecute infringement actions and counsel clients with respect to IP filings. Recent examples of our retail-focused IP work include:

- **Patent Litigation:** Benesch is defending numerous retailers against design patent claims concerning fashion items.
- **Copyright Litigation:** Large record labels and music publishers regularly sue retailers for the unauthorized use of photographs, movies, and music on social media. Photographers and their contingency-fee lawyers regularly scour the internet for the unauthorized use of their content. These actions carry high liability, based on their volume and the potential for statutory damages. Our copyright team has more experience in the music industry than most other firms and has been very effective at negotiating acceptable, appropriate settlements that keep our clients' names out of public dockets. Our team also provides counseling to brand owners and their marketing and social media teams regarding the use of third-party content.
- **Trademark:** The trademark team has extensive experience in defending numerous retailers against trade dress claims, including claimed trade dress in fashion items. Benesch also provides cost-effective strategies to its clients seeking to protect their brands, both in and out of the courtroom.



Mark E. Avsec

Partner and Vice Chair, Intellectual Property Practice Group
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Mark's practice focuses on complex technology licensing deals involving creative content, 3D-printing industry-related counseling, copyright, trademark, and trade dress litigation, copyright and trademark prosecution, fair use and rights of publicity/privacy counseling, celebrity endorsements, and expertise in privacy and data security compliance. He regularly advises retailers on social media-related music issues. Before becoming a lawyer, Mark earned a living as a studio musician, producer, and songwriter, writing over 500 songs and producing or performing on more than 35 albums for, among other artists, Carlos Santana, Bon Jovi, Donnie Iris, Mason Ruffner, and Wild Cherry.

SUPPORTING PRACTICE GROUPS (cont'd)

Labor & Employment

Benesch's Labor & Employment attorneys routinely support our national retail clients with a full range of labor and employment services spanning executive recruiting, diversity and inclusion commitments, employee retention and engagement, workplace policies and benefits, workforce reduction efforts, and more. Our litigation team also helps company leadership assess and eliminate workplace risks and provides counsel through crises that may arise in the workplace.

We have represented employers in virtually every type of lawsuit and forum. This includes discrimination charges before the EEOC and state fair employment practice agencies; employee harassment and discrimination, wage/hour, wrongful discharge, and breach of contract claims in federal and state courts; prosecuting and defending claims for enforcement of noncompetition agreements and trade secret rights; and arbitrations under employment and collective bargaining agreements.

Executive Compensation & Benefits

Benesch's Executive Compensation & Benefits attorneys advise clients on the design, structuring, implementation, and ongoing administration and compliance for qualified and nonqualified retirement plans, health and welfare plans, equity and long-term incentive plans, and other benefit and compensation arrangements. We represent clients in handling and negotiating inquiries, audits, investigations and assessments, advisory or other ruling requests, and voluntary compliance correction matters with government agencies, such as the Internal Revenue Service, the U.S. Department of Labor, and the Pension Benefit Guaranty Corporation.

Corporate

General Counsel Services

Our Corporate attorneys regularly serve in an outside general counsel (OGC) role for our clients in this industry. Clients rely on our team for comprehensive corporate counsel, which can be a cost-effective, scalable, and responsive solution for their business needs. Benesch attorneys serving as outside general counsel become an integral part of a client's business, performing a range of services that offer significant benefits. Paying an OGC fee or retainer can be less costly and more efficient than having general counsel on staff, particularly since in-house counsel must often engage external resources for matters outside the scope or scale of their normal duties or skill set. Benesch is well positioned to serve in many capacities, able to handle less involved matters cost-effectively while bringing to bear sophisticated resources and experience on more complex matters. Our goal is to reduce your overall legal spend or deliver greater value for the same legal spend.

M&A

Benesch's Corporate attorneys counsel retail and e-commerce clients in all aspects of complex M&A transactions. The types of M&A matters we handle cover the full spectrum of negotiated and contested situations, including advance preparation/diligence for prospective targets, asset sales and purchases, mergers, corporate governance advice, leveraged buyouts, private equity, proxy contests, recapitalizations, stock sales and purchases, and equity and debt offerings.

Commercial Transactions

Structuring favorable transactions for key partners, vendors, and service providers is foundational to any successful retail and e-commerce business. Our transactional attorneys have represented retailers in a broad range of contract negotiations, including vendor agreements, shop-in-shop agreements, influencer agreements, co-marketing agreements, licensing matters, SaaS agreements, and more.

Private Equity

Private equity investment is the foundation of so many of today's retail and e-commerce operations. Our attorneys have decades of experience providing services to private equity clients across the retail, hospitality, and consumer products spaces, including forming a venture capital fund focused on early-stage retail investments, defending portfolio companies through high-stakes litigation, and assisting our private equity clients with the identification, purchase, and/or sale of new investments for their portfolios.



Andrew Glickman

Partner

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A former general counsel at both public and private companies, Andrew combines extensive corporate experience with a firsthand perspective, helping clients identify opportunities and overcome hurdles. Notably, Andrew served as the General Counsel and first lawyer at sweetgreen, a fast-growing ESG-focused company in the Food & Beverage space. In this role, he was instrumental in building the legal team and establishing key legal processes. He led the company's equity and debt financing rounds and M&A transactions and was key in leading the company's IPO process. Additionally, he was the chair of the Nominating and ESG committee at sweetgreen and was responsible for overseeing its first-ever ESG report as a public company. Andrew's experience also includes overseeing M&A Legal at Uber, where he managed over \$50B of M&A, equity, and debt financing transactions, and his early career as an associate at K&E, where he honed his expertise in mergers, acquisitions, capital raising, IPOs, and corporate governance matters.