

# ANDREW H. LUPU

982 Wenwood Drive • North Bellmore, New York 11710

Home: (516) 679-0054 • Mobile: (516) 784-6101 • alupu@optonline.net

---

## GENERAL COUNSEL

### CHIEF PRIVACY OFFICER • ADJUNCT LAW PROFESSOR

---

Effective, focused professional with keen understanding of business and legal objectives and how they can best be attained. Flourishes in dynamic, fast-paced work environment with demonstrated history of integrity and ethical considerations. Critical legal conceptualist and analytical problem solver adept at complex, deadline-driven multitasking. *Core competencies include:*

- Corporate Governance
  - Ethics and Compliance
  - Privacy Retention & Policy
  - Business Flow Analysis
  - Metrics Development
  - Corporate Securities
  - Human Resources
  - Government Contracting
  - Security Clearance
  - Training & Development
  - Contracts Negotiation
  - International Law
  - Technology Issues
  - Antitrust Compliance Counsel, HSR Filings
- 

## PROFESSIONAL EXPERIENCE

### ACCENTURE LLP (seconded from AXIOM LEGAL)

#### Alliance Counsel (April – August 2009)

- ❖ Negotiated Alliance Agreements with industry leaders including IBM, Google, Microsoft, and BMC.
- ❖ Audited internal compliance with policies and procedures concerning alliance compensation, reporting, pricing, and categorization.
- ❖ Drafted presentations concerning findings on industry “best practices” respecting confidentiality, warranty and indemnification undertakings.
- ❖ Analyzed various Privacy and Antitrust compliance matters related to vendor alliances.

### METROPOLITAN LIFE INSURANCE COMPANY (seconded from AXIOM LEGAL)

#### Senior/Assistant General Counsel (July 2007 – October 2008)

- ❖ Negotiations of software and services transactions with leading vendors worldwide and establishing alliance relationships with leading industry players.
- ❖ Streamlined policies and procedures for multiple subsidiaries in multiple jurisdictions for effective worldwide compliance, strategic and other operational requirements.
- ❖ Established key operational and legal objectives to measure performance at various worldwide locations to attain consistent administration across Americas, Europe, Middle East and Asia Pacific.
- ❖ Completed Contract Rationalization Project documenting SOX compliance for intellectual property, information technology procurements, and template drafting, Powerpoint presentations, and training.

### INFOVISTA, SA, Paris, France, Herndon, Virginia and Uniondale, New York, 2004 to Present

#### Senior/General Counsel (2004-2007)

Directing strategic legal planning for US and European operations, managing legal and finance operations team, reviewing company operations, enacting Sarbanes-Oxley compliance measures. Directly overseeing and instituting strategic improvements in corporate, human resources, real estate, litigation and all business disciplines. Coordination of French and US securities filings as foreign private issuer.

*Professional Experience:**Key Achievements:*

- ❖ Enacted policies and procedures for multiple subsidiaries in multiple jurisdictions for effective worldwide compliance, strategic and other operational requirements.
- ❖ Negotiated with federal, state and local governmental entities for effective sales penetration.
- ❖ Speaker, International Business Law Compliance (Washington, DC 2007), Software Licensing and Privacy (2007-2001, multiple locations and organizations)

**COMPUTER ASSOCIATES INTERNATIONAL, INC.**, Islandia, New York, 1987–2004**Vice President, Legal** (1998-2004), **Chief Privacy Officer** (2003-2004), **Security Officer** (1988-2004)*Vice President, Legal for worldwide operations of a \$3.1 billion global provider of business software and professional services solutions, Significant client contact, Chief Privacy Officer.*

Directed legal and business support for US regional and international operations for legal and business approvals reporting to the General Counsel. Principal Antitrust Counsel, managed four Hart-Scott-Rodino Second Request Productions and Filings. Reviewed and monitored department and litigation budgets.

*Key Achievements:*

- ❖ Responsible for successful sales and services negotiations retention for largest company customers
- ❖ GSA Schedule lead negotiator and government compliance, Inspector General Audit Compliance
- ❖ Speaker at internal/external Privacy and Compliance Summits in Canada and the United States
- ❖ Liaison for corporate education and training for legal team worldwide

*Special Awards and Recognition*

- ❖ 2004 Recipient of Dale Carnegie Highest Award for Achievement

**GOLDSTEIN & AXELROD, P.C.**, New York, New York 1985–1987**Associate.** 1933 and 1934 Act filings and Underwriters representation.**DUNN & ZUCKERMAN, P.C.**, New York, New York 1983–1985**Associate.** Commercial Litigation and motion practice, real estate.***ACADEMIC AFFILIATIONS*****TOURO LAW SCHOOL**, Huntington and Central Islip, New York, 2006 to Present*Electives in Privacy Law Compliance and Antitrust Law***HOFSTRA LAW SCHOOL**, Uniondale, New York, 2008, *Elective in Antitrust Law****EDUCATION / PROFESSIONAL DEVELOPMENT*****Bar Admissions** – New York 1985, Virginia 2007 (presently inactive), United States Supreme Court 2008**Juris Doctor** – **NEW YORK LAW SCHOOL**, New York, New York 1984Honors: Hattie M. Strong Foundation Award, Member and Recipient of Certificate of Merit**New York Law School Journal of Human Rights****Bachelor of Arts, Latin** – **DICKINSON COLLEGE**, Carlisle, Pennsylvania 1981Honors: Wright Latin Scholarship, Nisbet Scholars Program, Classics Honorary Society, Eta Sigma Phi