



## Kaleo Legal Adds Kevin Andris and Brad Embree to its Corporate and Commercial Practices

February 21, 2020

**Virginia Beach, VA** - Kaleo Legal welcomes Kevin Andris and Brad Embree to the firm as members of its Corporate and Commercial Groups, with a particular focus on commercial contracts and commercial dispute resolution, financing transactions, mergers and acquisitions, and IT and sourcing initiatives. At Kaleo Legal, Kevin and Brad will both serve as fractional corporate counsel for clients ranging from mid-size companies to Fortune 500 corporations.

Prior to joining Kaleo Legal, Kevin was Deputy General Counsel of Norfolk Southern Corporation. During more than 13 years with NS, he was responsible for handling a wide array of legal matters, including commercial contracts and disputes, financing transactions, acquisitions and divestitures, freight loss and damage claims, bankruptcy and collections matters, IT security, data loss prevention, and other significant IT initiatives. In addition, Kevin provided counsel regarding the corporation's SEC filings, corporate governance matters, and New York Stock Exchange rules. Prior to joining NS, Kevin practiced in the Philadelphia office of Wolf Block, LLP, which during that time was ranked 149th in the country by the National Law Journal, where he represented public and private company clients in M&A transactions, debt and equity offerings, and '34 Act matters. Kevin served as a member of The Up Center Board of Directors from 2007-2013 and again from 2017-2018. He resides in Chesapeake, Virginia with his wife and two sons.

*"Having spent more than a decade as in-house corporate counsel for a Fortune 500 corporation, Kevin brings invaluable expertise to our fractional in-house counsel practice," said Kaleo Legal Partner Tina McRae. "He understands how to provide legal services from the in-house perspective, and knows exactly what clients need, often before they do."*

Before joining Kaleo Legal, Brad Embree served as Senior Counsel at Norfolk Southern Corporation, where he was responsible for a wide variety of commercial contracts critical to business operations, procurement, and IT infrastructure. Before that, Brad spent seven years as Corporate Counsel at PRA Group, a global leader in acquiring nonperforming loans. At PRA, Brad specialized in review, analysis and negotiation of PRA's core portfolio acquisitions and purchase and sale agreements. Brad has consistently been named as a Corporate Counsel "Legal Elite" by Virginia Business Magazine, as well as one of the "Top Lawyers of Coastal Virginia" for Corporate Law. Brad has volunteered countless hours to various community organizations, including serving as chairman of the United Way Workplace Giving Campaign.

*"Brad's extensive experience with commercial contracts of all kinds, in addition to his years of in-house service at large corporations, make him perfectly suited to serve Kaleo Legal's clients in all aspects of their commercial contracting needs," said Kaleo Legal Partner Billy Poynter. "Brad can do it all – from software licenses and development agreements, to procurement and sourcing contracts, to services agreements of all kinds. Having handled hundreds of contract negotiations annually for years, Brad offers expertise that our clients simply cannot get from their other outside counsel."*



## **About Kaleo Legal**

Kaleo Legal is a regional firm, based out of Virginia, Maryland, and Florida, that has largely dispensed with the billable hour in providing in-house and general counsel services on a fractional basis. Kaleo Legal aims to become an extension of its clients' legal departments, expanding their capacity in a cost-effective manner with seasoned counsel, who have worked at AmLaw 200 and Fortune 500 firms. Kaleo performs most of its work on a monthly subscription basis, although it also offers a variety of alternative fee arrangements to meet the needs of its clients. With a strict policy of low overhead, and by operating on a largely virtual basis, Kaleo Legal is able to provide the highest level of legal service at substantially discounted prices compared to other firms providing commensurate levels of sophisticated representation.

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