



ANDREW KAHN, JD*

Senior Advisor

Main	+1.212.364.1926
Mobile	+1.646.915.2979
Email	akahn@bvagroup.com

Andrew Kahn’s responsibilities include driving service quality and overall business growth across all of BVA service lines in the greater New York metro marketplace, and on a selective basis, nationally and internationally. Mr. Kahn has over 24 years of professional services experience working with both public and private organizations across a wide range of industries, most notably private equity Fortune 2000 companies and professional services.

He has worked with and advised companies at every phase of development, from startup enterprises to mature and diversified global conglomerates. The former owner and principal of a consultancy organization, as well as an investor in a number of startup ventures, Mr. Kahn has an extensive background in business planning, financial management, strategy alignment, market analysis, risk modeling and sales.

During his career he has advised the C-suites of several of the largest public companies in the world including GE, Diageo and Siemens, and has worked closely with high and ultra-high net worth individuals and families, and their representatives, in selecting, evaluating and implementing technology solutions, business additions, risk management solutions, audit, tax, valuations, forensic (typically post-close) work, general consulting work and business process improvements.

Since 2009 Mr. Kahn has primarily focused on aligning professional services value with fast-growing needs of US-based private equity sponsors and their portfolios. In this capacity he has worked with several hundred sponsors in what is now an ecosystem of several thousand.

Prior to joining BVA, Mr. Kahn held business development leadership positions with two of the top six global audit/tax/consulting firms, Grant Thornton LLP and RSM LLP, driving their private equity programs. In those roles he helped create more than \$100 million in new business while being on teams that supported several billion dollars of transactions. At Grant Thornton, Mr. Kahn was also responsible for internal education on PE at the partner level, and helped develop a key marketing program linking Private Equity and Energy on a global basis.

Prior to that, Mr. Kahn held high-growth positions in leading Tier 1 systems integration firms, IT advisory (including what is now a division of Gartner), and from the earliest days, the internet consulting business (with what is now Publicis Digitas). He also had his own boutique firm which consulted on marketing to new ventures, larger consulting firms, and the F1000.

At each step, Mr. Kahn was typically involved in a combination of transformative growth and service innovation-using new ideas to deliver more services to more clients without compromising quality.

Mr. Kahn received his Bachelor of Arts from Tufts University, having written an Honors Thesis on the Iran-Contra crisis. He also has a JD from Yeshiva University, Cardozo School of Law, where he served on the New Europe Law Review. His many internships include one at the National Bureau of Economic Research Harvard summer program. Mr. Kahn has been certified in several strategic sales courses including Miller Heiman, and has notable experience with Six Sigma, Lean, Design for Six Sigma, and other continuous improvement methodologies. While still in school, Mr. Kahn wrote several nonfiction books, and continues to write on occasion.

He lives in Connecticut with his wife, a professional photographer, their two children, and a lot of guitars.

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