



Abhishek Dubé

Associate

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Abhi Dube assists clients with franchise and distribution transactions, including international and M&A transactions.

Abhi works with experienced and start-up businesses in the restaurant, hotel and lodging, automobile manufacturing, alcohol, retail, fitness and other industries.

Abhi helps clients with creating programs (eg, multi-unit licenses, master franchises, joint ventures, dealerships and distribution arrangements), negotiating franchise and distribution agreements, mergers and acquisitions, refranchise transactions, US and international franchise disclosure, and other franchise and distribution matters. He also helps PE firms with the acquisition and sale of franchise systems and serves as a secondee to the world's largest restaurant brand, assisting with international M&A and franchise transactions.

Abhi works extensively on inbound and outbound expansion efforts. In addition to US transactions, he advises on transactions in Asia, Africa, North America, South America, Europe, CIS, GCC, MENA and Australia/Oceania.

Abhi serves on the Executive Committee of DLA Piper's Associates Committee. He devotes significant time to pro bono work and, in 2016, received DLA Piper's North American Pro Bono Award.

RELATED SERVICES

- Mergers and Acquisitions
- Corporate
- Franchise

RELATED SECTORS

- Hospitality and Leisure
- Technology

LANGUAGES SPOKEN

Hindi

LANGUAGES SPOKEN

- Hindi

CREDENTIALS

Admissions

- District of Columbia
- Indiana
- Virginia

Recognitions

- *Franchise Times* "Legal Eagle" (2016 – 2019)
- DLA Piper North America Pro Bono Award (Award Recipient in 2016; Nominated in 2013 – 2015, 2017)

Education

- LL.M., International Business, Indiana University Maurer School of Law 2010
- J.D., Indiana University 2009
- B.S., Finance, Carnegie Mellon University 2005

Memberships

- American Bar Association Forum on Franchising, Board Member, International Division
- IFA Foundation, Board Member, Diversity Institute
- Indiana Conference for Legal Education Opportunity (ICLEO)
- International Bar Association
- Network of Indian Professionals - North America, Legal Counsel

INSIGHTS

Publications

- Author, "Important Facts to Know Before Franchising in India," *The Franchise Lawyer*, Volume 19, No.2., Spring 2016
- Author, "Development Models for Global Expansion," *Franchising World*, June 2015
- Co-Author, "How India's Investment Laws Affect Franchisors," *Franchise Times*, May 2015
- Author, "Pennsylvania's Legislation Is Franchisee-Friendliest of All," *The Franchise Lawyer*, Volume 17, No.2., Spring 2014
- Co-Author, "International Commercial Transactions, Franchising and Distribution," *International Legal Developments Year in Review: 2013*, ABA Section of International Law, 2014
- Co-Author, "Franchising in India: The Time is Right," *US-India Business Council Legal Services Newsletter*, Spring 2014
- Co-Author, "Owning Competitive Franchise Systems: Risks And Rewards," *Law360*, March 21, 2014

Events

Previous

Franchising at its Peak, 42nd Annual Forum on Franchising

16 - 18 October 2019

- Co-presenter, "Getting Your Franchise House Ready for Sale," Georgetown University, April 20, 2018

PRO BONO

Abhi is actively involved in pro bono and has been a DLA Piper Pro Bono Award Nominee each year since joining the firm. Some

of his recent pro bono work includes:

- Assisting with the preparation of model microfinance regulations to further best business practices and principles related to the ethical treatment of clients
- Providing outside general counsel advice to a national nonprofit entity that furthers South Asian representation in the professional community
- Researching international legal aid delivery systems across the world in order to assist the Bangladesh National Legal Aid Services Organization
- Reviewing various contractual arrangements for a global nonprofit that increases opportunities for women-owned businesses
- Working with the Asian Pacific American Legal Resource Center in the preparation of nonimmigrant status visas for victims of human trafficking