



# LAKSHMI SARMA RAMANI

Partner

LSRamani@outsidegc.com

Lakshmi Sarma Ramani is a Partner with OGC and also serves as the firm's Director of Compliance and Ethics. She brings almost 25 years of significant transactional experience as both a senior legal executive and private practitioner representing a wide range of for-profit and non-profit companies.

She regularly handles a full range of legal matters, including

- Strategic and tactical advice and counsel
- Cross-border transactions and operational risk analysis
- Wide range of transactional support, including negotiating and drafting commercial contracts, IP licensing and SaaS agreements
- Employment and labor-related matters
- Student privacy and Educational Service Provider support
- Nonprofit corporate governance and board support and training
- Data privacy, cybersecurity and data breaches
- Advertising, marketing and prize promotions
- Strategic and crisis communications advice
- Exempt organization financial, audit and investment support
- Agreements and MOUs with NGOs, federal, state and local government agencies, universities and school districts
- Global outside counsel network and management
- Support for conferences and events
- Nonprofit fundraising and sponsorships
- Talent and influencer agreements
- Certification and accreditation issues

Lakshmi's clients appreciate her ability to deliver practical legal advice in a clear and understandable way. She helps them reach their business goals while appropriately understanding and assessing potential risks. Her clients include, among others:

## EDUCATION

Temple University, J.D.  
Managing Editor, Temple International and Comparative Law Journal  
Clark University, B.A.

## SECTORS AND SERVICES

[Advertising, Marketing & Promotions](#)  
[Data Privacy & Cybersecurity](#)  
[Technology Transactions](#)  
[Education](#)  
[Exempt Organizations](#)  
[Media, Entertainment & Sports](#)

## CREDENTIALS

### Bar Admissions

Maryland  
District of Columbia  
Pennsylvania  
New Jersey  
Rhode Island (inactive)  
U.S. District Court, Middle District of Pennsylvania  
U.S. District Court, District of New Jersey

### Professional Membership & Affiliations

Maryland State Bar Association  
Rhode Island Bar Association  
TEGE Exempt Organizations Council  
IAPP

<ul style="list-style-type: none"> <li>• <a href="#">American Council on Education</a></li> <li>• <a href="#">American Friends of the Hebrew University</a></li> <li>• <a href="#">American Technion Society</a></li> <li>• <a href="#">The Atlantic Council, Adrienne Arsht-Rockefeller Foundation Resilience Center</a></li> <li>• <a href="#">Beyond Trust</a></li> <li>• <a href="#">Commando</a></li> <li>• <a href="#">Evidence Action</a></li> <li>• <a href="#">Framebridge</a></li> <li>• <a href="#">Hillel International</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Ideas42</a></li> <li>• <a href="#">Mimecast</a></li> <li>• <a href="#">NAEYC</a></li> <li>• <a href="#">National Black Child Development Institute</a></li> <li>• <a href="#">National Quality Forum</a></li> <li>• <a href="#">Optica</a></li> <li>• <a href="#">Partnership for a Healthier America</a></li> <li>• <a href="#">SchoolMint</a></li> <li>• <a href="#">The Termeer Foundation</a></li> <li>• <a href="#">TripScout</a></li> <li>• <a href="#">Understood for All</a></li> <li>• <a href="#">Vox Media</a></li> </ul>
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Before joining Outside GC, Lakshmi served as General Counsel and Assistant Secretary at the National Association for the Education of Young Children (NAEYC), the largest early childhood professional association and the largest early childhood program and higher educational degree accrediting organization in the US, where she was responsible for all legal, compliance, governance and privacy matters. Prior to NAEYC, Lakshmi served as the worldwide lead attorney for the marketing, membership, philanthropy, information technology, finance and governance functions at The Nature Conservancy, the world's largest NGO environmental organization.

Lakshmi began her legal career as an attorney with the Pennsylvania Office of General Counsel, assigned to the Pennsylvania Department of Revenue, where she advised on personal income tax, sales and use tax and realty transfer tax matters. Lakshmi also practiced public finance and tax law with the Rhode Island law firm, Tillinghast Licht LLP, representing municipalities, state agencies, hospital systems and universities in multi-million-dollar tax-exempt bond transactions and advising nonprofit organizations.

Lakshmi also worked in-house at Sprint Nextel, where she negotiated FCC spectrum leases and supported the reconfiguration of public safety spectrum bandwidth after 9/11.

Lakshmi holds a B.A. in English (focused on African American Women's Literature) from Clark University and a J.D. from the Temple University Beasley School of Law, where she was Managing Editor of the Temple International and Comparative Law Journal. She is a graduate of The Mercersburg Academy.

Lakshmi is active in community affairs, writing the *Nonprofit Knowledge* column for the Association of Corporate Counsel *Docket* magazine and serving as a Trustee and Board Secretary of The Key School, an independent K-12 school. She also helps others in her community find resources to care for their elderly parents with dignity, and is a trained home dialysis and lewy body dementia caregiver.

Lakshmi lives in Maryland with her husband, 2 teenage daughters and 2 naughty Bedlington terriers. When not helping her clients, she enjoys cooking various types of vegetarian cuisines and gardening. She also loves dusting off her college a cappella skills to sing karaoke with her family. But, most of the time she and her husband spend their time at horse barns, karate studios and Indian classical dance performances with their children.