IceMiller

Fadil (Frank) Bayyari

Partner

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Fadil “Frank” Bayyari is a partner in Ice Miller’s Business Group and Co-Chair of its Software, eCommerce, and Technology Transactions (SeCT) and Supply Chain & Logistics practices. He also Chairs the firm's Middle East Practice and Co-Chairs the firm's Government Contracts and Grants practice.

Frank counsels clients on the development, launch, and scaling of eCommerce, supply chain, logistics, outsourcing, and technology platforms, products, and services. He also has deep experience helping companies navigate and invest in international markets, particularly in Europe, the Middle East, and North Africa.

Frank negotiates, closes, and manages risks associated with complex, domestic and cross-border commercial transactions and advisory matters, including:

- **Supply Chain & Logistics**: counseling multinational vendors, customers, shippers, and 3PLs on a variety of procurement, resales, distribution, services, multi-modal transportation (land, air, and sea) and logistics, freight forwarding, customs brokerage, fulfillment and warehousing services, drop ship, and DTC transactions;
- **eCommerce**: counseling eCommerce operators, marketplace operators, retailers, strategic vendors/sellers, omni-channel service providers, and payment processors on gig-economy, marketplace, payment processing, BNPL, merchant/seller of record services, omni-channel ecommerce services, and various clickwrap transactions;
- **International Commercial**: navigating multinational clients through complex international investments, strategic alliances, joint ventures, and other commercial transactions;
- **Technology Procurement**: representing vendors and customers on cloud services, software licenses, IT services, and other technology procurement transactions;
- **Government Contracts:** counseling government contractors across the full contract lifecycle, including bidding and proposal strategy, subcontracting and teaming arrangements, FAR/DFARS compliance, supply chain sourcing constraints (e.g., Buy American/Berry), and flow-down risk management; and

Services & Industries

- Asia-Pacific Practice
- Business
- Data Centers
- Tech, Privacy & Cyber Risk
- Financial Technology
- Government Contracts & Grants
- International Legal Services
- Internet, Technology & Social Media
- Middle East Practice
- Outside General Counsel
- Software, eCommerce & Technology Transactions
- Supply Chain & Logistics
- Technology
- Transportation, Distribution & Logistics

- **Outsourcing**: counseling multinational clients on BPO, manufacturing and capacity, HR/recruitment services, payroll, accounts receivable/payable, customer service/call center operations, staff augmentation, and other outsourcing transactions.

Prior to joining Ice Miller, Frank was Corporate Counsel at Amazon.com, where he led his team on the post-acquisition integration of Souq.com (acquired for $580 million), launch of Amazon marketplaces in the UAE (amazon.ae), Saudi Arabia (amazon.sa), and Egypt (amazon.eg), and the deployment of large-scale logistics and supply chain solutions. Earlier in his career, Frank practiced at leading international law firms, representing multinational clients on a wide range of cross-border transactions. He brings several years of international legal experience, including assignments in Malta, the UAE, and Saudi Arabia.

Education

- Oberlin College (B.A., 2007)
  - Economics and Religion
- Washington & Lee University School of Law (J.D., 2011)
- Georgetown University Law Center (LL.M., 2012)
  - Securities and Financial Regulation

Admissions

- District of Columbia
- New Jersey
- Ohio

Professional Affiliations

- Board Member, Collabolutions
- ITechLaw

Languages

- Arabic

Success Stories

Ice Miller Advises Rethink Education in Investment of Saudi-based EdTech Company
Ice Miller client Rethink Education has invested in Aanaab, a Saudi-based digital training platform. Aanaab's mission is to empower teachers by offering distance courses to enhance the efficiency of teachers and educators across the globe. This transaction is Rethink's first investment in the Middle East.

Rethink Education is dedicated to helping unlock the full human potential of people in marginalized and underserved groups. They support mission-driven founders willing to tackle the hard problems to transform educational outcomes for all learners and seek investments that contribute to the betterment of our society, communities, and planet.

Founded in 2019, Aanaab works with leading institutions in the education realm to offer K-12 teachers and educators a range of courses, licensing, and qualifications, predominantly in Arabic, to advance their professional development. Aanaab is owned and operated by Saudi female entrepreneurs who are paving the way for digital innovation and the enhancement of Saudi Arabia's education sector.

Like many other areas of the world, regions in the Middle East and North Africa face the ongoing challenge of training and continually upskilling teachers and school leaders. Most of the education solutions in the region focus on the students, curriculum, or resources, often overlooking the teachers. Rethink's investment in Aanaab is an opportunity to build a comprehensive teacher professional development solution to address a major challenge.

Ice Miller Business group partners Frank Bayyari, Josh Borean, and associate Huidi Shu led the deal team with support from Devin Routie, Xuan Feng, Jacqueline Perrotta.

Published In

- "US–India Dealmaking: A Look Ahead," *India Unleashed,* 2017
- "Bribery & Corruption in the UAE – Managing Bribery Investigations," *Risk & Compliance*, Oct.–Dec. 2016
- "The Bribery Probe," *The Oath*, September 2016
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- "Learning from South Africa," *Big Project Middle East,* July 31, 2016
- "Saudi Stock Exchange (Tadawul): Distressed Companies," *The International Financial Services Regulatory Update,* February 2014
- "Saudi Arabia," *The Employment Law Review*, 5th ed., 2014
- "The Saudi Arabian Joint Venture: Best Practices," *ABA Section of International Law: Newsletter of the International Commercial Transactions, Franchising, and Distribution Committee*, Fall 2013
- "A Legal Guide to Doing Business in Saudi Arabia: Legal and Practical Advice on Company Regulations, Labor, Tax, Finance and Dispute Resolution," *Westlaw Middle East*, 1st ed., 2013
- "Hawala: The Key Obstacle to Establishing a United Arab Emirates Bank Branch in the U.S.," *The Banking Law Journal*, v. 129, 2012.

Thought Leadership

June 9, 2026
***The Legal Intelligencer* | What 'Montgomery v. Caribe Transport' Means for Brokers and Shippers**
The Legal Intelligencer

December 9, 2025
Quade | Tariffs, Trials, and Tactics: Navigating Tariff Disruptions in Business
Quade Blog

October 27, 2025
***Supply and Demand Chain Executive* | Tariffs, Trials, and Tactics: Navigating Tariff Disruptions in Your Supply Chain**

April 9, 2025
President Trump Announces Pause on International Tariffs

December 12, 2024
Coming Soon – New Higher Tariffs

March 2, 2022