



HEALTHCARE BUSINESS TRANSACTIONS

Conner & Winters' healthcare team has extensive experience in healthcare business transactions. The attorneys in this section work with attorneys specializing in corporate and securities, tax, real estate and financing. Our healthcare attorneys are skilled in the following:

- Mergers and acquisitions
- Requests for proposals (RFPs) and associated financial transactions
- Representation of both physicians and hospitals in developing physician employment agreements and independent contract agreements, including reimbursement based on performance based criteria, value based billing and shared savings
- The formation of joint ventures, limited liability companies, limited partnerships and other corporate entities
- Tax-exempt financing, private placements, credit facilities and other public offerings
- Review of purchase and sale agreements related to operations and management of healthcare entities
- Drafting long term care residency agreements and associated documents
- Negotiating with pharmaceutical benefit managers, and providing advice to switches and clearinghouses and advice on 340B plans
- Managed care contracting including Medicare Part D and provider agreements
- Physician recruitment agreements
- Assessing risk under anti-trust laws with respect to proposed healthcare affiliations including significant experience with filings under Hart-Scott-Rodino, as well as state anti-trust laws and regulations

ATTORNEYS

Elise Dunitz Brennan
Sam Kiehl
Russell C. Ramzel
Luke Ratzlaff

Healthcare Business Transactions

- Assistance with co-management agreements, co-branding and other forms of collaboration

In all of these transactions, our healthcare lawyers bring the unique knowledge of Stark, antikickback and a plethora of other healthcare laws and regulations to the transaction to ensure that all transactions are structured in a legally compliant manner while taking into consideration client opportunities in the healthcare industry for innovative and new operations and programming.

Our representation of corporate healthcare clients is a seamless transition from conceptualization to implementation to ensure that all issues such as taxation, regulatory compliance, employment and employee benefit matters, due diligence, negotiation and structuring of the deal, preparation of transactional documents, accreditation, and all closing and post-closing tasks are accomplished.

Publications & Events

Elise Brennan Speaks on AHLA Podcast about Healthcare Payor/Provider Disputes
American Health Law Association Speaking of Health Law Podcast, 07.02.2024

News

Conner & Winters Recognized by Chambers USA 2018
05.03.2018