



MERGERS, ACQUISITIONS, JOINT VENTURES AND HEALTHCARE INNOVATION

Better Health

Healthcare transactions implicate a wide variety of legal issues and require an awareness of the regulatory and reimbursement schemes that define the provider world. As the healthcare marketplace continues to evolve and reimagine itself, Barnes & Thornburg works tirelessly with providers to change with it.

Our firm is known and valued for representing clients that range from private practices to tax-exempt hospitals to private equity funds involved in mergers, acquisitions, consolidations, joint ventures, reorganizations, divestitures, spin-offs, and exempt and non-exempt financing transactions. We also counsel on compliance with compensation standards. Our transactional healthcare clients include:

- For-profit and nonprofit hospitals
- Physician groups
- Federally qualified clinics
- Practice management companies
- Long term care, hospice and ancillary services providers
- Retail and specialty pharmacies
- Wholesale drug distributors

In mergers, acquisitions and joint ventures, our healthcare team works seamlessly with colleagues who concentrate their practices on the tax, labor, real estate and employee benefits issues that permeate such combinations. As a result, we render comprehensive and tactical strategic planning advice and analysis, market and target due diligence, pre-consolidation structuring, and antitrust and healthcare regulatory analysis.

Why Barnes & Thornburg?

Finding new ways to help clients identify solutions and new business opportunities, across industries, is at our core. We are, at times, more than lawyers, we are advisers bringing new ideas to light. We understand what keeps you up at night and work collaboratively to find practical and creative solutions, at the heart of business.

RELATED PRACTICES

Drug and Medical Device

Healthcare

Hospitals and Other Healthcare Providers

Life Sciences

Notably, we draft and review agreements that reflect and represent unique arrangements and litigate deals gone bad. We help clients form managed care networks consistent with antitrust laws, negotiate risk-based contracts, assist with the development of clinically integrated networks and help major players in the community come to grips with the competing imperatives of payors who demand both price competition and quality.

Our firm counsels entrepreneurial healthcare businesses seeking to create unique synergistic healthcare business models. For example, we assist clients in navigating the federal and state regulatory requirements and hurdles involved in creating and operating retail health clinics in pharmacies on a national basis, as well as healthcare clinics operating at employer sites. We have also worked closely with private equity funds to, for example, create an international fertility clinic on the West Coast.

Moreover, our attorneys have worked across the nation for innovative managed care organizations. We are at the forefront of advising on cutting-edge issues under the Affordable Care Act (ACA) and on the formation of accountable care organizations (ACOs) sponsored by large clinic clients. Today, that representation has evolved to include virtual healthcare and telehealth as the pandemic subsidies and new reimbursement rules result in a more contemporary approach to healthcare delivery.

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