



Anjana D. Patel

Member of the Firm

Newark

One Gateway Center
Newark, New Jersey 07102
Tel: 973-639-5239
Fax: 973-639-8927

adpatel@ebglaw.com

ANJANA D. PATEL is a Member of the Firm in the Health Care and Life Sciences practice, in the Newark and New York offices of Epstein Becker Green, and serves on the firm's National Health Care and Life Sciences Steering Committee. Her practice focuses on health care transactions and regulatory compliance counseling.

Ms. Patel represents a diverse group of health care providers, including hospitals and health systems, large physician practices, federally qualified health centers (FQHCs), ambulatory surgery centers, radiology facilities, specialty pharmacies, post-acute care providers (including nursing homes and home health agencies), venture capital and private equity funds and their health care portfolio companies, information technology companies specializing in health care products and services, and various other health care industry service providers and businesses.

Ms. Patel represents her clients in a variety of business transactions, including mergers, acquisitions, consolidations, affiliations, joint ventures, physician-alignment transactions, MSOs, ACOs, IPAs, clinical integration networks, population health and direct contracting, and other strategic transactions designed to better position providers in the changing health care marketplace. She also actively represents clients in a variety of contractual matters, including professional services agreements, recruitment, and employment.

Ms. Patel provides guidance and compliance strategies with respect to issues involving federal and state anti-kickback and self-referral laws; corporate compliance; corporate practice of medicine; HIPAA; licensure; certificate of need; and other federal and state health care regulatory compliance matters. In addition, she provides advice on the organization, governance, and operations of nonprofit and for-profit companies.

A frequent speaker on wide array of health care issues, Ms. Patel has authored numerous articles in various national and local health care industry publications. Prior to joining the firm, Ms. Patel was Co-Chair of the Health Care Practice Group of a large regional law firm.

Education

- University of Texas School of Law (J.D., with honors)
- Rutgers University (B.S., with high honors)

Bar Admissions

- New Jersey
- New York

Practice Areas

- Mergers, Acquisitions & Divestitures
- Fraud and Abuse Counseling and Defense
- Stark/Self-Referral
- Health Regulatory Due Diligence
- Compliance Counseling and Defense
- Value-Based Purchasing and Accountable Care
- Privacy and Security Law
- General Counsel Services

Industries

- Hospitals and Health Systems
- Health Care and Life Sciences Industry
- Investment Banks & Private Equity
- Ambulatory Care Facilities
- Physician Group Practices/Management
- Post-Acute and Long-Term Care Providers
- Home Health, Hospice & Community-Based Providers

Memberships

- American Health Lawyers Association: Physicians and Hospitals Law Institute Program Planning Committee, Member
- The Governance Institute, Faculty Member
- American Bar Association: Health Law Forum
- New Jersey State Bar Association: Health and Hospital Law Section
- Health Care Financial Management: New Jersey Chapter

Rankings & Recognition

- *The Best Lawyers in America*®, 2011-2019, Health Care Law
- *Chambers USA*®, 2010-2018, New Jersey Healthcare
- *New Jersey Super Lawyers*®, 2012-2018, Health Care
- *New Jersey Rising Stars*, 2008-2009, 2011, Health Care
- *New Jersey Law Journal's*® "40 Under 40" 2007
- Recipient of the Asian Pacific American Lawyers Association of New Jersey, Inc., Award in Recognition of Professional Achievement (April 2007)

Representative Matters

- Serving as transactional and regulatory counsel to multiple clinical research sites in connection with a strategic partnership with, and growth investment by, strategic and private equity firms
- Serving as transactional and regulatory counsel to a large dermatology practice in the Northeast, with multiple clinical offices located in Massachusetts and New Hampshire, in connection with a strategic partnership with, and growth investment by, one of the largest private equity firms focusing on the physicians' service sector; this deal closed in the fall of 2017
- Serving as transactional and regulatory counsel to a large multidisciplinary medical group, with more than 40 practice locations in the Northeast (including urgent care centers), in an acquisition by Optum (and its affiliates), which closed in the fall of 2016, as well as several add-on acquisitions over the following year
- Representing a regional clinical lab in connection with a sale to a financial buyer
- Representing a major health system in connection with an outsourcing agreement involving its inpatient hospital labs
- Providing representation to a West Coast-based specialty pharmacy in connection with a sale to CVS
- Representing a Northeast-based specialty pharmacy in connection with a potential sale to a strategic/financial buyer
- Representing a Midwest-based health system in connection with a joint venture for behavioral health services with a national company
- Providing representation to a regional imaging company in connection with acquiring imaging centers in New York, New Jersey, and Pennsylvania
- Representing a major health system in a joint venture transaction with a national imaging company for outpatient radiology services and imaging centers
- Representing a health system in connection with a Cyberknife joint venture with radiologists and a national operator of Cyberknife services

- Represented several hospitals in transactions involving the sale of their Medicare-certified home health agencies to regional and/or national providers
- Serving as transactional and regulatory counsel to a middle market private equity fund on the acquisition of a major home health company operating in two states, followed by several add-on acquisitions of home health companies and offices in 15 states as part of further national growth of the company
- Representing several small medical groups and physicians in their acquisitions by a multispecialty medical practice in New Jersey
- Providing representation to multiple physician groups in major physician alignment transactions with various health systems in New Jersey
- Representing a health system in connection with a sale of its skilled nursing facility to a regional operator of nursing homes
- Representing a New England-based company in the acquisition of a skilled nursing home
- Serving as transactional and regulatory counsel to Kennedy Health System in connection with an affiliation transaction with Thomas Jefferson University
- Serving as transactional and regulatory counsel to a Central Jersey health system in connection with an affiliation transaction with a leading not-for-profit health care organization in New Jersey
- Representing a local health system in connection with a divestiture of one of its hospital subsidiaries to a for-profit company
- Representing multiple physician groups in connection with mergers and asset or stock purchase transactions
- Providing representation to a health care-based trade association in connection with an affiliation with another trade association
- Representing a multispecialty ambulatory surgery center in connection with a sale to a large regional ambulatory surgery center operator

News & Publications

November 19, 2018

Dental Practice and Related Management Company Settle Medicaid Fraud Claims, Become the First Entities on the OIG's New "High Risk – Heightened Scrutiny" List

Health Law Advisor Blog

November 2018

Navigating Indemnification Obligations in a Health Care Transaction: Managing Health Care Liability

AHLA Connections

August 2018

Understanding and Navigating Healthcare M&A in the New World of Disruptors

BoardRoom Press

September 12, 2017

How to Look at Private Equity Investment in Physician Groups: Gastroenterology

Healio

August 2017

Biotech Mergers and Acquisitions, and the Antitrust Risk

New Jersey Lawyer

July 28, 2017

Anjana Patel Featured in "Top Ophthalmology Stories of July"

Healio

July 18, 2017

How to Look at Private Equity Investment in Physician Groups: Eye Care

Healio

June 13, 2017

Hot Physician Specialties for Private Equity Investment

Becker's ASC Review, Becker's Spine Review

March 2017

The Case for and Against Minimum Director Independence Requirements

Houston Medical Times

February 2017

Minimum Director Independence Requirements: The Next Trend in Hospital Governance?

Boardroom Press

January 2017

Chapter 19, "Hospital Mergers, Acquisitions and Consolidations and the Associated Risks," in AHLA Enterprise Risk Management for Health Care Entities

AHLA Enterprise Risk Management for Health Care Entities

November 2016

Trends in Integration, Consolidation, and Collaboration: Thought Leaders in Health Law Video Series

September 2016

Lynn Shapiro Snyder, Anjana Patel Featured in "INTERVIEW: Epstein Becker Green: Leading the Discussion on Direct-to-Employer Contracting"

U.S. Domestic Medical Travel

June 6, 2016

Gary Herschman, Anjana Patel Discuss Epstein Becker Green's Focus on the Health Care Industry in *NJ Biz*

NJ Biz

April 2016

The Future of Healthcare: Direct Contracting Between Healthcare Providers and Self-Insured Employers

New Jersey Lawyer

February 17, 2016

Herschman, Patel, and Solander Featured in "Cutting Out the Middle Man: Direct Provider Contracts Bypass Insurers to Link Employers, Hospitals"

NJBiz

December 2015

Hospital and Health System Mergers and Acquisitions: Key Legal Issues for the Board

BoardRoom Press

November 2015

***Best Lawyers* Mentions Herschman, McCormick, Patel, and Wenik's Move to Epstein Becker Green**

Best Lawyers

August 2015

The Next Phase of the ACA: The Cadillac Tax and Value-Based Purchasing

BoardRoom Press

February 26, 2015

Epstein Becker Green Adds 15 Attorneys to Its Health Care and Life Sciences Practice

Crain's New York Business

February 23, 2015

Epstein Becker Green "Nabs 15-Lawyer Group, Opens in Princeton"

New Jersey Law Journal

February 23, 2015

Epstein Becker Green "Snags Cadre of Health Pros"

Law360

February 23, 2015

15 Lawyers Join Epstein Becker Green's Health Care and Life Sciences Practice

NJBiz

February 2015

Top 10 Health Law Issues 2015: Health Care Mergers and Acquisitions

AHLA Connections

September 24, 2014

Hospitals Consider Strategic Transactions: Surviving in the New Post-Health-Reform Environment

New Jersey Law Journal – Health Care Law Supplement

June 2, 2014

Hospital Strategic Transactions: A Look at Recent Popular Strategies

BoardRoom Press

February 24, 2014

Joint Ventures and Acquisitions

Health Care Program Compliance Guide

January 13, 2014

Hospital M&A Mania—Key Transaction Issues

AHLA Connections

May 1, 2013

Federal Auditors Question Medical Necessity – Practical Recommendations

Provider Magazine

April 1, 2013

Physician Integration Strategies: A Look at Evolving Models

The Governance Institute

February 1, 2013

HIPAA Enforcement: Is It Finally Here?

The Metropolitan Corporate Counsel

September 10, 2012

The Growing Trend of Health Care Mergers and Acquisitions

New Jersey Law Journal – Health Care Law Supplement

March 1, 2012

What's New with Stark Law Enforcement?

Garden State Focus

December 1, 2011

Government Targets Healthcare Industry Officers and Directors Personally

BoardRoom Press

September 12, 2011

Health Care Executives Beware: Recent Trends in Government Enforcement Against Individuals

New Jersey Law Journal – Health Care Law Supplement

July 1, 2011

Compliance and Health Care Reform: What Your Board Should Know

Compliance Today

May 5, 2011

Accountable Care Organizations: An Overview of the Proposed Regulations and Regulatory Guidance

The Governance Institute – Special Email Alert

November 1, 2010

CMS Releases Stark Law Self-Referral Disclosure Protocol

The Governance Institute's E-Briefings

July 1, 2010

State Attorney General Oversight of Financial Practices of Nonprofit Corporations

Compliance Today

June 1, 2010

Health Care Reform: The New Law Makes Changes to the Stark and Fraud & Abuse Laws

Boardroom Press

April 1, 2010

Attorney General Oversight of Transactions and Financial Practices of Nonprofit Corporations

New Jersey Lawyer

December 1, 2009

Healthcare Reform: How Will the New Changes Affect Existing Law?

Boardroom Press

September 14, 2009

Rising Health Care Enforcement Seeks to Boost Government Revenues

New Jersey Law Journal – Health Care Law Supplement

July 1, 2009

Court Rules That Hospital Arrangement with Anesthesiologists May Violate the Stark and Anti-kickback Laws

Compliance Today

April 1, 2009

Keep the Deal Legal

Outpatient Surgery Magazine

October 1, 2008

Are Your Medical Directorships Legitimate?

Outpatient Surgery Magazine

September 15, 2008

Special Due Diligence and Contracting Issues with Health Care Business Acquisitions

New Jersey Law Journal

September 1, 2008

CMS Publishes Major Changes to the Stark Law

The Governance Institute's E-Briefings

September 1, 2008

Court Analyzes First Case under Stark's Academic Medical Center Exception

Compliance Today

April 2, 2008

Stark Law Update: Phase III Rule

BoardRoom Press

March 1, 2008

Vetting Vendor Arrangements

Outpatient Surgery Magazine

February 1, 2008

OIG Approves Hospital Program to Pay Physicians for On-Call Service

BoardRoom Press

December 3, 2007

Physician-Vendor Arrangements: Legal Compliance Challenges

The Metropolitan Corporate Counsel

December 1, 2007

Medical Directorships: Increased OIG Scrutiny Highlights Importance of Structuring Compliant Agreements

BoardRoom Press

July 16, 2007

Harmless Gift or Forbidden Fruit

New Jersey Law Journal

March 1, 2007

Hospital-Physician Strategic Ventures

The Governance Institute

October 1, 2006

Put It in Writing and Pay Fair Market Value! Enforcement of Anti-kickback and Stark Laws

Compliance Today

September 1, 2006

Gainsharing - Past, Present, and Future

HFM

August 1, 2006

Increasing OIG Scrutiny of Medical Director Agreements

Compliance Today

December 12, 2005

Are Gainsharing Agreements Here to Stay?

New Jersey Law Journal