



## Anjana D. Patel

Member of the Firm

### Newark

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**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

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 "Snags Cadre of Health Pros"**

*Law360*

February 23, 2015

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

*New Jersey Law Journal*

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

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

*Compliance Today*

September 1, 2008

**CMS Publishes Major Changes to the Stark Law**

*The Governance Institute's E-Briefings*

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*