



## 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, 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), private equity funds and their health care portfolio companies, MSOs, 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, recapitalizations, 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 and fee-splitting; 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, Cybersecurity, and Data Asset Management
- General Counsel Services

## **Industries**

- Hospitals and Health Systems
- Health Care and Life Sciences Industry
- Physician Group Practices/Management
- Investment Banks & Private Equity
- Ambulatory Care Facilities
- 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
- American Bar Association: Health Law Forum
- The Governance Institute, Faculty Member
- Health Care Financial Management: New Jersey Chapter
- New Jersey State Bar Association: Health and Hospital Law Section

## Rankings & Recognition

- *The Best Lawyers in America*®, 2011-2021, Health Care Law; "Lawyer of the Year" for Health Care Law (2021)
- *Chambers USA*®, 2010-2020, New Jersey Healthcare
- *The Legal 500 United States*, 2019, M&A: Middle Market (Sub-\$500 Million)
- *New Jersey Law Journal* Professional Excellence 2020 Award: Dealmakers
- *New Jersey Super Lawyers*®, 2012-2020, 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 a large ear, nose, and throat practice, in connection with forming a management services organization and a strategic partnership with a strategic or financial partner
- Serving as counsel to a specialty pharmacy, in connection with a strategic partnership with a financial or strategic partner
- Serving as counsel to a regional laboratory company, in connection with a sale to a strategic partner
- Serving as transactional and regulatory counsel to multiple clinical research site companies, in connection with a strategic partnership with, and growth investment by, strategic and private equity firms
- Serving as transactional and regulatory counsel to a dental practice with multiple locations, in connection with a strategic partnership with a private equity firm
- Serving as counsel to a large retina practice, in connection with a recapitalization transaction with a private equity sponsor
- Serving as counsel to a home health company, in connection with acquiring multiple additional home health agencies
- 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
- 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), 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

## Case Studies

### **Epstein Becker Green Advises on First-Ever Affiliation Between Hospital Systems in Philadelphia and New Jersey**

Epstein Becker Green advised Kennedy Health System, an integrated health care delivery system serving the residents of Camden, Burlington, and Gloucester counties in southern New Jersey, in connection with an affiliation transaction with Thomas Jefferson University (branded as “Jefferson Health”), a regional health system that recently also acquired Abington Health System, Aria Health, and Philadelphia University. This partnership builds on Jefferson Health’s innovative “hub and hub” model, whereby Kennedy Health will serve as the southern New Jersey hub of Jefferson Health. The affiliation, which took almost two years to complete, will bring enhanced clinical services to South Jersey residents, who will not only be able to receive care from the same trusted physicians, nurses, and staff, but also have access to advanced clinical services and promising clinical trials available at Jefferson Health.

This affiliation marks the first time that a Philadelphia and New Jersey hospital system joined together. Officials said that they hope the affiliation will bring better, more convenient health care services to patients in both areas.

The Epstein Becker Green team included Anjana Patel, Gary Herschman, Laurajane Kastner, Patricia Wagner, Victoria Sheridan, Diana Fratto, James Flynn, Sheila Woolson, and Andrew Kaplan.