

## Transactions

Although many clients think of Nelson Hardiman for its healthcare and life sciences regulatory expertise in support of mergers, acquisitions, and other transactions, Nelson Hardiman offers a robust capacity to advise and handle corporate, financial, and other healthcare commercial transactions. Nelson Hardiman's transactional practice leverages both experienced senior corporate and finance attorneys and decades of operational and strategic experience in the healthcare and life science industries.

While we are frequently called upon to provide regulatory support in due diligence, licensure, and risk-related issues in the largest scale public company healthcare and life science transactions (in which clients choose to turn to much bigger law firms), Nelson Hardiman has also developed the ability to structure, negotiate, and handle all aspects of complex transactions. Nelson Hardiman is known for thinking strategically in structuring and negotiating deals, with an eye towards optimizing clients' position in the post-transaction future and protecting their downside against future risks. We are at the forefront of structuring transactions to organize and align the participants to achieve success in the contemporary healthcare landscape, in which lack of attention to strategic alignment can raise questions that are only visible to others in the aftermath of the deal. Our business foresight and vision, combined with strong foundational corporate and finance experience and an unsurpassed ability to navigate the healthcare regulatory world makes Nelson Hardiman the first choice for clients in healthcare and life science transactions.

Nelson Hardiman has particular depth in particular healthcare and life science transactional niches, including physician practice management, telehealth, behavioral health, post-acute and senior care, among others. We are frequently called upon to handle both the corporate and regulatory aspects of "middle market" deals and transactions involving not-for-profit entities where bigger law firms fees can be excessive relative to deal size. Many clients turn to us at their inception to guide their early stage and growth process, as well to negotiate an acquisition or other liquidity event. We bring particular expertise to managing healthcare- and life science-specific risks, including licensing and changes of ownership (CHOW) issues, fraud and abuse issues related to marketing and potential kickbacks, and privacy and data security concerns – issues that are often significant risk issues and sticking points. In addition, many clients turn to us to address critical issues in moving transactions forward, including our deep experience in the details of healthcare licensing, operations, and reimbursement.