



Healthcare Transactions

Strategic Counsel for Healthcare Business Deals

Healthcare organizations face unique challenges when pursuing growth and operational change. Every transaction must balance business opportunity with the demands of regulatory compliance, licensing, reimbursement rules, and patient care obligations. At Hinshaw, we help providers, payors, and investors structure deals that move their organizations forward while anticipating regulatory scrutiny.

Our Healthcare Transactions team includes attorneys with decades of experience advising hospitals, health systems, physician groups, private equity investors, managed care organizations, and ancillary service providers. We understand the operational realities of healthcare delivery and financing, and we combine that insight with deep knowledge of regulatory regimes such as Stark Law, the Anti-Kickback Statute, HIPAA, and state corporate practice of medicine restrictions. The result is practical, business-minded counsel that allows our clients to execute transactions with confidence.

Multidisciplinary Team: Our lawyers bring corporate, regulatory, litigation, and reimbursement experience to every transaction, ensuring both business and compliance concerns are addressed.

Firsthand Industry Knowledge: Team members have counseled health systems, hospitals, physician groups, payors, and life sciences companies on some of their most complex transactions.

National and Cross-Border Reach: With attorneys admitted across the U.S. and experienced in international healthcare business structures, we help clients execute transactions that extend across jurisdictions.

Regulatory Foresight: We anticipate the impact of evolving enforcement priorities on deal structures, from Stark/AKS compliance to reimbursement rules and state licensing requirements.

Areas of Focus

Contracting & Strategic Alliances

We draft and negotiate management services agreements, vendor contracts, and cross-referral arrangements, ensuring they are compliant with federal and state fraud and abuse laws. Our approach balances operational efficiency with legal safeguards.

Learn More >

Joint Ventures & Affiliations

Our team designs innovative joint ventures and affiliations among hospitals, specialty providers, and managed care organizations. We create structures that enable collaboration on service delivery, technology, and research while meeting Stark, Anti-Kickback, and corporate practice of medicine requirements.

Managed Care & Payor Contracting

Our attorneys advise on transactions involving health insurers, managed care organizations, and provider networks. We negotiate and review payor contracts, reimbursement structures, and risk-sharing arrangements to support sustainable operations and revenue integrity.

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Mergers & Acquisitions

We represent health systems, hospitals, physician groups, and private equity investors in acquisitions, divestitures, and consolidations. Our attorneys structure transactions to align with strategic goals, minimize regulatory risk, and address antitrust concerns. We also advise on integration planning to ensure a smooth transition of operations, contracts, and clinical services.

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Physician Practice Transactions

We guide physician practices through acquisitions, buy-ins, buy-outs, and succession planning. Our team helps structure deals that preserve physician-patient relationships, comply with Stark and AKS, and respect state-level restrictions on corporate practice of medicine.

Private Equity & Investment Transactions

We counsel funds and portfolio companies on healthcare investments, including management service agreements, provider group acquisitions, and roll-up strategies. Our work helps investors understand regulatory exposure, address licensing and reimbursement issues, and implement compliance programs that support long-term growth.

Learn More >

Regulatory & Licensing Approvals

From certificate of need (CON) applications to Medicare/Medicaid enrollment and professional licensure, we help clients secure the regulatory approvals needed to close and operate successfully. We understand how state agencies, CMS, and accreditation bodies approach licensing and reimbursement, and we build approval strategies into deal timelines.

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Restructuring & Distressed Transactions

We assist providers, investors, and creditors in workouts, bankruptcies, and acquisitions of distressed healthcare assets. Our experience spans hospital system restructurings, practice group reorganizations, and acquisitions of distressed facilities—all with an emphasis on maintaining compliance during transition.

Learn More >

A Partner in Healthcare Growth

Hinshaw helps healthcare clients complete transactions that unlock growth, expand services, and meet regulatory obligations. Drawing on decades of experience—from hospital system mergers to private equity investments and physician practice acquisitions—our team provides the precision, perspective, and industry insight to help clients move forward with confidence in a highly regulated, competitive market.

To Find Out More Contact



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Related Capabilities

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