



Contact

Richard J. Zall

Partner

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Rick Zall is chair of Proskauer's Health Care Group. Rick advises health care companies, investors and lenders in their most challenging transactions, including mergers and acquisitions, joint ventures, financings and complex commercial agreements.

With a deep understanding of the health care industry, Rick is known for providing practical, creative solutions in order to successfully close deals for his clients.

Rick advises clients on state and federal health care regulatory compliance matters, including the corporate practice of medicine, digital health, telemedicine, HIPAA, fraud and abuse, Medicare and Medicaid payment reimbursement, MACRA, and value based payment.

Rick is a respected thought leader in the health care industry and frequently presents at key industry events. He has served in government, is a co-founder of the New York Primary Care Development Corporation (PCDC), and earlier in his career was CEO of a private equity-backed medical management company. Rick has also directed two industry studies for the Robert Wood Johnson Foundation and serves as principal outside counsel and board secretary to the Clinton Health Access Initiative (CHAI).

Matters

Representative matters Rick has handled include:

- **Apnicure**, a health care technology and medical device company, in connection with regulatory compliance state telemedicine laws and corporate structuring
- **Archimedes Health Investors** and its portfolio company, **National Partners in Health**, in connection with the acquisition of the following anaesthesia practices and their related physician billing and practice management companies:
 - Waxahachie Anaesthesia Consultants
 - National Medical Billing Management
 - Anaesthesia Resources
 - TAMI
- **Ares Management LLC**, as special health care counsel in its acquisitions of both OB Hospitalist Group and Unified Physician Management
- **Athenahealth** in connection with regulatory compliance matters
- **Bain Capital Ventures** in its investment in Strategic Pharmaceutical Solutions, d/b/a Vetsource, an institutional pharmacy that dispenses prescription products to veterinarians and animal hospitals
- **The Brooklyn Hospital Center** in the establishment of an urgent care joint venture with Blue Wolf Capital
- **Cambia Health** in the establishment of a joint venture platform for Cambia (Regence Blue Cross) and Blue Cross/Blue Shield of North Carolina
- **Cincinnati Eye Institute** (CEI) in the launch of CEI Vision Partners, a new management services organization formed with an investment from Revelstoke Capital Partners
- **Concerto Healthcare** in the sale of its affiliated health plan in Michigan to Centene, a publicly traded HMO
- **Crystal Run Health Care** in the structuring of an ambulatory surgery joint venture with Orange Regional Medical Center

- **Data Driven Delivery Systems, LLC** in its sale to Blue Cross Blue Shield of Michigan
- **Healthcare Payment Specialists** in their sale to acquirer, Nautic Partners
- **Health Connect** in establishing a joint venture between Newport Health Solutions and Northwell Health to commercialize NHS' population health management software
- **Jersey City Medical Center** in its sale to Robert Wood Johnson/Barnabas Health System
- **Kayne Anderson Capital Advisors** in connection with the New Jersey Department of Health for the change of ownership of an assisted living residence in New Jersey as a liaison between the client and the regulators
- **Medical Home Network** in connection with counseling on the myriad U.S. laws, state and federal Stark and anti-kickback laws, regulating health care payment and delivery systems, and best practices for distributing shared savings
- **MEP Health**, a Maryland-based physician emergency medicine group, in its merger with U.S. Acute Care Solutions
- **Monroe Capital** in the financing of Citizens Rx, LLC, a full-service Pharmacy Benefit Management provider for public and private companies and health plans
- **Mount Sinai Health System** in its joint ventures with The Children's Hospital of Philadelphia (CHOP) and National Jewish Health
- **North Haven Credit Partners** in connection with an investment and loan to Code 3, free standing emergency room centres in Texas and Nevada
- **Northern Westchester Hospital** in its strategic health system affiliation with Northwell Health
- **Richmond University Medical Center** in its acquisition of St. Vincent's Staten Island Hospital, and sale of its interest in The Heart Institute to Staten Island University Hospital
- **Sentinel Capital Partners** in their investment in MB2 Dental Solutions, a dental service organization with 85 affiliated practices

- **Sephardic Nursing and Rehabilitation Center** in its sale to Allure, Inc.
- **Solera Capital** in the sale of its portfolio company The Little Clinic to the retailer Kroger, Inc.
- **South Nassau Communities Hospital** in its acquisition of Long Beach Medical Center
- **St. Luke's-Roosevelt Hospital Center, Inc.** in the spin-off of its outpatient primary care clinics to an affiliate of William F. Ryan Community Health Center, Inc.
- **Teladoc, Inc.**, in connection with state licensing and regulatory compliance matters
- **WellBox, Inc.** in its establishment of a Medicare chronic care management (CCM) business

Practices

Business Solutions, Governance, Restructuring & Bankruptcy, Mergers & Acquisitions, Private Credit Restructuring

Industries

Health Care, Life Sciences, Asset Management , Private Equity

Market Solutions

Blockchain, Corporate Governance

Education

New York University School of Law, J.D.

Arthur Garfield Hays Fellow

Editor, *New York University School of Law Review*

Brown University, B.A.

Admissions & Qualifications

New York

Memberships

American Health Lawyers Association

New York City Bar

Healthcare Law360's 2012 Editorial Advisory Board

Awards & Recognition

Chambers USA: New York: Healthcare (Band 1) 2006-2019

Chambers USA: Nationwide: Healthcare: Transactional 2012-2019

The Legal 500 United States: Healthcare & Life Sciences: Healthcare 2011

The Legal 500 United States: Finance: Not-for-Profit 2012, 2017-2018

The Legal 500 United States: Healthcare: Service Providers 2013-2014, 2016-2019

Best Lawyers in America 1991-2020

New York Super Lawyers 2006-2019

Fellow, The New York Academy of Medicine

"Outstanding Healthcare Transaction Lawyer," Nightingale's Healthcare News

Continua Health Alliance, Outstanding Contribution Award for Leadership in the Medical Device Reimbursement Workgroup Health Technology Center, National Expert Panel on Remote Health Services