

INDUSTRY

Dialysis, Nephrology & Endovascular

As part of Benesch's Healthcare Practice Group, our multidisciplinary team of attorneys brings tremendous breadth and depth of experience across the dialysis, nephrology and endovascular industry.

We advise stakeholders on a wide range of matters, including complex transactional, regulatory, litigation, reimbursement, risk-based contracting, fraud and abuse, and investigative issues.

Who We **Serve**

- Ambulatory surgery centers
- Dialysis providers
- ESRD networks
- Group purchasing organizations
- Health tech companies
- Industry trade associations
- Medical supply companies
- Office-based laboratories
- Pharmaceutical companies
- Physician group practices
- Private equity investors
- Value-based care companies



Trusted outside general counsel to the Renal Physicians Association (RPA) and Outpatient Endovascular and Interventional Society (OEIS) and active participants in key industry groups and boards, including NRAA, ASDIN, SIRBI, RHA, Quality Insights and VASA.

Notable **Clients**

- Arizona Kidney Disease & Hypertension Centers
- Cardiovascular Centers of America
- Nephrology Associates of Northern Illinois and Indiana
- Neway
- RenViva
- SCA Health

Numbers & Recognition

18

Dedicated attorneys

100+

Years of combined experience

Ranked
Nationally

in Healthcare by
Best Law Firms®



Recognized
Nationally

in Healthcare
by Chambers



Our attorneys host an annual **Nephrology & Dialysis Conference** focused on the legal and business challenges providers face, which regularly attracts 200+ participants

Representative Matters

- ▶ Represented one of the nation's largest nephrology group practices in a strategic sale and long-term management agreement with an affiliate of Satellite Healthcare.
- ▶ Represented over 50 nephrology group practices in strategic sales and a long-term management agreement with a national private equity company.
- ▶ Represent an ESRD laboratory software services provider in connection with a strategic transaction with national clinical laboratory services company.
- ▶ Represented a large hospital system in the disposition of its outpatient dialysis facilities.
- ▶ Formed and structured independent practice associations (IPAs) and clinically integrated networks (CINs) to contract with Medicare Advantage plans, managed Medicaid entities and CMMI models.
- ▶ Structured and negotiated joint ventures with national dialysis provider organizations Fresenius, DaVita and U.S. Renal Care, among others, addressing capital contributions, waterfall distributions, governance rights, noncompete boundaries and control provisions.
- ▶ Structured ASC joint ventures with single-specialty and multispecialty practices, health systems and national ASC management companies.
- ▶ Advised endovascular physician groups on the development and operation of OBLs and ASCs, including procurement and use of imaging equipment, lease structuring, scope of services and Medicare designation strategies.
- ▶ Led conversions of OBLs to Medicare-certified ASCs, including regulatory filings, operational redesign, CMS cost reporting strategy and integration into risk-bearing provider platforms.
- ▶ Designed and implemented a national training and onboarding framework for a population health management company to educate affiliated nephrology and multispecialty practices on risk-based care, including operational transformation, compliance with VBE frameworks and shared savings distributions.
- ▶ Advised on the formation of regional and national value-based care organizations, including MSO and ACO-level governance, capital structure, incentive alignment and centralized analytics infrastructure development.
- ▶ Established Chronic Care Management (CCM) and Remote Patient Monitoring (RPM) programs.
- ▶ Designed provider compensation structures tied to value-based outcomes, including blended models incorporating fee-for-service, PMPM stipends, performance-based bonuses and clinical integration scorecards.
- ▶ Represented private equity sponsors in the structuring and execution of platform roll-ups, carveouts and recapitalizations.
- ▶ Counseled physician founders and practice executives in sale transactions to PE-backed platforms.
- ▶ Represented physician groups in audits and investigations involving Medicare Advantage risk adjustment coding practices, and advised on the design and implementation of internal compliance monitoring systems
- ▶ Advised on CMS Innovation Center demonstration programs.
- ▶ Negotiated hospital-sponsored EHR donation and analytics-sharing arrangements for VBC-aligned physician groups.