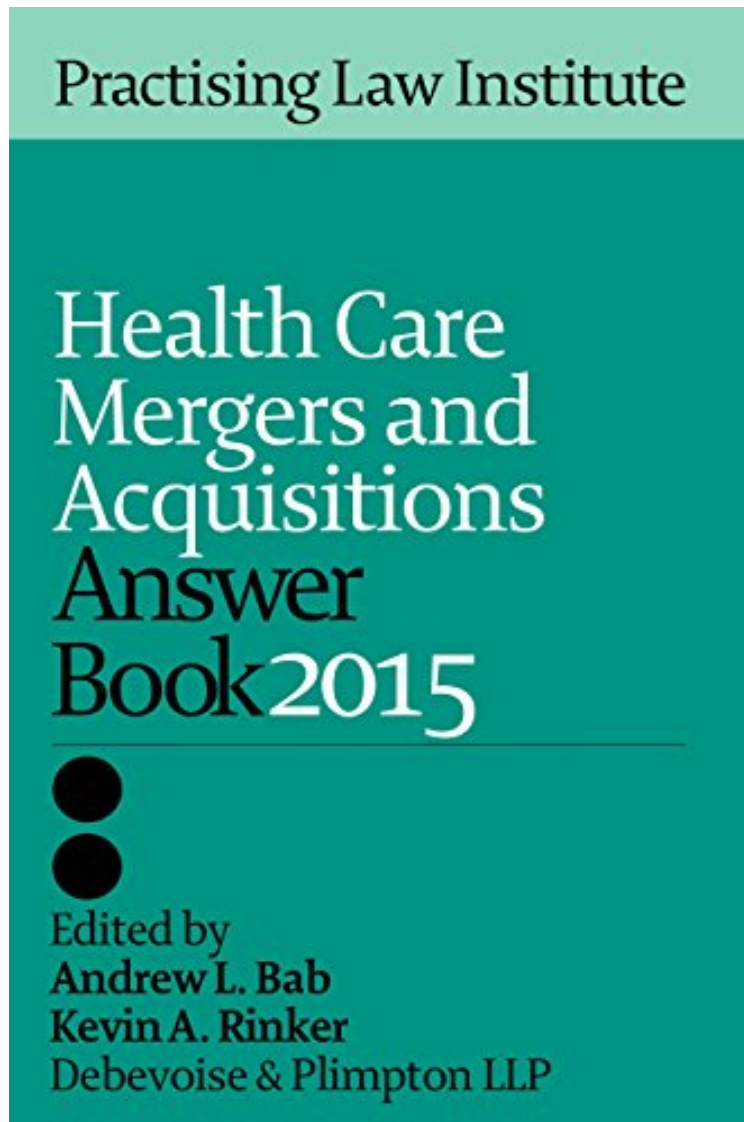


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## Health Care Mergers and Acquisitions Answer Book 2014

*Andrew L. Bab, Kevin A. Rinker*

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In a fast-changing U.S. health care environment, Health Care Mergers and Acquisitions Answer Book 2014 provides

the reader with a road map of how general MA principles apply to transactions in the health care sector. Organized into four parts, it includes practical advice on how to address the various industry-specific issues arising in health care acquisitions: Part I: Structuring Health Care Transactions, focuses on the various legal and practical areas that can have an impact on the structure of a health care MA transaction, including provisions relating to purchase price, as well as regulatory, antitrust, financing, and tax and accounting considerations. Part II: Due Diligence, discusses the regulatory and compliance issues arising in health care transactions, including compliance with the federal and state health care fraud and abuse laws, Medicare and Medicaid rules, HIPAA and other health care regulations, as well as other topics, such as intellectual property rights, material contracts, and product liability and medical malpractice claims. Part III: Transaction Documentation, analyzes the principal elements of a purchase agreement for a health care transaction, including industry-specific representations and warranties, pre- and post-closing covenants, closing conditions and indemnification provisions typically found in health care acquisition agreements. Part IV: Special Topics in Health Care MA, covers special issues arising in acquisitions of U.S. companies by non-U.S. buyers, as well as an overview of health care MA transactions in France, Germany and Russia. Health Care Mergers and Acquisitions Answer Book 2014 analyzes examples from recent health care transactions, and provides practice tips on what to look out for and how to avoid the various pitfalls that may be encountered while working on health care transactions. It covers deal-making involving pharmaceutical and biotech companies, hospitals, health insurers and other participants of the health care sector. In addition to transactions involving outright acquisitions of health care companies, Health Care Mergers and Acquisitions Answer Book 2014 reviews alternative structures used in health care MA transactions, such as: joint ventures strategic alliances product and portfolio acquisitions option transactions, and licensing and collaboration agreements.