

# Richard Zall (Rick)

Partner  
Healthcare

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Rick Zall is a partner and chair of King & Spalding’s healthcare transactional and regulatory practice. He represents clients on both transactional and regulatory healthcare matters, including advising healthcare operating companies, private equity investors and lenders on M&A, joint ventures, financings and complex commercial transactions. He advises on state and federal healthcare regulatory compliance matters, including navigating fraud and abuse and corporate practice of medicine prohibitions, Medicare and Medicaid payment rules. Rick also counsels clients in the emerging digital health and health information technology sectors on compliance with data privacy and security laws, telemedicine licensure regulations and health benefit management.

With deep experience in the healthcare industry, Rick is known for practical and effective solutions to successfully structure, negotiate and close deals for his clients.

Rick advises clients on regulatory compliance matters including fraud and abuse, corporate practice of medicine, structuring physician incentive arrangements, digital health/telemedicine, HIPAA, Medicare/Medicaid reimbursement and value-based payments.

Prior to joining King & Spalding, Rick was a partner and the chairman of the healthcare practice for an *Am Law 100* firm.

## Matters

Represented Accuity Delivery Systems in its sale to an affiliate of private equity firm, Frazier Healthcare Partners.

Represented Apnicure, a healthcare technology and medical device company, in connection with regulatory compliance state telemedicine laws and corporate structuring.

Represented Archimedes Health Investors and its portfolio company, National Partners in Health, in connection with the acquisition of Waxahachie Anaesthesia Consultants, National Medical Billing Management, Anaesthesia Resources, and TAMI and their related physician billing and practice management companies.

Represented Ares Management LLC, as special healthcare counsel in its acquisitions of both OB

Hospitalist Group and Unified Physician Management.

Represented Athenahealth in connection with regulatory compliance matters

Represented 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.

Represented The Brooklyn Hospital Center in the establishment of ModernMD, an urgent care joint venture with Blue Wolf Capital.

Represented Cambia Health in the establishment of a joint venture platform for Cambia (Regence Blue Cross) and Blue Cross/Blue Shield of North Carolina.

Represented Cincinnati Eye Institute (CEI) in the launch of CEI Vision Partners, a new management services organization formed with an investment from Revelstoke Capital Partners.

Represented Concerto Healthcare in the sale of its affiliated health plan in Michigan to Centene, a publicly traded HMO.

Represented Crystal Run Healthcare in the structuring of an ambulatory surgery joint venture with Orange Regional Medical Center.

Represented Data Driven Delivery Systems, LLC in its sale to Blue Cross Blue Shield of Michigan.

Represented 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.

Represented Jersey City Medical Center in its sale to Robert Wood Johnson/Barnabas Health System.

Represented 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.

Represented Kelsey-Seybold Medical Group in its sale to TPG Capital of a minority interest in its management services company.

Represented Medical Home Network in connection with counseling on a myriad of U.S. laws, state and federal Stark and anti-kickback laws, regulating healthcare payment and delivery systems, and best practices for distributing shared savings.

Represented MEP Health, a Maryland-based physician emergency medicine group, in its merger with U.S. Acute Care Solutions.

Represented Mount Sinai Health System in its joint ventures with The Children's Hospital of Philadelphia (CHOP) and National Jewish Health.

Represented North Haven Credit Partners in connection with an investment and loan to Code 3, free standing emergency room centers in Texas and Nevada.

Represented Northern Westchester Hospital in its strategic health system affiliation with Northwell Health.

Represented 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.

Represented Sentinel Capital Partners in their investment in MB2 Dental Solutions, a dental service organization with 85 affiliated practices.

Represented 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.

Represented South Nassau Communities Hospital in its acquisition of Long Beach Medical Center.

Represented 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.

Represented Teladoc, Inc., in connection with state licensing and regulatory compliance matters.

Represented Town Hall Ventures in its co-investment in VillageMD.

Represented Virginia Eye Consultants in its sale to CEI Vision Partners.

Represented WellBox, Inc. in its establishment of a Medicare chronic care management (CCM)

## Credentials

### EDUCATION

J.D., New York University, Arthur Garfield Hays Fellow

B.A., Brown University

### ADMISSIONS

New York

## Recognition

Chambers USA: New York: Healthcare (Band 1)

2006-2020

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Chambers USA: Nationwide: Healthcare: Transactional

2012-2020

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

2011

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The Legal 500 United States: Finance: Not-for-Profit

2012, 2017-2018

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The Legal 500 United States: Healthcare: Service Providers

2013-2014, 2016-2020

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Best Lawyers in America

1991-2021

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New York Super Lawyers

2006-2020

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Fellow

THE NEW YORK ACADEMY OF MEDICINE

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“Outstanding Healthcare Transaction Lawyer,”

NIGHTINGALE’S HEALTHCARE NEWS

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Outstanding Contribution Award for Leadership in the Medical Device Reimbursement Workgroup  
Health Technology Center

CONTINUA HEALTH ALLIANCE

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## Events

### SPEAKING ENGAGEMENT

*July 27, 2021*

Richard Zall to Speak on Podcast About Legal Ramifications of Mandating Vaccines

*September 21, 2020*

Richard Zall to Speak at The Deal Economy: Predictions and Perspectives 2020 Event

### WEBINAR

*September 9, 2021*

14th Annual King & Spalding Medical Device Summit

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## News

### CASES & DEALS

*July 20, 2021*

King & Spalding Advises RAYUS Radiology in Acquisition of Foundation Radiology Group

### IN THE NEWS

*July 23, 2021 • Source: Modern Healthcare*

Rick Zall explains why not-for-profit hospitals must ensure that partnering with a for-profit company will not conflict with their charitable missions

*May 27, 2021 • Source: Global Legal Chronicle*

Laura Westfall, Laura Bushnell, Matthew Sandiford, Sophia Armstrong, Jill McWhirter, Jonathan Talansky, Rick Zall and Linda Lorenat advise Eleanor Health Holdings on its \$20M Series B financing

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