



## Nivedita B. Patel\*

Shareholder

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Nivedita Patel ("Ni-vay-dhi-tha Pu-tel") draws on her in-house experience to help clients navigate complex health care transactional, regulatory, and compliance matters.

Ms. Patel is a trusted advisor to clients in the health care industry, with more than a decade of experience as an in-house health care generalist and a skilled negotiator. Known for her strategic approach, she partners with clients to craft legal solutions that align with their business goals, driving meaningful results in an ever-evolving industry.

Ms. Patel's clients include academic medical centers, hospitals, ambulatory surgery centers, physician groups, and other health care organizations. She represents clients in critical transactions such as mergers, acquisitions, joint ventures, affiliations, physician alignment deals, and other strategic efforts designed to position them for long-term success in an evolving health care marketplace. In addition, Ms. Patel is a trusted advisor to aesthetic, medical cosmetic, and wellness practices, delivering strategic guidance on both transactional and regulatory matters to help them thrive in a rapidly growing industry. Ms. Patel also draws on her regulatory knowledge to navigate clients through the nuanced certificate of need process in the District of Columbia and Maryland.

For startups and companies without in-house legal teams, Ms. Patel offers general counsel services tailored to meet both their legal and business needs. Her strong business acumen, coupled with her practical legal experience, allows her to provide actionable advice that supports her clients' growth and success.

Prior to transitioning to private practice, Ms. Patel served as associate general counsel for the largest independent non-profit multispecialty physician practice in Washington, D.C.

### Representative Matters

*Results may vary depending on your particular facts and legal circumstances.*

- Represented a non-profit health system with hospitals and facilities in Connecticut and New York in connection with an affiliation transaction with one of the largest non-profit health systems in New York.
- Represented a client in successfully obtaining certificates of need (CON) for five primary care offices located in Washington, D.C. The project involved developing a strategy, preparing applications and supplemental materials, and coordinating with regulators.
- Represented a national medspa client in successfully obtaining a CON in Washington, D.C.
- Represented a non-profit hospice provider located in the western United States in connection with an affiliation transaction with a large non-profit hospice provider located in the southeastern United States.
- Represented a regional health system in connection with the acquisition of a physician group.
- Represented a private equity-based national physician group in connection with the acquisition of various physician practices.
- Represented an orthopedic group practice in negotiating several agreements related to a strategic health partnership with two separate hospital systems.



## Professional Honors & Activities

No aspect of this advertisement has been approved by the Supreme Court of New Jersey.

- Member – American Health Law Association
- Member – District of Columbia Bar, Health Law Section



## Publications

- "10 Strategic Options for Physicians Facing Challenges in Private Medical Practice," *Medical Economics* (November 2025)
- "How to Negotiate Professional Services Agreements with Hospitals," *Medical Economics* (September 2025)
- Chapter Author – AHLA's *Representing Physicians Handbook, 5th Edition*, "Medical Spas", 5th Edition (September 2025)
- "Unlocking Value in Health Data: Truveta's Data Monetization Strategy Carries Big Risks and Responsibilities," *MobiHealthNews* (March 2021)



## Speaking Engagements

- "Scaling Smart: Unlocking Partnership and Acquisition Opportunities in Aesthetics," 2025 Global Aesthetics Conference (November 2025)
- "STATE of the HEALTHCARE INVESTMENT and M&A INDUSTRY: Navigating the Challenges of Healthcare Investing in a New Era," iiBIG's 17th Annual Investment and M&A Opportunities in Healthcare (October 2025)
- "Anatomy of a Partnership Transaction: What to Expect at Each Stage," 2025 Physician Transactions Conference: Cardiology, The Future of Healthcare Conference Series® (March 2025)
- "Careers in Health Law," American Bar Association Health Law Section (March 2025)
- "Anatomy of a Partnership Transaction: What to Expect at Each Stage," 2025 Physician Transactions Conference: Orthopedic & Spine, The Future of Healthcare Conference Series® (March 2025)
- "Negotiation and Risk Management," American Osteopathic College of Anesthesiologists (AOCA) Mid Year Seminar (May 2024)
- "Show Me My Data: The Impact of the CMS Interoperability Rules on Medicare Advantage Plans," Women Business Leaders (WBL) (October 2021)
- "CMS Interoperability Rule: Provisions That Apply to Medicaid Managed Care Plans," Medicaid Health Plans of America (April 2021)



## Education

- Case Western Reserve University School of Law, J.D., cum laude
- The George Washington University, M.H.S.A.
- The University of Akron, B.A., summa cum laude



## Admissions

- District of Columbia, 2010
- Maryland, 2009
- Ohio, 2025

\* Baker Donelson professional admitted to the practice of law in the District of Columbia, Maryland, and Ohio; not admitted to the New Jersey bar.