

OUR PRACTICE

Oncology Transactions

As oncology care enters a new era of innovation and investment, community practices face an evolving landscape. Driven by breakthroughs like Chimeric Antigen Receptor T-cells (CAR-T) cell therapy and bi-specific antibodies, rising drug costs, and policy changes, independent oncology practices are responding by expanding infusion services, precision medicine, clinical trials, and therapy suites in lower-cost outpatient settings. At the same time, major private equity-backed platforms, strategic acquirers, publicly traded companies, and vertically integrated models continue consolidating the market, reshaping how cancer care is structured and delivered. This environment presents both opportunity and complexity for practices seeking sustainable growth.

Baker Donelson's Health Care Transactions team guides oncology groups, platforms, and investors through these critical shifts by offering strategic, comprehensive legal counsel to drive value, preserve clinical autonomy, and navigate a transforming health care environment.

- **Strategic Transactions and Affiliations:** We structure and negotiate sales, mergers, recapitalizations, affiliations, and joint ventures customized to oncology groups and private equity sponsors, balancing financial upside with physician governance and long term strategy.
- **Infusion and Outpatient Facility Development:** We assist clients with stand-alone infusion center and ambulatory joint ventures, navigating licensing, referral rules, and ownership structures to maximize clinical throughput and financial efficiency.
- **Research, Clinical Trials, and Specialty Pharmacy:** Our team supports negotiation and compliance for clinical research partnerships, sponsor contracts, and oncology-specific specialty pharmacy services.
- **Governance and MSO Structuring:** We advise on the development of management services organizations (MSOs) and negotiate hospital affiliation agreements tailored for oncology providers, ensuring adherence to corporate practice of medicine (CPOM) rules, self-referral laws, anti-kickback regulations, and state licensing rules.

Baker Donelson partners with oncology groups to craft growth strategies that preserve autonomy, enhance patient access, and generate enduring value.



Representative Matters

Results may vary depending on your particular facts and legal circumstances. Some of these matters were handled by a current Baker Donelson professional while associated with a prior firm.

- Represented a publicly traded oncology company in the acquisition of oncology practices.
- Represented an oncology group in a transaction with a large oncology supergroup.
- Represented a large group of oncologists in extracting from a national company affiliation and entering into a PSA/alignment transaction with a hospital.
- Represented a large surgical group in the Midwest focusing on oncological surgery in its transaction with a national oncology company backed by a private equity investor and a major drug distributor.
- Represented a small hematology and oncology group in the Northeast on its transaction with a larger oncology group in the region.

- Represented a large oncology platform in its acquisition of a practice in Hawaii.
- Represented a large oncology platform in its acquisition of a practice in Indiana.
- Represented an oncology practice in its affiliation with an oncology supergroup in New Jersey.
- Represented an oncology practice in its affiliation with a New Jersey hospital.
- Represented a newly formed oncology group in Arizona in negotiating a professional services agreement with a local health system and establishing a new compensation plan.