

OUR PRACTICE

Ophthalmology and Optometry Transactions

Ophthalmology, retina, and optometry practices are at the center of a rapidly evolving industry, shaped by breakthroughs in AI-driven diagnostics, minimally invasive surgical technologies, and expanding patient demand for both medical and elective vision care. As private equity investment and strategic consolidation accelerate, practices are leveraging ambulatory surgery centers (ASCs), advanced imaging, optical retail, and telehealth to diversify revenue streams and enhance patient experience. The sector is also seeing increased regulatory scrutiny and a shift toward value-based care, making strategic legal guidance essential for sustainable growth and clinical autonomy.

Baker Donelson's Health Care Transactions team delivers focused legal counsel tailored to the unique needs of ophthalmology, retina, and optometry groups. Our attorneys advise on:

- Structuring and negotiating practice sales, mergers, acquisitions, and recapitalizations with private equity sponsors and national platforms to maximize value and ensure seamless transitions.
- Advising on joint ventures and strategic affiliations, including ASC partnerships, retina and laser center collaborations, and multispecialty service expansions.
- Assisting with management services organization (MSO) models and governance structures to ensure compliance with corporate practice of medicine (CPOM) laws, fee-splitting rules, and other regulatory requirements.
- Advising on the expansion, licensing, and compliance of ancillary services such as optical shops, advanced imaging, vision therapy, dry eye clinics, and clinical research programs.
- Advising on the adoption and compliance of AI-based diagnostics, teleophthalmology platforms, and digital health tools, ensuring alignment with FDA, HIPAA, and state telehealth regulations.
- Structuring and negotiating payer contracts and value-based care arrangements to help practices adapt to evolving reimbursement models and quality metrics.



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 ASCs owned by ophthalmologists in sales to a private equity-backed platform.
- Represented ophthalmology group in acquiring an ASC.
- Represented multiple ophthalmology groups in multiple states in sales to private equity-backed platforms.