

OUR PRACTICE

Vascular and Vein Transactions

Vascular and vein practices are navigating a period of rapid innovation and consolidation. The specialty is seeing a surge in outpatient migration, with minimally invasive procedures increasingly performed in office-based labs (OBLs) and ambulatory surgery centers (ASCs). Private equity and strategic investors are targeting vascular groups for their ability to deliver high-value interventions, expand ancillary service lines, and scale care in cost-effective settings. Practices are diversifying into vascular labs, advanced diagnostic imaging, wound care programs, vein-related cosmetic procedures, and interventional suites to capture new revenue streams and improve patient outcomes.

At the same time, regulatory scrutiny and reimbursement pressures are intensifying. Evolving Stark Law and Anti-Kickback regulations, state-specific rules for joint ventures, and heightened oversight of investor-backed transactions are shaping how vascular groups structure partnerships and expand services. Successful practices are those that align clinical strategy with operational excellence, compliance, and flexible growth models.

Baker Donelson's Health Care Transactions team provides comprehensive legal counsel tailored to the unique needs of vascular and vein practices. Our attorneys advise on structuring and negotiating practice sales, mergers, acquisitions, and recapitalizations with private equity sponsors, health systems, and strategic partners to maximize value and ensure seamless transitions. We assist with the design and implementation of joint ventures and strategic affiliations, including OBL and ASC partnerships, diagnostic imaging integrations, and other service expansions.

Our team works 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. We advise on the expansion, licensing, and compliance of ancillary services such as vascular labs, wound care centers, advanced imaging, and interventional procedure suites. We counsel on employment and affiliation relationships with hospitals and multispecialty groups, including professional service agreements, co-management arrangements, and medical director contracts.

Our team's differentiators include deep experience in OBL and ASC structuring, wound care reimbursement optimization, and flexible platform transactions. We anticipate operational challenges, optimize compliance strategies, and deliver practical solutions that support long term success.

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 private equity-backed vascular group in expansions in multiple states and additions of physicians.
- Represented vein practice in the acquisition of an ASC.
- Represented vein practice in multiple affiliation models with physicians and allied professionals.
- Represented a large regional vascular surgery group in its sale to a large health system in the Northeast.
- Advised a national operator of outpatient vascular centers in its divestiture of a multi-specialty surgery center focused on interventional nephrology, cardiovascular and gastroenterology procedures located in the Northeast.

- Represented one of the largest vein practices in the country (with clinics in ten states) in acquiring a financially distressed multistate vein practice with dozens of vein clinics.