



## Glenn P. Prives

Shareholder

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Glenn Prives is a seasoned health care and corporate shareholder based in Baker Donelson's Metropark (Iselin), New Jersey office, recognized for his in-depth knowledge and proven success in navigating the intricate regulatory landscape of the health care industry for his national client base.

With a reputation for practical, results-driven solutions, Glenn excels at managing high-stakes transactions and negotiating complex deals that align with his clients' goals. His extensive experience spans critical areas such as hospital-physician alignment, mergers and acquisitions, private equity transactions, joint ventures, strategic alliances, due diligence reviews, licensure matters, and health care information technology. Glenn is also experienced in health care compliance, providing guidance on key regulatory matters, including the Stark Law, the Anti-Kickback Statute, HIPAA, and the corporate practice of medicine doctrine.

Glenn serves a diverse health care client base, representing both for-profit and not-for-profit health systems, physician groups, academic medical centers, ambulatory surgery centers (ASCs), home health agencies, laboratories, telemedicine companies, medical billing companies, dental groups, and substance abuse centers. His experience also extends to advising private equity firms, investment funds, family offices, and investors in the health care sector. Beyond health care, Glenn brings considerable experience in corporate law, regularly advising on mergers and acquisitions, contractual negotiations, regulatory compliance, and due diligence across various industries.

### Representative Matters

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

- Represented hospitals and health systems in:
  - acquisitions, affiliations, and joint ventures with physician practices, including providing advice on corporate structuring for physician integration and physician compensation methodologies;
  - mergers, acquisitions, and affiliations with other health systems; and
  - joint ventures with service line operators.
- Represented private equity firms and their portfolio companies and publicly traded companies in platform and tuck-in (add-on) mergers and acquisitions of physician practices (pediatric, behavioral health, ketamine obstetrics/gynecology, primary care, multi-specialty, orthopedic, urgent care vascular, emergency medicine, and more) and dental practices.
- Represented physician groups merging and consolidating into larger group practices.
- Advised hospitals on the development of physician-hospital organizations and clinically integrated networks.
- Represented ASCs and management companies in transactions, affiliations, and strategic partnerships.
- Serve as outside general counsel to a variety of health care providers and administrative services providers, including, hospitals and health systems, physician practices, ASCs, home health providers, nursing staffing companies, and medical billing companies.
- Counseled physicians (cardiology, gastroenterology, family medicine, internal medicine, primary care, oncology, and others) on their employment and affiliation relationships with hospitals, including professional service agreements, recruitment agreements, co-management agreements, management services agreements, and medical director arrangements.

- Represented physician groups in:
  - separations from hospitals,
  - sales to national companies, and
  - joint ventures with private equity firms and publicly traded companies (cardiology, orthopedic, neurosurgery, dermatology, ophthalmology, anesthesiology, radiology, and more).
- Represented a home health agency in its joint venture with a large hospital system and its acquisition of a physician practice.
- Advised several health systems on the formation of joint ventures together and then continued as counsel to the joint venture entities.
- Represented providers in sales of laboratory assets to laboratory companies.
- Represented sellers and purchasers of medical and dental practices.
- Represented a large academic medical center in the acquisition of multiple cardiology practices.
- Represented a health system in a joint venture with a national dialysis company to operate dialysis facilities.
- Represented a home health company in its sale to a private equity-backed platform.
- Represented a health system in entering into new agreements with hospital-based physician practices managed by national platforms.
- Represented a strategic acquirer of pediatric practices on a national basis.
- Represented a multi-site dental practice in its sale to a private equity-backed platform.
- Represented a large, multistate physical therapy practice in its restructure.
- Represented a large health system in its affiliation with a national ASC company and its investment in an existing ASC.



## Professional Honors & Activities

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

- Listed in *The Best Lawyers in America*<sup>®</sup> for Health Care Law (2023 – 2025). *This award is conferred by Best Lawyers. A description of the selection methodology is available [here](#).*
- Listed in *Chambers USA* as a leading Health Care lawyer in New Jersey (2024); "Up and Coming" (2021 – 2023). *This award is conferred by Chambers and Partners. A description of the selection methodology is available [here](#).*
- Listed in *New Jersey Law Journal* for "New Leaders of the Bar" (2021). *This award is conferred by the New Jersey Law Journal. A description of the selection methodology is available [here](#).*
- Selected to New Jersey Super Lawyers in Health Care (2025). *This award is conferred by Thomson Reuters. A description of the selection methodology is available [here](#).*
- Selected to New Jersey Rising Stars: Health Care (2013 – 2024). *This award is conferred by Thomson Reuters. A description of the selection methodology is available [here](#).*
- AV<sup>®</sup> Preeminent<sup>™</sup> Peer Review Rated by Martindale-Hubbell (2020 – present). *This award is conferred by Martindale-Hubbell. A description of the selection methodology is available [here](#).*
- Member – American Health Law Association, Health Care Transactions Program Planning Committee (2023 – present); Business Law and Governance Practice Group, Chair (2017 – 2020)
- Member – New Jersey State Bar Association, Health Law Section, Chair (2020 – 2021)
- Member – Strafford Publications, Health Law Webinars Advisory Board



## Publications

- Co-editor – "Corporate Practice of Medicine: A 50 State Survey," American Health Law Association, Third Edition (May 2024)
- Contributing Editor – "Health Care Transactions Manual: Understanding the Consequences of the Health Care Deal," American Health Law Association (March 2020)

- Author and Lead Editor – "Corporate Practice of Medicine: A 50 State Survey," American Health Law Association, Second Edition (January 2020)



## Speaking Engagements

- "How to 'Extricate' from a Hospital PSA or Employment Agreement that is Not 'Working Out' to Participate in a Strategic Transaction," 2025 Physician Transactions Conference: Cardiology, The Future of Healthcare Conference Series® (March 2025)
- "How to 'Extricate' from a Hospital PSA or Employment Agreement that is Not 'Working Out' to Participate in a Strategic Transaction," 2025 Physician Transactions Conference: Orthopedic & Spine, The Future of Healthcare Conference Series® (March 2025)
- "Maximizing Value and Protecting Physicians in Strategic Partnerships," MedAxiom, an American College of Cardiology Company (September 2024)
- "What's Old Is New Again: Hospital/Physician Affiliation Models in an Age of Private Equity," American Health Law Association (AHLA) Health Care Transactions 2024 Conference (April 2024)
- "Structuring Private Equity Healthcare Management Service Organizations," Strafford (March 2024)
- "The Anatomy of a Private Equity Transaction – What to Expect at Each Stage of the Process and Key Strategies for Achieving Optimal Terms," Orthopaedic Summit 2023 (September 2023)
- "Private Equity Transactions in Healthcare," Strafford (September 2023)



## Education

- Brooklyn Law School, J.D., 2009
- Brandeis University, B.A., 2006



## Admissions

- New Jersey, 2009
- New York, 2010
- U.S. District Court, District of New Jersey, 2009