



## 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.

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Ms. Patel is a trusted advisor to clients in the health care industry, known for her strategic approach and business-focused approach. Ms. Patel partners with clients to craft legal solutions that align with her clients' business goals, driving meaningful results in the ever-evolving health care 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 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 a \$1 billion affiliation transaction with one of the largest non-profit health systems in New York.
- Represented an orthopedic group practice in negotiating several agreements related to a strategic health partnership with two separate hospital systems.
- 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.
- Represented a group of urologists in New Jersey in negotiations of compensation terms as part of a transition from a new employer in connection with the acquisition of their practice.
- Represented an ophthalmology practice in various contractual and regulatory matters, including, but not limited to, proposed arrangements with optometry groups.
- Represented an orthopedic surgeon in establishing compliance corporation structures as well as negotiating agreements with a national franchise company.
- Represented a primary care practice on eastern shore in restructuring governance documents.
- Represented a provider of OR surgical implants and disposables in the sale of a company.
- Advised a regional health system in the review and update of physician employment agreements.

- Represented various physicians in negotiations with employers as part of transition to partnership.
- Represented a portable diagnostics provider in negotiations with D.C.'s State Health Planning and Development Agency regarding the applicability of Certificate of Need requirements.
- 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 pathology group.
- Represented a private equity-based national pediatric practice in connection with the acquisition of various physician practices nationwide.
- Represented a large surgical group in the sale of their practice to a national MSO company.
- Advised a university in the southeast region with potential restructuring of an academic medical center and negotiations with a national for-profit health system.



## 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.