



EIGHT-COUNTY PHYSICIAN ORGANIZATION, LLC

Consistently Succeeding in Intense Business Negotiations on Behalf of Health Care Providers

The Eight-County Physician Organization, LLC (ECPO) is a large, prominent regional physician organization made up of more than 50 physicians from throughout Central New York and the Southern Tier.

SITUATION

In 2003, ECPO made a business decision to sell a medical imaging facility that it owned and operated. It needed top legal talent to guide it through the regulatory, business, and strategic issues it would encounter throughout the negotiations and the sale.

CHALLENGE

- Conducting negotiations with two major local medical centers as potential buyers.
- The sale of the imaging facility required intense negotiations over financing, complex ancillary agreements, intricate regulations, real estate matters and numerous labor issues.

SOLUTION

Using Mackenzie Hughes' experience from years of representing the region's top health care providers, the Mackenzie Hughes health law team, led by Clayton H. Hale, Jr. and Maureen Dunn McGlynn, quickly launched into the complex process of selling this medical facility. Drawing upon the firm's multi-disciplinary talent in several areas of practice, the firm's health care team negotiated and drafted numerous agreements covering everything from asset purchases, leases and sub-leases, to financing, medical equipment leases, assignments, confidentiality of medical information, regulatory compliance and labor issues. Each of these issues was resolved through intense negotiations with the acquirer and its own legal team. Negotiation of the entire transaction required Mackenzie Hughes' specialized insight into the application of federal and state laws and regulations governing medical providers and facilities, and a deep understanding of business issues and practices that affect the region's health care providers.

SUCCESS

Mackenzie Hughes helped ECPO achieve common ground on which all parties could agree, and the successful sale was completed to the great satisfaction of everyone involved. Because it is a company formed to enhance the ability of its many physician members to provide quality health care to their patients, ECPO regularly encounters numerous health and business related issues for which it turns to Mackenzie Hughes for advice.

EIGHT-COUNTY PHYSICIAN ORGANIZATION, LLC *continued on Page 2.*



MACKENZIE HUGHES LLP

Plain talk. Exceptional expertise.

BEST PRACTICES

EIGHT-COUNTY PHYSICIAN ORGANIZATION, LLC *con't.*

“Mackenzie Hughes did a wonderful job for us. Not only were they informed and proactive, but they met each need that we had immediately. They not only answered our questions, but looked for future issues that may have been cause for concern. They were clearly, at all times, safeguarding our best interests.”

– *Walt Priest, Executive Director, Eight County Physician Organization, LLC*



MACKENZIE HUGHES LLP

Plain talk. Exceptional expertise.

101 SOUTH SALINA STREET SYRACUSE, NEW YORK 13202 315-474-7571 WWW.MACKENZIEHUGHES.COM